

Spotlight on Jazz-1961

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Jazz Critics
Best Sellers

BILLBOARD MUSIC WEEK

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

Vogue Intros 33 Single in Germany

By OMER ANDERSON
FRANKFURT—Vogue has become the first German label to produce a 33 single. Vogue's initial offering is the Italian top tune "24 Mila Baci," with the 17-year-old Parisian singing star, Johnny Halliday.

But German juke box operators are giving the diskery's enterprise a frosty reception. The reaction indicates that it will take a long, hard sales campaign to put the 33 single in vogue with German operators.

ZOA, the Central Organization of German coinmen, is taking the official position that "the 33 single is an interesting experiment—but still an experiment." German operators generally are hostile to the 33 single on the ground that it will make their equipment either

obsolete or obsolescent—"and for what?" as a Hamburg operator phrased it.

However, Vogue is going ahead with plans to produce a 33 single line. "24 Mila Baci" is in stereo and other 33 single stereo offerings will follow. The diskery is counting on the crumbling of initial resistance and a quick shift to stereo 33 singles.

German operators challenge the soundness of such reasoning. Their attitude parallels that taken by the majority of American operators at the convention in Miami Beach of the Music Operators of America. In fact, ZOA officials state that "We endorse the MOA position, which we understand to be that more time is required to assess the merits of the 33 single."

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Two Boston Rack Jobbers Tottering; Creditor Committees in on Operation

By REN GREVATT
BOSTON—Two prominent disk rack jobbing firms were tottering here late last week, with creditors committees taking an active part in both operations. The firms are Toy Distributors of nearby Framingham and Cardiff Enterprises of Boston. The developments follow by one week a similar situation on the West Coast involving Record Enterprise (see *BMW* August 7).

The Framingham firm has been active particularly in low price disk lines and Cy Leslie of Pickwick Sales New York, admitted he was a creditor to the tune of about \$14,000. "It could have been a lot

more than that," Leslie said, "but we stopped shipping them some time back."

Another racking firm, Lesley Sales Company of suburban Needham, is reportedly taking over what is left of the Toy Distributing operation for about \$60,000. Creditors are believed to be ready to accept the offer. As one of the creditor representatives said, "At least this way, we get some money back. If the thing went into public auction, we'd be nowhere."

In another of the proposed

[\(Continued on page 52\)](#)

Commission to regulate networks. (See separate story.)

The bill, requested by the FCC, would pull nets in under the anti-payola, sponsorship ID Section 317 and the anti-plugola rule-making now in progress, covering reports or announcements of broadcast ownership of record companies and other interests benefited by airing. The FCC could classify radio and television networking separately, issuing different rules for each, when necessary.

Specifically, nets would face these requirements: they would have to file with the FCC and keep current, all information on policies and practices which affect the individual licensee's freedom to program in the public interest. Nets would have to supervise their program preparation. They would be forbidden to discriminate in selection of programming, or give ad-

[\(Continued on page 50\)](#)

Pastore Would Regulate Nets

By MILDRED HALL
WASHINGTON—Sen. John O. Pastore has introduced what could be a history-making bill empowering the Federal Communications

Air Dogfight Continues to Rage

By JUNE BUNDY
NEW YORK — Broadcasters and disk jockeys across the country are dramatizing pro and con positions on rock and roll and "good music" programming these days, via special surveys, stunts and promotions.

In spite of the hoop-la, though, the ratio of Top 40-type outlets to "good music" stations remains about the same. The only new programming trend appears to be the "Sing Along" format. It, of course, is a variation on the "good music" policy — since it features so many oldies — but nevertheless unique in that it usually involves heavy merchandising tie-ups and promotions with local merchants and advertisers.

In view of stepped up operations of FM stations across the country and the advent of FCC-approved

stereo broadcasting systems, "good music" programming — and stereo wax in particular — may very well turn out to be the next big local radio programming trend in the broadcasting industry.

The FCC's recent spotlight on programming may also leave its mark on local radio. For example, George B. Storer Jr., Storer Broadcasting Company president, last month said that the chains' adoption of its quality control system (whereby programming on all Storer stations is constantly monitored via tape) was a direct result of the payola scandals. The executive said the chain was shocked "when we learned that some of our disk jockeys, our friends and long-time employees were guilty of wrong practices and at best dubious morals."

Storer said the monitored tapes not only helped them check on pos-

sible violations of FCC rules and regulations, but also helped improve quality of programming at individual stations by enabling them to spotlight those who were most adept at disk selections. For example, the quality-control tapes resulted in the choice of Visilio Liappus, WGBS, Miami, as music programmer for all Storer's "beautiful music" stations, including WGBS and KGBS, Los Angeles.

Top 40 and/or rock and roll formats were boosted recently, via stunts and surveys, at KOTN, Pine Bluff, Ark.; KFMB, San Diego, Calif., and KSTB, Breckenridge, Tex.

Last month, deejay Bill Leach, KOTN, handed in his resignation while on the air, after announcing he was "sick and tired of the abuse I've been receiving from non-rock and roll fans." Following his departure, KOTN programmed sym-

phonic and classical selections. The stunt paid off with a sizable batch of mail and phone calls — "many from adults" — protesting Leach's exit. At the end of three days Leach and rock and roll happily returned to their old time period.

Station KSTB, Breckenridge, Tex., recently decided to pinpoint its audiences' musical tastes by utilizing a survey technique originated by KING, Seattle, in 1959. At that time, KING surveyed 100,000 people by mail (asking them to check favorite disks from a lengthy list), and determined that its listeners wanted "sweet, rhythmic" music rather than rock and roll.

Hugh McBeath, KSTB manager, and program director Charles Wallace adopted the KING survey formula for their own listeners returning the opinion-poll cards.

The cards showed that 67.3 per

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PLAN BERLIN INT. FAIR AS TOPPER

WEST BERLIN — German and international diskeries will exhibit at the German Radio, Television and Phonographic Exhibition Berlin 1961 from August 25 until September 3 on the exhibition grounds adjacent to the radio transmitting tower (Funtuerm).

The 1961 fair is planned as the largest ever held. It will attract a large number of visitors from East Berlin, East Germany and the Soviet satellite states generally. One of the largest disk exhibits has been arranged by the Teldec label. Telefunken - Decca-Schallplatten, which will introduce its repertoire and its stars.

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Paid Circulation This Issue, 21,498

Juke-Box-Only Roulette Disks

NEW YORK—Roulette Records has joined the growing list of labels who are gearing a portion of their production for the exclusive use of the juke box operator.

The Roulette series, "Juke Box Favorites," will not be available in retail outlets. Sales will be made to automatic phonograph operators through one-stops and regular Roulette distributors.

Within the last month, three majors — Columbia, Decca-Coral and United Artists — have begun producing juke box packages. An independent — Vassar Records — is aiming its fire at the juke box market by coming out with arrangements particularly suited for play in taverns.

And in Germany, two new record companies have been formed to cut records for the juke box market.

12 Releases

The Roulette package of 12 releases will be available in both 45 and 33 stereo. According to Joe

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EC Distrib's Bold Step Halts Disk Sales to 'Store' One-Stops

Weiss Action Is Applauded by Los Angeles Record Outlets as Long Needed Action for Basic Survival

By LEE ZHITO

HOLLYWOOD—A Los Angeles distributor last week notified one-stops in this area that he will no longer sell to them "because we feel they are sub-distributors, and are in direct competition with us," Milton Weiss told one-stops that his Milton's Phono Records Company (distributor for Chess, Dooto, Duke, Sue, Vione, among others) will not "knowingly sell to anyone that resells to other stores."

Thus, mounting distributor anger, long smoldering beneath the industry's surface, flared out into the open at week's end in the overt act of one distributor. Weiss' move brought a chorus of "amens" from the others along Pico Boulevard, Los Angeles' Distributor Row, but at press time it was still too early to see whether other distributors will band together in a "stop-the-one-stops" move.

'Sub-Distrib'

Weiss told BMW he is not opposed to one-stops, particularly the ones that limit themselves to performing the traditional one-stop function of servicing juke box operators. What he is fighting, he said, are those "stores" who buy records from distributors only to resell them to other stores. He said these are the ones who are acting

as sub-distributors and, thereby, are squeezing the established distributor out of the picture. (In a letter proclaiming his new policy, circulated to all one-stops, Weiss carefully avoided using the term, "one-stop," but, instead, referred to them as "stores" that act as sub-distributors.)

The distributor's position is rapidly becoming untenable, Weiss said, in the face of a stepped up invasion of his dealer domain by one-stops. This must stop if the distributor is to remain in business, he told BMW. Weiss explained that the distributor loses, not the few releases a one-stop sells the dealer, but more important, an opportunity to sell that dealer the remainder of his line.

"One-stops deal only in hit items," Weiss said. "They take only the one or two current hot sellers on a given label and service the dealer with them. That same label

puts out other good, solid, salable material which the dealer could move and make money with it if he only knew about it. When a distributor salesman calls on a dealer to show him that material, the dealer that's being serviced by a one-stop invariably will say to him, "we already have what we need of your stuff, and won't even give the salesman a chance to show him the rest of the line."

As Weiss sees it, the one-stops' cherry-picking procedure has caught the distributor in a merciless squeeze. On one side, he faces the manufacturer who rightfully expects the full array of his product to enjoy exposure at the retailer level. On the other side he faces a growing practice where sub-distributors move in to skim off the cream items, those releases which normally would serve as dealer door-openers to help sell the other releases.

London Phase 4 Stereo Line Premieres at Meet

NEW YORK—London Records will introduce a brand-new super-audio stereo line of pop LP product, to be known under the label tag, Phase 4, at a series of presentation meetings starting today (14) and continuing for the next two weeks.

In the view of London executives, the new line represents a radical departure from much of the specialized stereo LP lines now available. An even dozen packages comprise the initial release, the only new product, incidentally, to be brought out by London this month. The monaural counterpart of the new sets will have the label designation "Sound 4."

The company has scheduled one of the most ambitious series of meetings on record with so many expected to attend that meetings will occupy two entire weeks. All London distributors will be represented, including one from the State of Hawaii. Also expected to be present will be all London district managers, salesmen and promotion men. In addition there will be present a bevy of critics and magazine, newspaper and wire service feature people.

A distinct new wrinkle on the

guest list to see the presentation will be representatives of a number of top chain store disk outlets, including George Zeebold, chief record buyer for Sears, Roebuck, who will be coming from Chicago, and representatives of a number of audio components and phono manufacturers. Also present will be members of the parent British Decca staff from London.

The company is already blueprinting its heaviest promotion campaign since its first introduction of stereo product on the London label over three years ago.

The company regards the so-called "Phase 4" as a totally new approach to stereo and a successor to three earlier phases of the medium. These are listed as: Phase 1, in which concert hall realism was featured; Phase 2, highlighted by the new well-known "ping pong" effect, and Phase 3, in which a goodly share of the interest lies in the so-called "panning effect" of one instrument moving from one speaker to another.

No Sound Spill

In London's Phase 4 approach, one of the features is reported to be the complete lack of any spill-

(Continued on page 14)

New Deal Distrib Cops Korvette Singles Acct.

NEW YORK—An association of some years on the familiar 10th Avenue distributor front was dissolved last week when Al Levine, partner of Ideal Distributors, left the firm to set up his own one-stop company to be known as New Deal Record Service. Levine opened shop in a most auspicious manner, by grabbing off the entire Korvette store chain as an exclusive account for singles.

Ideal had been a partnership set-up between Levine and Sam Keenholz, who also operates Raymar Sales, a one-stop in Jamaica, Queens. Keenholz bought out Levine's interest in Ideal and stated at week's end, "I have acquired complete control of the company and Al Levine is no longer associated with us in any way." Meanwhile, Levine opened his temporary quarters across the street.

The Korvette account can be regarded as a veritable plum for

Levine, since the chain of discount stores has often been called one of the biggest retail disk outlets in the country. Levine will service 11 Korvette stores and an additional one in suburban Philadelphia when it is opened later this month. Korvette outlets in Harrisburg and Hartford will continue to be served by other suppliers.

One-stops, it's no secret, have long since grown far beyond merely servicing juke operators. Many dealers have become used to the familiar sight of the one-stop Volkswagen pulling up in front of the store. Yet, the Levine-Korvette deal stands out because of the large amount of business involved.

Dave Rothfeld, Korvette disk buyer, told BMW: "We've resisted one-stops for a long time. Then for a time we got some of our service from one-stops. But it became obvious — with the singles business what it is, that often companies would go out of business and we would find ourselves stuck with stuff we couldn't return. There was no one left to take the stuff back."

"We also found that our bins had a lot of dead wood from time to time, and in other cases we didn't have the hot stuff available when it was hottest. We feel now that the one-stop can give us the best over-all service on singles and we're going to give it a good try. We operate our book sales—both hard cover and paper back—in a very similar way, where one distributor operates with us pretty much as a one-stop. We feel that one supplier given the chance to serve all our outlets will have a sort of vested interest in Korvette and will thus really give us good service."

WINS Joining Mutual Chain

NEW YORK — Radio Station WINS here has signed on as Mutual Radio Network's flagship. The web has severed its affiliation with WOR. At the same time, WINS' General Manager Ted Steele has brought in Bob White, long-time musical director at WMCA here, to serve as WINS' musical director.

Although the trade had heard rumors that WINS would change its format drastically and drop rock and roll completely, Steele said this is not true. The format, he stated, will remain basically the same—featuring top hits. However, the exec, said the more raucous r.&r. items will now be played only in periods where the teen-age audience predominates — after school, etc. "Our aim," said Steele, "is toward more balanced programming."

Mutual's cancellation of its long-time affiliation with WOR here, (Continued on page 50)

MGR. OF BMW CIRCULATION

NEW YORK—For over 30 years the music, show business and allied industries have been familiar with the name B. A. Bruns. An average of a million pieces of mail have gone out annually over Bernie Bruns' signature soliciting subscriptions to magazines published by the Billboard Publishing Company.

Beginning this week the music-record-radio-coin machine segments of the industry will begin receiving their circulation communications from a new name—C. J. (Charlie) O'Connor, who takes over as circulation manager of Billboard Music Week. Bernie Bruns will continue to have his hands full directing the circulation of two expanding sister publications, Amusement Business and Vend.

O'Connor comes to Billboard Music Week a seasoned pro in circulation management. He was a mail promotion manager of the McGraw-Hill Publishing Corporation for seven years, circulation and business manager of The American Girl magazine, and for several years assistant director of the American Museum of Natural History. O'Connor will locate in BMW's New York office.

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Astaire Forming Disk Firm; Carol Lawrence Signed

NEW YORK — Fred Astaire is starting his own record company, following in the steps of Frank Sinatra. The first artist signed by the label (in addition to Astaire himself, of course,) is musical comedy star Carol Lawrence, who played the fem lead on Broadway in "West Side Story."

Astaire's first effort for his company will be an album featuring a medley of music from his three Emmy-winning TV shows.

Miss Lawrence is the star of the upcoming Broadway musical "Subways Are Not for Sleeping." Frank Sinatra's record firm Reprise reportedly landed the original cast rights to the Jule Styne "Subways" show last week, which could lead to some interesting artist-trade arrangements between the two stars' labels.

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Can'tbury Creditors OK 50 Cents on \$1

HOLLYWOOD — Canterbury Records late last week approved a plan whereby creditors will receive 50 cents on the dollar over a three-year period in settlement of more than \$135,000 in debts incurred by the retail discount rack jobber operation. Canterbury had filed under Chapter 11 on March 24 of this year.

Petition for confirmation of this arrangement will be heard on August 28 in the office of Referee Ray Kinnison, at which time ap-

proval of the petition is expected. Following this, the business will be turned over to the debtor, Leonard S. Gordon, president of Canterbury. Under terms of the arrangement, creditors of under \$100 will be paid within 40 days after the date of confirmation, also on a 50 cents on the dollar basis.

According to law, an arrangement for settlement must be approved by the majority of creditors, both in number and in dollars before a petition for confirmation can be heard by the referee in the case. Both requirements were satisfied last week. Robert Feinerman, attorney representing the debtor, lauded the members of the record industry for their co-operation in bringing the matter to a successful conclusion.

George Hartstone of Hart Distributors is chairman of the creditors' committee. Hart was listed as the largest individual creditor, with Canterbury owing him \$23,380. Hart also topped the list of creditors in Record Enterprises' Chapter 11 filing (BMW, August 7) during the previous week with a claim of \$29,000. Some of the larger Canterbury creditors included Sunstate Distributors with a claim of \$8,478 (it was second largest creditor on the Record Enterprises' schedule with a claim of more than \$16,000), Columbia claiming \$10,574, Canterbury owes Kapp \$10,870, Mercury claims \$6,160. Diamond Distributing was left owing \$2,198 by Canterbury, fairing considerably better than in the previous week's Record Enterprises' filing which listed Diamond as a creditor to the tune of \$8,742.

As a result of the terms of the settlement, Canterbury's owners will remain in business.

SORD Puts Forward Hard-Hitting Trade Practice Rules for Industry

Dealer Group Seeks FTC Sanction of Record Business Conference and Proposals Which Would End Illegalities

By REN GREVATT

BOSTON—The Society of Record Dealers of America (SORD) has filed an application with the Federal Trade Commission (FTC) for a trace practice conference for the disk industry. An integral part of the application, according to SORD President, Howard M. Judkins Sr., is a set of proposed rules for manufacturers, distributors and retailers of records and accessories. If promulgated by the FTC, these rules would then become basic guidelines to disk industry practices at all levels.

Time Is Ripe

The SORD move comes at a time when the FTC is engaged in a thorough examination of the disk industry.

Judkins asserted, "The time has come when favoritism, preferential discounts and treatments, fictitious and deceptive prices, false advertising, prohibited discrimination and other illegal practices which create chaos in our industry must go. This is the first major step taken by any segment of the industry to clean house and we welcome the co-operation of all retailers, distributors and manufacturers in establishing a set of rules which apply existing laws to our industry."

Proposed Rules

The set of rules was drafted by Dudley A. Weiss, attorney for the metropolitan Boston chapter of SORD, and partner of the law firm of Mahoney, Weiss, Brock and Davlin, of this city. The proposed

rules have been in the preparation stage for a number of months with Weiss working in close co-operation with such Boston area dealers as Peter Oppenheim, Carl Gustafson and others active in the local picture here.

It is known that officials close to the FTC's continuing investigation of the record business believe the presentation of the proposed rules may be of value as a corollary to the inquiry itself. If the FTC proceeds with the application, the next step would be the calling of an all-industry conference on the proposals. This would be followed by a public hearing on the matter. Following the hearing, the FTC could be expected to formalize the rules, which would then become guidelines of industry practice.

As in other industries operating

under such FTC-approved rules, an industry watchdog committee would then be appointed to hear complaints from any element of the business. If, in the opinion of the committee, violations of the code had occurred, the evidence would be turned over to the FTC for further action at a decision making level.

Prohibition

The proposed rules list a number of practices which it is desired to prohibit. These include practices now current in such areas as promotions, return privileges, free records, quotas and minimum catalog cut-outs, tie-in sales pricing and favoritism.

Copies of the proposed set of rules may be obtained for 50 cents by writing SORD, Room 905, 10 State Street, Boston 9, Mass., according to attorney Weiss.

FCC Extends Protest Time

WASHINGTON — The Federal Communications Commission is open to reason on changes to be made in its proposed plugola rules covering announcement of financial interests of broadcasters in record companies, et al. In the wake of strong broadcaster protest over its original proposals, the agency has extended time for filing reply comments on the rule making to September 15, and says the July 31 filings suggest lines of revision. (Billboard Music Week, August 7.)

Most of the comment from networks, NAB and independents recommended that outside interests of broadcasters be detailed in annual reports to the FCC. They said this would be a more reasonable approach than trying to cover each plugola situation by announcement that benefit would accrue to the owner of the product or service mentioned or shown during the program.

Manufacturers Elbow for Room at Point of Sale With Display Promos

NEW YORK — Manufacturers this season are paying a lot of attention to dealer needs with point of sale merchandise. In the fall programs of both Victor and Columbia for instance, dealer aids were stressed almost as much as product. In addition many manufacturers are stressing local newspaper advertising more this season than previously to aid dealer sales.

New Devices

In addition to the usual hangers, streamers, counter cards, and easels that the diskeries ordinarily make available to dealers through their distributors, there is a move toward the type of metal racks that enable a dealer to set up a store-within-a-store.

For instance, Columbia Records has started taking orders on a special Mitch Miller Rack that will hold all of the top-selling Sing Along sets. According to Columbia brass close to 10,000 of these Miller racks have been ordered for store use. Columbia is making these racks available to distributors at close to cost, and distributes in turn are taking the dealer orders.

Victor has a special six-bin metal rack for its new fall albums, plus a life-size motion display for dealer windows. As an indication of the use to which dealers put these displays, in last year's Victor window display contest, the firm received over 2,000 picture entries from dealers competing for the prize.

Victor and Columbia, plus many other firms, large and small, are making a variety of ad mats available to dealers for the fall season. Victor's ad mats, for example, come in five sizes, full page, tabloid, 600, 280 ad 140 lines.

Victor and Columbia are cer-

tainly not the only firms up with strong dealer aids. Capitol, which has long been in the forefront of point-of-sale merchandise, developed the idea of a "store-within-a-store," and this fall has introduced a new collection of point-of-sale and window merchandise. Decca Records has come up with many additional store racks, counter displays, streamers and easels for dealer use this fall. Mer-

Atco Files Suit Against M & N, Buffalo Distrib

NEW YORK — Atco Record Sales Company, a subsidiary of Atlantic Records has filed suit in New York State Supreme Court against M & N Distributing Company of Buffalo, seeking to collect "a substantial sum of money long overdue for records sold and not paid for."

Commenting on the suit, Atco sales chief Bob Kornheiser said that "While Atco recognizes and understands the problems facing wholesalers, it feels that it is the responsibility of wholesalers, as it is of all businessmen, to meet their financial obligations in a reasonable manner."

"The debtor here," continued Kornheiser "has acted in such a manner as to cause Atco to assume that it has no intention to respect normal business financial relationships between manufacturers and wholesalers, and its failure to stand behind its obligations has prompted this action."

cury, Dot, ABC-Paramount, Liberty, Atlantic and others have expanded their dealer aids for the fall season.

The manufacturer concentration on dealer aids is, of course, part of the continuing battle, in these days of tremendous LP output, to gain display space for their albums. Manufacturers are competing with each other to get their product where it can be seen. It is difficult for any store, rack or chain to display more than a certain quantity of albums, and the battle rages over what limited space there is. Some manufacturers have tackled this problem via special racks, isolating their LP's from the general mass of product against a wall or along a center aisle.

Everybody's Doing It

The concept of a store within-a-store is liable to become more prevalent among the larger manufacturers. A firm that has one or two artists with a hot line of albums could do the same thing that Columbia is doing with its Mitch Miller rack. Capitol could do similarly with the Kingston Trio, Dot with Lawrence Welk, Victor with Presley, etc.

The dealer aids, from racks to catalogs, are getting more attention from the manufacturers with LP lines for many reasons. One of the strongest is the feeling on the part of sales exec that store display is becoming more important in merchandising albums. Many manufacturers have voiced the opinion that dealer display plus consumer advertising are almost equally important, with disk jockey exposure a weak third. Thus the drive, via dealer aids to get their albums up front in stores.

Treasury Dept. Fishing for Taxes Drained Through O'seas Loopholes

WASHINGTON—"Tax haven" profits made abroad from recordings, films, and TV tapes may be snared by Internal Revenue Service if current Treasury Department proposals become law. The tightening of these "tax loopholes" in line with President Kennedy's wishes could come in either of two ways:

1. The Treasury Department has proposed special legislation, drafted by the House Ways and Means Committee, to catch the "tax haven" income made by Americans through partly owned corporations set up abroad. In the case of recordings, films and TV tape, profits would be taxed as current income even if the foreign licensing of distributing corporation is entirely unrelated to the ultimate American collector of the money from rentals, royalties or license fees.

2. Should legislators reject the proposed bill, the Ways and Means Committee is also reportedly working on a bill to require that all "individuals" as well as corporations with interests in foreign companies report all transactions involving any of the participating individuals or firms. This would pull information from the individual record artist, movie or TV tape producer who works through a foreign company. Last year, legislation was passed compelling report of all

transactions between U. S. parent companies and foreign subsidiaries, but it did not cover individuals.

Expert Gives Example

A government tax expert gives this example of how the proposed "tax haven" law would operate: If a recording artist makes records abroad for tax-saving purposes, he may set up a Swiss corporation (a very inexpensive procedure), which will in turn license pressings and distribute disks through other firms. Royalty is collected into the Swiss corporation, frequently a one-shot operation, and Uncle Sam has no way of estimating the income.

Spokesmen for the House Ways and Means Committee note that the draft of the proposed legislation has been released in order to invite comment from all concerned. Hearings on the tax loophole bill will probably not be held until next year, after the Committee and Treasury Department have held informal conferences and studied comment by interested parties.

Capitol Hits \$48 Million

HOLLYWOOD — Capitol Records, Inc., Sales increased during the fiscal year ending June 30, with its annual report showing a gross of \$48,364,719, the second highest gross in the company's history, compared to the previous year's gross of \$46,373,096. The report showed a \$1,815,523 net income or \$3.93 per share on 461,409 shares, compared to the previous year's net of \$1,796,233, equivalent to \$3.77.

Al Klayman Named Supreme Sales Mgr.

CINCINNATI—Al Klayman has been named sales manager of Supreme Distributing Company here, distributor of Mercury, Verve, Carlton and Reprise records in an area covering Southern Ohio, Southern Indiana and Northern Kentucky.

A 10-year man on the Supreme staff, Klayman succeeds Lou Simon, who recently resigned to take over the post of national sales director for Philips Record Company, division of Philips of Holland. Simon will headquarter in Chicago.

REDS DISMISS ROYALTY BID

VIENNA—Communist authorities have rejected demands for the payment of royalties to Western performing rights organizations. Hungarian authorities in particular have advised the author-composer organizations that "under no circumstances will royalties be paid for juke box playing of Western music."

GEMA and ASCAP are the two biggest losers, as German and U. S. pops predominate among foreign tunes played on Communist boxes as the most flagrant piracy of its property. Communist authorities say, however, that juke box music "belongs to the people." Foreign tunes get the biggest play on Budapest boxes, but the Communists, paying no royalties, don't seem to mind.

This One



7CDH-ZP9-DW4J

Mercury Preps Strong Far East Distribution

Hong Kong Seen as Base for Wide Asian Web for Marketing & Sales

CHICAGO—Mercury is setting its sights on a strong record manufacturing and import distribution organization based in Hong Kong that will service the surrounding territory, including Singapore, the Federated Malay States, Thailand and Indonesia.

The move is part of a general strengthening of international activity on the part of Mercury and its parent, the giant Philips interests.

Mercury executives have also been holding a series of meetings aimed at consolidating the firm's marketing and sales efforts following the recent merger with Philips.

Fall Plans

A meeting of the a.&r. departments and sales staff last week covered the firm's fall plans, the annual distributor's meeting to be held later this month at the Bismarck Hotel, and plans for marketing of the Philips line in the U. S. to be issued later this year.

Mercury announced it plans release of its first recording on magnetic film soon. It will be the Rachmaninoff Piano Concerto No. 3, with Byron Janis, pianist, and the London Symphony Orchestra conducted by Antal Dorati. Additional releases on magnetic tape are in the works and will be announced shortly.

Plans for the Hong Kong territory were discussed when Ren Da Silva, managing director of Diamond Mercury Company, Ltd., Hong Kong, visited the Mercury headquarters here.

Diamond is the only phonograph record pressing plant in the area and also handles Mercury Record

Corporation product on a licensing agreement basis.

Discussion included plans for expansion of plant and distribution facilities in Hong Kong. Da Silva left Chicago last week to meet with Willem Langenberg, head of the International Philips record group, to discuss co-ordination of effort between Philips, Mercury and Diamond Mercury Company. Da Silva returns to Chicago August 17 for conclusion of the three-way arrangements.

THREE ANSWER DISK QUESTIONS

CHICAGO—A trio of Midwestern labels are answering each other this week. The "question" record is Joe Dowell's "Wooden Heart," on Smash, number nine on BMW's Hot 100. Smash is a subsidiary of Mercury Records, Chicago. The answers this week came from Sauk City, Wis. On the Cuca label, "You Don't Have a Wooden Heart," by Linda Hall, and on Sara, a Cuca subsidiary, "I Too Have No Wooden Heart," by Rhea Renee. The so-called answer craze started back in 1960 when Jeanne Black's "He'll Have to Stay," started a flood of musical replies. Since then the practice has flourished.

Randle Waxes Folk Artists Of Backwoods

NEW YORK—Bill Randle, who retired from the turntables at WERE, Cleveland, this spring, is moving into the esoteric folk wax field at full speed, with more than 50 albums "back-logged" for release.

At the same time the ex-jockey has completed extensive research on the etymology of the word "payola." His paper on the subject was published in a recent issue of American Speech.

Randle, who recorded Verve's current deluxe folk-blues package by the late Bill Broonzy, has just returned from the South where he sliced a flock of off-beat packages in and around the Appalachian South and the West Virginia coal mining areas. The albums will be

(Continued on page 12)

Abramson Heads Festival Diskery

NEW YORK—Herb Abramson, veteran r.&b. record man, who started Atlantic Records some years back, has started Festival Records, a diskery and recording studio. The new firm has taken over the same quarters originally occupied by Atlantic when that company was founded by Abramson.

Initial release will be this week, a new coupling featuring chanter Bobby Comstock, who was formerly on Abramson's Blaze label. At the time, Comstock enjoyed a hit with "Tennessee Waltz." King Records will distribute the new line. The recording studio, which will be for hire by other diskeries, will open September 1.

COPYRIGHT CHANGE SEEKS ANSWERS TO OWNERSHIP

By MILDRED HALL

Editor's Note: This is the third in a series of stories on various aspects of the U. S. Copyright Office report for revamping of the Copyright Act of 1909.

WASHINGTON—When and if copyright protection is extended to records, should the manufacturer, the performer, or both, own the rights? This is one of the questions not yet answered in the Copyright Office report on the historic overhaul of the 1909 Copyright Act, now in process.

There were too many complex issues in the problem of copyright in recordings—as against that owned by the composer—for any detailed recommendations at this time, the report points out. However, Copyright Register Abraham Kaminstein and his staff hope to find solutions "in the not too distant future" on just how much protection for recordings should be incorporated in the federal statute.

Internationally, the complicated problem of performance rights in sound recordings and broadcasts, called "neighboring rights," has been under discussion at international copyright meetings over the past decade. The United States will participate in a crucial meeting on this aspect of copyright in Rome, in October. (See Billboard Music Week, July 10, 1961.)

There is little prospect that sound recordings would ever be given the statutory type of copyright accorded to a composer for the original work. However, the need to protect recordings from increasing piracy has become a crucial one. Its importance is recognized by the Copyright Office Report on the general revision of the copyright law, now being studied by Congress. Rep. Emanuel Celler (D., N. Y.) has introduced a bill to make counterfeiting, or knowingly dealing in counterfeits of master recordings, a criminal offense. Piracy would also incur full damage liability under the present copyright law, rather than limiting

damage to recovery of mechanical royalties.

A number of foreign countries offer limited protection to recordings in their national copyright statutes, but the protection does not have the scope or duration of other copyrighted works, the report points out. In the United States, the trend of recent court decisions has been to accord records protection under common law doctrines of literary property rights, the Copyright Office report says. This could lead to the establishment of common law rights that are "unlimited in scope and duration." Such copyright privileges for publicly disseminated works would not be in accord with U. S. policy of protecting the public as well as the author, by limiting the span of his exclusive ownership, after which they revert to the public.

Aberbach Sees Big Potential In Japanese-American Links

NEW YORK—Gene Aberbach, Hill & Range topper, recently returned from an extensive trip to the Far East and Europe, reports that the market potential in Japan and India for American material is good, but that the full potential will be realized in the future. Stating that he regarded songs exploitation in the Far East as a long-range proposition, Aberbach added that he had set up a wholly owned publishing firm in Japan, Aberbach-Tokyo.

The publishing executive noted that despite the wide popularity of American material in Japan, performing rights were a minor segment of copyright income, owing to the fact that present laws preclude the payment of performance royalties for the playing of records on the air and in juke boxes. Live

performances entail performance royalties. It is hoped that there will be a revision of these laws, so that recorded and juke performances are not exempt.

Joins JASRAC

Aberbach's Tokyo firm is a member of JASRAC—the Japanese Society—thus Aberbach becomes the first American to have this affiliation. JASRAC, according to Aberbach, is very efficiently operated and is tremendously interested in cultural interchange with the U. S. The Society's functions are threefold — one being concerned with performing rights, another with mechanical rights and a third with licensing relative to the reprinting of lyrics. The last-named, the reprinting of song lyrics in English and Japanese, is an important phase of copyright exploitation in Japan.

In connection with the marketing of American material abroad, Aberbach pointed out the advisability of using local writers to translate American material. This results not only in a better translation, but also better trade relations.

Dig U. S. Music

Aberbach stated that the Japanese have a genuine understanding of, and feeling for, American music. A key here is the great popularity in Japan of American films.

More and more, Aberbach said, publishers must think and operate on a one-world basis. He noted that in the United States, much of the exploitation burden has fallen to the record manufacturer. In England, it is evenly divided between publisher and manufacturer; on the Continent, it is largely a publisher function.

CAP CONFIRMS JAPANESE LINK

HOLLYWOOD — Capitol last week confirmed reports that it has concluded an agreement with Tokyo Toshiba Musical Industries to acquire a substantial share of the Japanese company's stock. Capitol now owns 10 per cent and holds an option allowing it to buy up to 49 per cent of its stock. Toshiba stockholders, meeting on July 28, approved the agreement which had been concluded a month before between Capitol President Glenn Wallichs and Toshiba Senior Managing Director Motoji Kuno.

Leiber, Stoller Team Join UA

NEW YORK—Jerry Lieber and Mike Stoller, one of the most successful of the indie a.&r. teams, are now negotiating an indie production deal at United Artists Records. The deal is expected to be concluded in two weeks.

The UA pact with Lieber and Stoller would enable the producing team to continue their current work with Atlantic and Atco. They would only record new artists for UA. They have already produced disks for the label, current ones out are by Johnny Ray and Kenny Chandler.

Lieber and Stoller's track record has always been impressive, but over the past year they have been at their peak, producing smash sides by the Coasters, Ben E. King, the Drifters, among others. They formed their own company for outside production about six months ago, and since then have been cutting sides for a number of labels. In addition to producing the sides they often write the material and handle the arrangements. It is reported that they receive 2 to 3 cents a side for disks they produce.

Money Voted for 1st Country Hall Of Fame by CMA

NEW YORK—Officers and directors of the Country Music Association, meeting in Nashville recently, completed plans for the establishment of a Country Music Hall of Fame.

As a result of the deliberations of a committee of 100, three names will be initially immortalized in the Hall of Fame. CMA voted to spend over \$1,500 to purchase three bronze plaques to be unveiled during Country Music Week at the group's third anniversary banquet November 3.

Reports on various CMA en-

(Continued on page 52)

Peter Pan Upping 7-In. Singles Price

NEW YORK—Starting with its Christmas line, Peter Pan Children's Records is raising the price of its seven-inch singles from 25 cents to 29 cents for the first time in 15 years. The price rise, according to Executive Vice-President Ira L. Moss, was necessitated by the label's new expansion program, which includes the signing of name artists and launching of educational lines.

Meanwhile, all current seven-inch Peter Pan singles are being offered to retail at six for \$1, effective August 15 through December. Moss said the purpose of the cut-price is to clean out an inventory of jackets and prepare the way for re-designing and re-packaging of the entire line. Peter Pan's 12-inch LP line will continue to retail at 99 cents.

Revision Halts All Reversions

WASHINGTON — Precedential music cases decided by the Supreme Court, like the comparatively recent "Moonlight and Roses" case, invalidating a pre-renewal publisher contract, and the famous Ballentyne-DeSylva case, where renewal reverted to the widow and an illegitimate son, both based on present copyright law, could not occur under the terms of the proposed revision of the Copyright Law.

The revisions proposed in the recent Copyright report completely eliminate the present statute's "reversion" clause, which set up succession to renewal rights (author, widow, children, executor, etc.) and designated these as the only

people entitled to renew. The report recommends a simplified manner of renewing copyright without disturbing ownership rights or business arrangements entered into by the author. Renewal at the end of 28 years could be made any time during the last five years of the period, and on application of anyone with an interest in the copyright.

However, protection of the author or his heirs from making a poor assignment would be provided. Assignment of rights for a "lump sum" would have a maximum existence of 20 years, after which the author or the heirs could

(Continued on page 52)

Advance Distrib Taking Disk Line

CHICAGO—Advance Distributing Company, well known as a big accessory house here, is changing direction into full-scale record distribution and promotion. Al Avers, veteran Midwestern record man, is joining the firm as a partner with Advance's Art Velan. Bob Weintraub, Velan's former partner, has left the firm.

Advance intends to eliminate most of its accessory lines and concentrate on record product. The firm intends to handle a full line of singles and LP's. Advance has started its singles promotion with a new side by Bobby Sisco, "Now I'm Free," on the Glenn label.

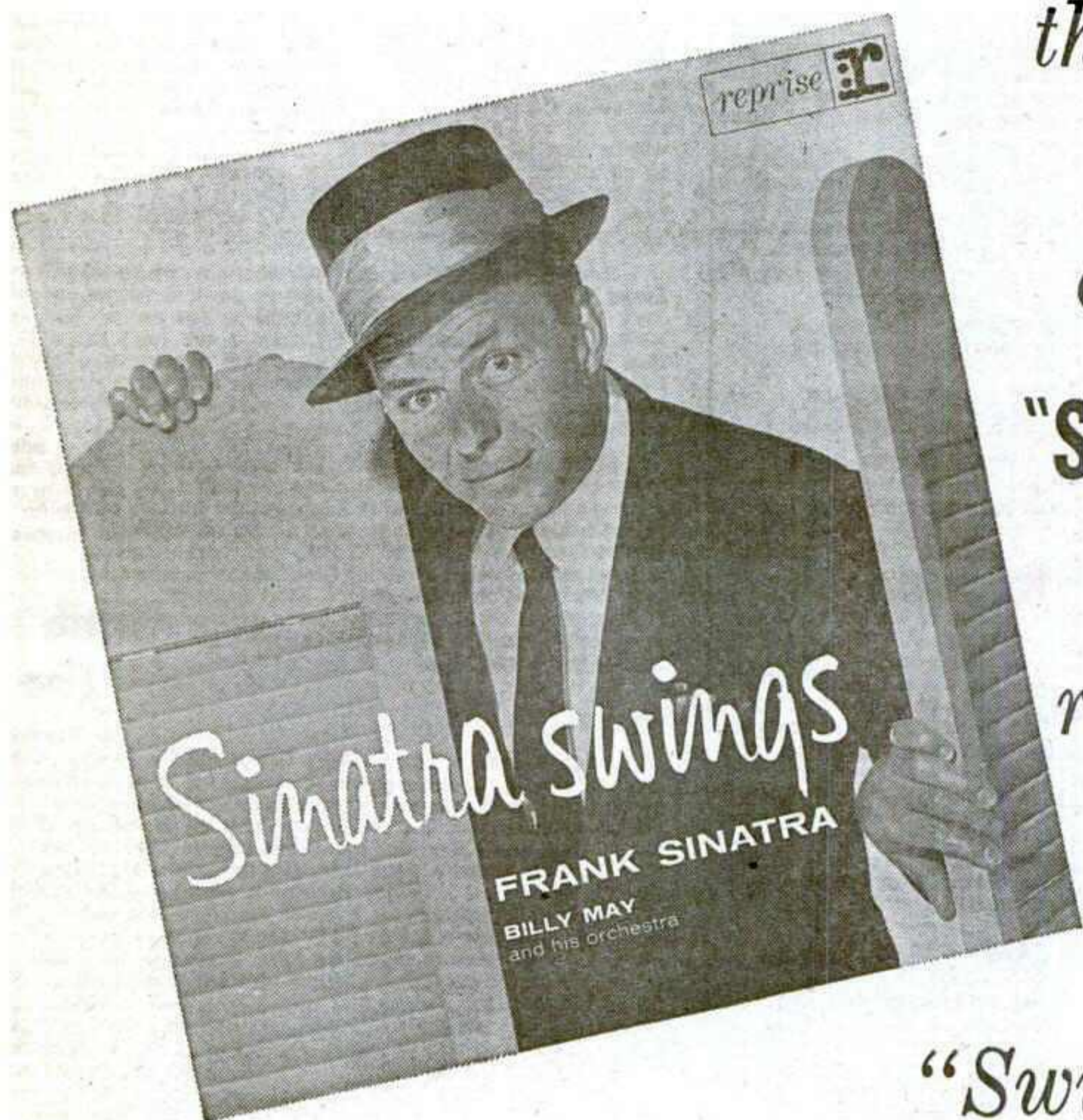
GERMAN LP PRODUCTION

HAMBURG — West German diskeries produced 577 LP titles in 1960, of which 190 originated from German and 387 from international production. Deutsche Vogue had the largest offering of LP's (34.14 per cent) followed by Deutsche Grammophon (15.60 per cent).

Firms and production: Vogue, 197 (34.14 per cent); Deutsche Grammophon, 90 (15.60); Teldec, 72 (12.50); Philips, (11.10); Electrola, 52 (9.01); Metronome, 50 (8.66); Ariola, 23 (3.98); Bella Musica, 17 (2.94); Jupiter, 7 (1.21); Austroton, 5 (0.86).

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GEMA Hits Up German Tape Makers

By OMER ANDERSON

BONN—West Germany's performing rights society, GEMA, is girding for a showdown with the tape recorder producers over the gratis taping of music. GEMA has served notice on the electronics industry that it will wage a fight to the finish against the industry for the payment of music royalties. GEMA proposes to collect such royalties on an annual "pauschale" or lump sum basis.

GEMA is demanding that the electronics industry lend the authors and composers its full backing to this end. Otherwise GEMA threatens to regard the tape recorder producers as accomplices in the illicit taping of music.

Thus GEMA is opening a wide new front in its war against the unauthorized playing of GEMA-controlled music, and its incessant efforts to improve the author-composer yield from music being played against royalty payments.

This "new front" in GEMA's relentless war promises important and complex ramifications. It finds GEMA with phonograph record producers as ardent allies, and it divides juke box operators from the diskeries in the united front the operators have been trying to forge against GEMA.

The Issues

At issue are dual demands by GEMA against tape recorder producers:

1. That the producers "admonish" purchasers against taping music and otherwise discourage such taping.

2. That the producers require retailers to compile lists of purchasers of all tape recorders, these lists to be turned over to GEMA.

GEMA has begun a series of legal actions aimed at putting teeth into its demands on the electronics firm. The organization apparently is following a strategy of concentrating on a single firm—in this case Grundig, Europe's largest producer of tape recorders.

If Grundig, as the electronics kingpin, can be forced to co-operate with GEMA, Telefunken, AEG, Philips and all the rest automatically will fall in line, according to this strategy. GEMA is pressing damage suits against Grundig for one million marks (\$250,000) on the basis of Grundig's refusal to co-operate with GEMA in policing music taping.

Grundig takes the position that what use is made of its tape recorders is not the producer's concern, and that the burden of proof in each instance of suspected illicit music taping is on GEMA.

Furthermore, Grundig says that

records of tape recorder purchases are confidential documents and cannot ethically be supplied to the performing rights organization. The electronics firm accuses GEMA of intending to use the purchase lists as ammunition for a GEMA "Gestapo."

GEMA denies any intention of trying to establish a snooping net directed against taping. But the author-composer group readily acknowledges that it intends collecting a lump-sum annual payment from each tape recorder purchaser, the amount to be around 10 marks (\$2.50) a year.

Inasmuch as there are now six million tape recorders in West Germany, such a levy would mean important money for GEMA. However, such collections would have to be organized on a systematic, punch-card basis. To do this, GEMA requires purchase lists.

Grundig and other tape recorder manufacturers make no great effort to conceal the fact that taping music is a basic feature of tape

recorder appeal. They resist any proposals that it should be discouraged or regulated.

The electronics concerns regard the proposed \$2.50 annual GEMA music taping "license" as merely an entering wedge. Taking GEMA's demands on German juke box operators as an example, the electronics manufacturers predict that once GEMA starts collecting it will up the ante to prohibitive levels.

A subsidiary issue involves the diskeries' claim that music taping is diminishing disk sales. Figures show that disk sales have declined almost in direct proportion to the increase in tape recorder sales.

However, the electronics firms dispute this apparent relationship. They say there is no cause-and-effect evidence in the figures; it is merely a case of tape recorder sales booming after the disk market reached saturation.

The tape recorder boom is the subject of recrimination within the

(Continued on page 50)

Bulgarian Reds Ban Juke Jazz; Blast Imperialistic Cha Cha Disk

VIENNA—Communist Bulgaria has banned the playing of jazz disks in juke boxes, assailing jazz as "corruptive and corrosive, a decadent Western influence which has no place in pure Communist life."

Narodna Kultura, the journal published by the Bulgarian Ministry of Education and Culture, said the playing of jazz in juke boxes had gotten way out of hand.

"The situation is alarming," the journal said, "and drastic measures clearly must be invoked." Narodna Kultura reported upon the investigation of juke box jazz playing by a government-appointed "commission of specialists."

The commission complained that juke boxes blaring Western jazz "are undermining the cultural efforts of the government party among Bulgarian youth."

It was appalled by the "Western influences evident in juke box programming and the complete omission of any Soviet music. If we must have juke boxes," concluded Narodna Kultura, "why can't they be supplied with good Communist music?"

In Sofia's ritzy Balkan Hotel, the favorite hangout of foreigners, the commission had its most distressing experience, according to Narodna's report. The juke box in the hotel bar "let go with that imperialist French cha cha 'mustafa.' The cus-

tomers began clapping their hands in time with the rhythm, and one young girl was so carried away she got up and executed a solo dance to the music."

The commission said juke box music programming was simply a reflection of the "uncontrolled importation" of Western music, which has "reached flood proportions."

(Continued on page 62)

State B'cast Execs Meet

WASHINGTON—Presidents of State broadcasters' associations will meet for their seventh annual conference at the Shoreham Hotel here February 28 and March 1, 1962.

Announcement by the National Association of Broadcasters of the meeting date adds the request that State groups send additional personnel to the conference to insure "continuity of information." NAB picks up the hotel tab for only one representative of each State association.

The get-together is designed to cover not only national issues, but to enable broadcasters to swap helpful information on what local and State-wide issues are mutual to various delegates.

Calif. Retail Leader Harry Martin Dies

HOLLYWOOD—Harry Martin, 57, head of Martin Music of Culver City and Granada Hills, died last week of a heart attack. He was president of the recently formed Southern California Record Dealers Association, the area's dealer record-buying combine. In addition to being a leader among the dealers here, he was also prominent in various Culver City business and civic groups, including the Culver City Exchange and the Culver Center Retailers' Association.

He was a film industry veteran, employed by M-G-M during the 1930's and 1940's and entered the record business during his middle years. He opened his first store seven years ago, and moved into his present expanded establishment in 1958. Over a year ago, he opened his second store in the Granada Hills (San Fernando Valley) suburb.

He is survived by his widow, Jean; his son and co-owner of both record stores, Harold; two daughters, Darlene Smyres and Rita Di Salvo and six grandchildren.

MUSIC AS WRITTEN

New York

Bobby Boyd, Boyd label prexy, was in Hollywood last week with a.&r. chief Johnny Russell to cut sides with Billy Guitar. Guitar was formerly with Decca. . . . Arthur Godfrey has placed his TV activities in the hands of the William Morris Agency. . . . Brook Benton, after winding up his stint in Wildwood, N. J., opens at the Howard Theater in Washington August 18. . . . The Phoenix label of Wisconsin has inked Chico Holiday, former Victor artist, to a recording pact. Lad's first session will be held in New York by owner John Dolan's a.&r. chief Billy Muro. . . . Argo has signed harpist Dorothy Ashby. . . . Marty Hoffman, Decca national promotion exec, became the father of a second son, Steven Oliver, last week.

Savoy Records has pacted the Harmonizing Five of Burlington, N. C. . . . Jay Gee of New York is handling national distribution for the new Nashville label, Hope Records. . . . Jackie Lee is now playing Dot's Spot, West Wildwood, N. J. . . . Webb Pierce celebrates his 10th consecutive year with Decca next month. . . . Seymour Jaffe, art director for the Big Three since 1946, died of a heart attack July 30 at the age of 42. He is survived by his widow and two children. . . . "Give the World a Smile," the tune recently cut by Hank Thompson for Capitol, is in the Stamps-Baxter music firm, and part of Affiliated Music Enterprises, and is cleared through BMI, not SESAC.

Bob Rolontz.

Chicago

Mercury Records in recent weeks has added Josh White, folk-singer; Roland Kirk, jazz saxophonist; and singer Alibaba, to its talent roster. Mercury also inked Little Richard of "Tutti-Frutti" fame. Richard left show business a few years back to become a preacher. His forthcoming session will be a.&r.'d by Quincy Jones. . . . Rose Medley, a new Tim Gayle find, recorded a single with the Bob Cores band at the new International Recording Company Studios, West Division Street, here. The thrush did an LP last year on the Aurora label. This session will be on Gayle's Preview label. . . . International is planning to go all-out with free-lance taping. Big-time studio and recording equipment is being installed. Effort is headed by Jerry Man, Verner Ruvalds, Leonard March and Richard Spooras. They'll also have their own IRCA label.

Here's a switch: Trumpeter Bob Shoffner, who's backed Franz Jackson for the past five years at the Red Arrow and Jazz, Ltd., led his own marching band in the annual Bud Billiken parade Saturday (12). Strutting in the band behind Shoffner was Jackson on clarinet. . . . Neil Feeley, head of International Records, recently released his firm's first single. Waxing was by Jerry Carlisle of the Carlisle—and Feeley was a.&r. man for the side.

Gloria Manlong.

Columbia broke bread with the local trade at an open house buffet Sunday (6) to introduce the firm's new fall line. Dealers also got to meet two new faces in the Chicago office—Paul Cook, who takes over as promotion man, replacing John Doumanian, who moved to Capitol, and Larry Owens, new regional sales manager, replacing Mort Hoffman, who moves to New York as Columbia's national sales manager. . . . Shim Weiner, Decca district manager here, returned from a sales jaunt to Minneapolis, following Decca's recent introduction here of its new fall line.

Nick Biro

Hollywood

Anita Steiman returned to the Lew Chudd music firms here to handle his recently acquired Sheldon and Fairway Music catalog additions to the array of other Imperial-owned publishing companies. . . . Duke Records of Houston will hit the Dick Clark Show for the second time in three months when its Bobby Bland appears today (14) to perform his "Don't Cry No More." . . . Liberty Records is repackaging all the Chipmunk LP's in its catalog to tie in the characters with the way they will appear in the CBS-TV "The Alvin Show," kicking off October 4. You can expect the label to use the TV show to trigger an all-out sales program devoted exclusively to Chipmunk product.

Lee Zhitto

Cincinnati

Lou Epstein, of the Jimmie Skinner Music Center, is currently vacationing in Europe. He's due back next week. . . . Ricky Nelson makes his first Cincinnati appearance August 25 when he heads up a singing show at Cincinnati Gardens. . . . Lee Vogel, praise agent for Cosnat Distributing here, last week squired Cathy Carroll around local music and deejay circles to promote her new Tri-Dex release, "Jimmy Love." She came in from Chicago and made a stopover in Detroit before heading back to New York. During her stay here, Miss Carroll appeared on the Bob Braun TV hop via WLW-T and cut tapes for the various jocks. . . . Hi Miranda, of Miranda Records, Lexington, Ky., hopped into Nashville last week to promote Arthur Lee Simpkins' new Miranda album, "Let's Go to Beverly," which the latter taped during his recent engagement at Beverly Hills, Southgate, Ky. Miranda has arranged for Music City, Nashville, to handle the label's product in that sector.

Pat Carson, of Sande & Greene, Hollywood consultants for radio, TV and motion pictures, spent last week here visiting friends and homefolks. She put in part of her stay canvassing local deejays and music emporiums to plug her firm's initial commercial record venture, an album titled "The Ol' Calliope Man at the Fair," which Bob Sande and Larry Greene recently created and produced for Reprise Records. A single from the album, "De Campdown Races" b.w. "In the Good, Old Summer Time," was released last week. Sande & Greene have other

(Continued on page 53)

LEGIT REVIEW

'Sail Away' Needs More Wind

If "Sail Away," Noel Coward's first attempt at an American musical, which opened this week at the Colonial Theater, had at least one more number like "Why Do the Wrong People Travel" and a little more solid humor, it might be the hit it ought to be. While there are many agreeable musical numbers, it is necessary to plow through a spotty first act and wait almost to the final curtain for this relative block-buster, belted out in great style by Elaine Stritch. It could be because nothing else approaches this one that it stops the show.

A somewhat old-fashioned type of "jolly good fun" musical, "Sail Away" is nonetheless distinguished in a number of ways. Coward's humor bites in spots, dance numbers are excellent and there are a few interesting songs such as "This Changing World," "Something Very Strange" and perhaps "When You Want Me." There are sets and costumes that keep the stage ablaze whether on the cruise ship or in the various ports-of-call. The Met's Jean Fenn, in a rather artificial role, sings splendidly, but needs to let her hair down some. Tall, handsome John Hurst has an attractive style and baritone, and a young song and dance pair, Patricia Harty and Grover Dale, stand out.

As it stands, it is virtually a one-number show, but the word is that a big production number is being added before the scheduled October 3 Broadway opening. With trimmings and revisions the show has a good chance with such capable players as Alice Pearce, Margalo Gilmore and Little Paul O'Keefe. Right now, it's Stritch all the way for humor and singing. "Sail Away" will get its shakedown in Boston and it's almost certain that the shrewd Coward won't let this one slip away.

Cameron Dewar.

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Hint at FCC Net Regulation

WASHINGTON—The day of TV and radio network regulation by the Federal Communications Commission seems to be drawing near. Sen. John O. Pastore (D., R. I.), chairman of the Senate Communications Subcommittee, has announced that he will soon hold hearings on the FCC's request for legislation to regulate, but not necessarily license, the networks.

By request of the Commerce Subcommittee, the agency submitted a progress report on its study of networking and came up with these findings: The public interest requires that regulation extend to networks, as the individual licensee is no longer entirely responsible for his programming. Further study is needed on the way programming is influenced by rating and by the giant talent agencies. Further study is also needed on the way networks buy into or tie into independent program production, the FCC says.

Javits Would See Govt. Save Met

WASHINGTON — Sen. Jacob Javits wants the federal government to step in and save the 1962 Metropolitan Opera season from cancellation due to wage scale disputes. Javits (R., N. Y.) told Congress last week that the Secretary of Labor had offered to mediate the dispute between the Met and Musicians' Local 802, reversing an earlier opinion that this was not a federal matter.

Javits also urges immediate action by Congress on one of the pending bills for a U. S. Arts Foundation which would provide financial aid for hard-pressed cultural enterprises. These bills would provide a foundation similar to that of Great Britain, which saved the Empire's Covent Garden Opera, and is "equally essential for the Metropolitan," says Javits, who is author of one of the bills.

Javits helped change the hands-off policy of the Labor Department by pointing out that folding of the Met season would not be just a local matter. The dispute would automatically cancel the seven-week spring tour of 1962, which takes the company on a nationwide swing from Boston to Dallas.

Tax Man Assures Trade Meet Tabs Can Be Deducted

WASHINGTON—Internal Revenue Service has assured businessmen that expenses for attending trade meetings are deductible even if the meeting is held at a resort area. Commissioner Mortimer M. Caplin says tightening on audit of travel and entertainment expense applies not to legitimate business meetings, regardless of the site, but to such extras as expense of accompanying family, side trips and vacations purported to be business trips.

Although abuses are being curbed in the travel and entertainment expense area, Caplin says examiners must remember that "in the absence of a legislative change, the tests for deductibility of these expenses remain the same."

President Kennedy has proposed stringent limits on deductibility of entertainment and similar spending claimed as business costs in a tax message under consideration by the House Ways and Means Committee. Although the committee been reportedly cool to this aspect of the program, the current war scare may provide the climate for killing some of the present swindle sheet allowances.

FOLK TALENT & TUNES

By **BILL SACHS**

Jim and Jesse and the Virginia Boys, who recently shifted headquarters from Valdosta, Ga., to Montgomery, Ala., have added another weekly TV show to their schedule. The seg, spotted each Saturday at 6 p.m. over WJTV, Jackson, Miss., is sponsored by the Martha White Company and Crumpton Builders. This gives them five weekly TV shows in all. . . . Ernest Ashworth's new Decca release, "Forever Gone," was penned by Ernie in collaboration with Billy Hogan. . . . Carl Friend, a.&r. director for United Southern Artists, Hot Springs, reports that Hank Milton's new release, "Gatling Gun" b.w. "As You Were," is making big noise on KCUL, Fort Worth; KWAM, Memphis, and KDXE, Little Rock. Hank is a regular on "Big D Jamboree," Dallas.

Dusty Miller and His Colorado Wranglers are appearing weekends at the Wilton Cocktail Lounge, Amsterdam, N. Y. . . . The Ninth Annual Hill-billy Homecoming, held recently at Marysville, Tenn., drew record crowds, according to Claude Peck, who headed up the sponsoring committee. Featured in the three-day event were the Lennon Sisters, George Hamilton IV, Billy Bird, Porter Wagoner, Skeeter Davis and Curtis Holbett and Delmar Loveday. . . . The Jim Reynolds Show, back on the road in Pennsylvania and New York this season, highlights Marvin and Patty Rainwater, Cathy Jo, Jackie Smith, Homer Clark, and Jim Reynolds and the Pine Mountain Clan. The unit is playing theaters and drive-ins.

Eddie McMullen, who made "It's a Sin" with Eddy Arnold a number of years ago, is back in business with his steel guitar on Panette Records. His initial release on the label is "Space Dance" b.w. "Moon Song." He will soon reissue his "Game of Broken Hearts," recorded in 1950 by Sally and Marvin Clark. . . . Shirlee Hunter, who made her return to "New Dominion Barn Dance," Richmond, Va., July 22, after an absence of 12 months, has embarked on a tour of fair dates for the Jim Gemmill office. She plays Tazewell, Va., August 17-19, and Galax, Va., August 23-24. . . . Rose Maddox joins the Johnny Cash unit for a number of Midwest dates in August, including a two-day stand at the Indiana State Fair, Indianapolis.

James F. Collier Associates, Philadelphia fund-raising or-

ganization, has contracted with the Gene Johnson Agency, Wheeling, W. Va., for a c.&w. package to play a series of dates in October in the East and Southeast under sponsorship of local civic organizations. Package will comprise the Osborne Brothers, Kenny Roberts, Kathy Dee, the Kenny Biggs band and the Bridge Brothers. The Osbornes and Crazy Elmer, comedian, have rejoined WWVA's "World's Original Jamboree," Wheeling, W. Va., as regulars. . . . Thurston Moore, of Heather Publications, 2855 S. High, Denver 10, is preparing the 11th annual edition of his Country & Western Scrapbook and invites artists to send in biogs and photos.

Newest on the Hickory label by Roy Acuff and His Smoky Mountain Boys is "Lost John," penned by Roy himself, b.w. "Little Mary," written by Eddie Hill and Ira and Charles Louvin. . . . Webb Pierce cut eight new sides for Decca at the Bradley Studios in Nashville last week. Webb celebrates his 10th year with the label next month. . . . Shirley Collie cut two sides with Bob Wills and the Texas Playboys for Liberty last week. . . . Carl Friend, a.&r. chief for United Southern Artists, reports that his protegee, Eddie Bond, has embarked on a Southern tour to promote his new release, "Second Chance." Bond kicked off his current trek at Nashville, Ga., last week and is slated to return there for the Tobacco Festival August 31.

A. V. Bamford, well-known country music promoter, getting ready to spread the country sounds on his soon to open Station KBER, San Antonio. . . . Ardmore and Beechwood have acquired from Vokes Music, New Kensington, Pa., publishing writes for Australia and other countries on "The Ghost of a Honky Tonk Slave," written by Louise Webb. The tune has been recorded on the Del-Ray label by Cowboy Howard Vokes and His Country Boys.

Uncle Joe Johnson, of Station WWOZ, Lynchburg, Va., reports that his new Bonnie's Lake Park, five miles south of Lynchburg on Highway 29, celebrated its grand opening Saturday, August 5, with Ernest Tubb and His Texas Troubadours, Buddy Emmons, Jack Drake, Johnny Johnson, Leon Rhodes; Berk Bryant, of Station WBRG, Lynchburg; Burk Barbour (Continued on page 53)

NEW LP RELEASES

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

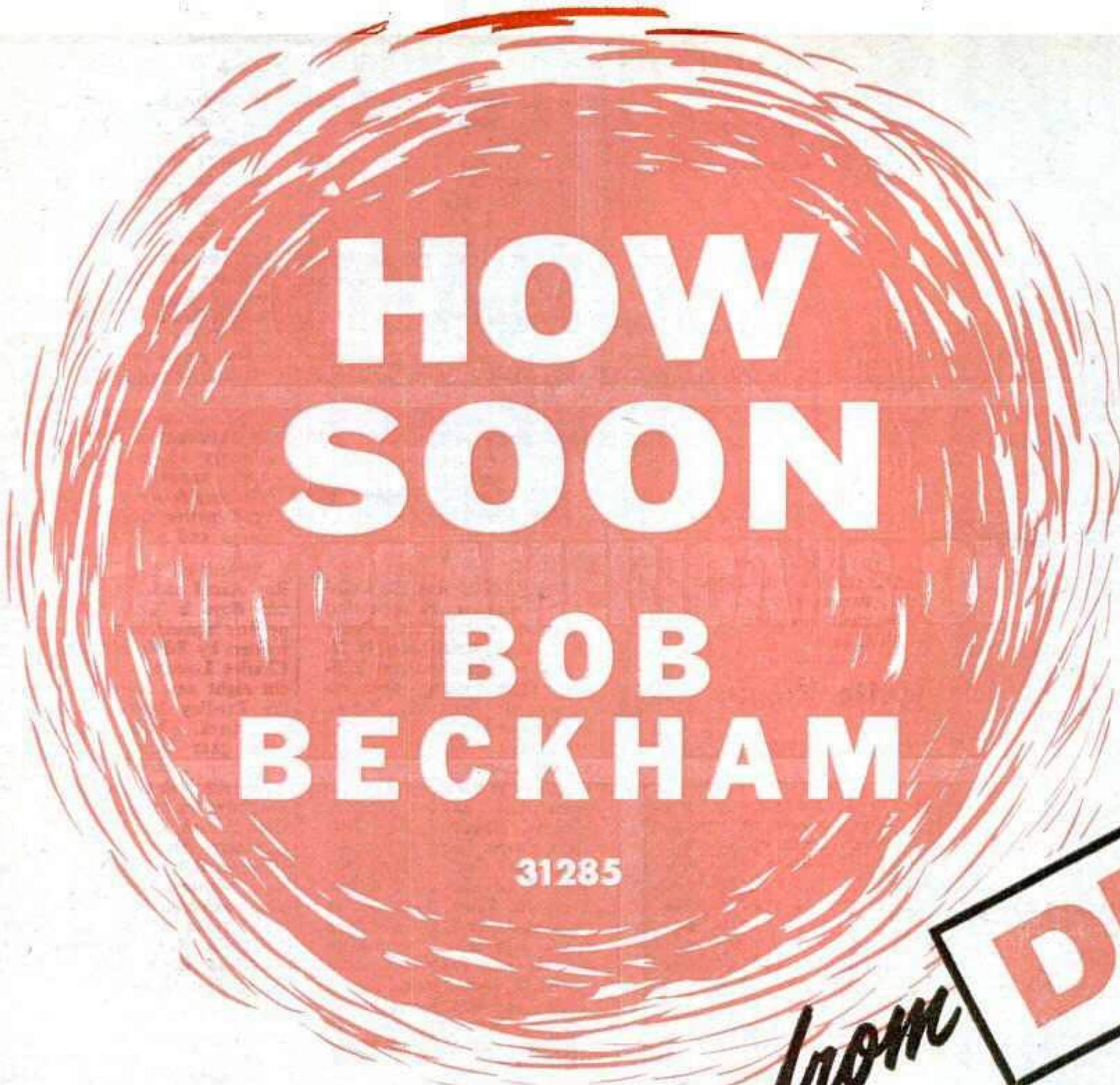
WESTMINSTER

- HERMANN SCHERCHEN CONDUCTS CONCERTOS FOR TRUMPET—XWN 18954—WSR 14135 (Sept. 1)
- HANDEL'S WATER MUSIC—The Vienna State Opera Orchestra (Scherchen)—XWN 18961—WST 14142 (Sept. 1)
- VIVALDI'S GLORIA—Vienna Academy Chorus and the Vienna State Opera Orchestra (Scherchen)—XWN 18958—WST 14139 (Sept. 1)
- INTRODUCING: FOU TS'ONG PLAYING MOZART—XWN 18955—WST 14136 (Sept. 2)
- INTRODUCING: FOU TS'ONG PLAYING CHOPIN—XWN 18956—WST 14137 (Sept. 1)
- RESPIGHI: FOUNTAINS OF ROME AND FEST ROMANE—Orchestra of the Accademia Di Santa Cecilia of Rome (Previtali)—XWN 18959—WST 14140 (Sept. 1)
- A SPANISH GUITAR—John Williams—XWN 18957—WST 14138 (Sept. 1)
- SHOSTAKOVITCH PIANO CONCERTOS NO. 1, AND NO. 2—Eugene List, Piano—XWN 18960—WST 14141 (Sept. 1)
- ELECTRONICS: MUSIC TO THE BALLET—XWN 18961—WST 14143 (Sept. 1)
- LOLLYPOPS FOR BIG BRASS BAND—

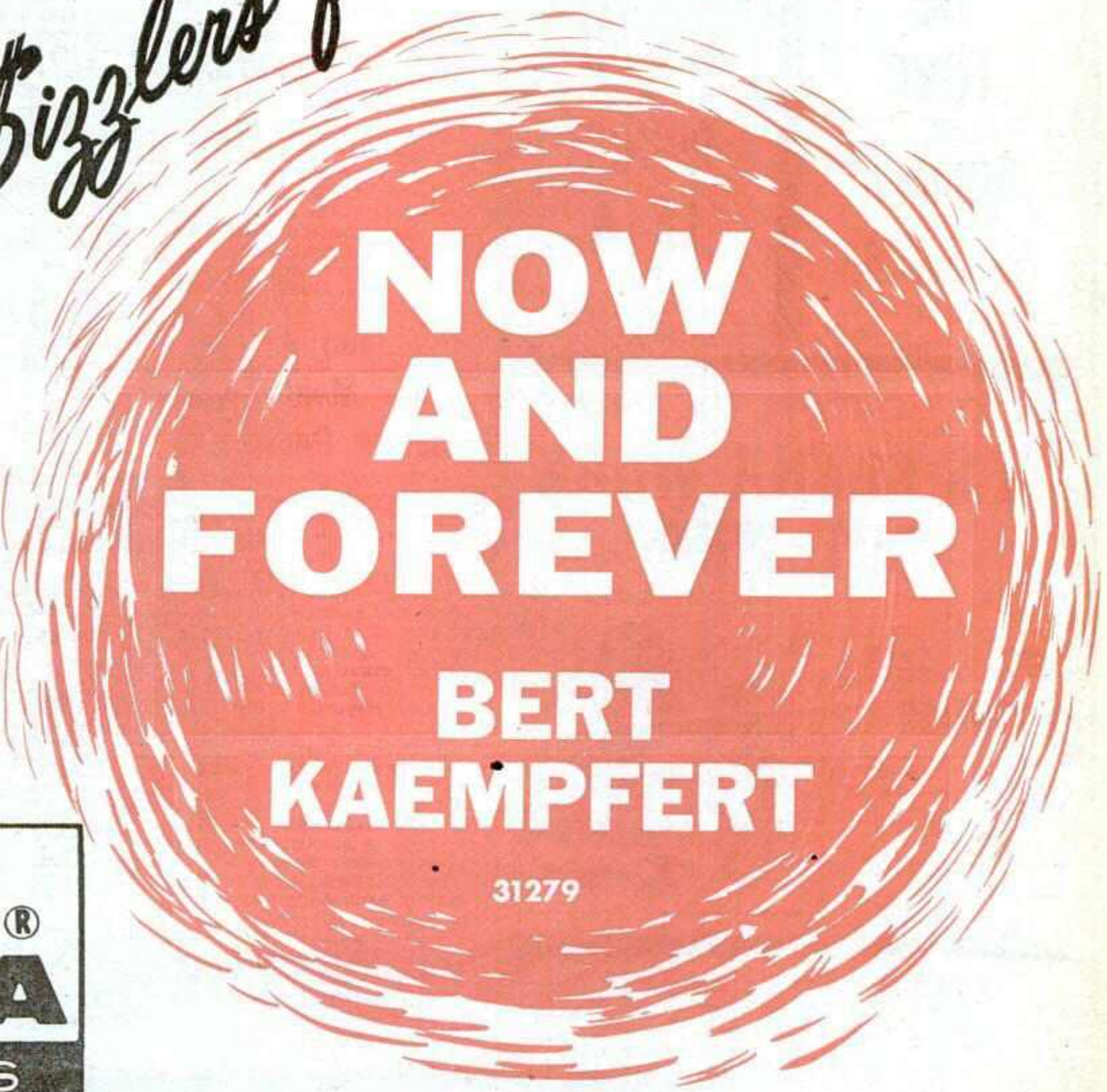
- The Deutschermeister Band—WP6124—WST 15058 (Sept. 1)
- DIE FLEDERMAUS AND WALTZ DREAM—Bavarian and Vienna Opera Ensembles, Orchestras and Chorus—XWN 18963—WST 14144 (Sept. 1)
- THE MERRY WIDOW and THE COUNT OF LUXEMBURG—Vienna Opera Ensemble—XWN 18964—WST 14145 (Sept. 1)
- COUNTESS MARIZA and CZARDAŞ PRINCESS—XWN 18966—WST 14147 (Sept. 1)
- WHITE HORSE INN and PAGANINI—XWN 18967—WST 14148
- VICTORIA AND HER HUSSAR and FLOWER OF HAWAII—XWN 18965—WST 14146 (Sept. 1)

WORD

- SUNRISE—Bob Anderson—W-3141—WST-8078 (Aug. 15)
- MASTER CONTROL—Paul Mickelson and the Concert Orchestra of London—W-7006—WST-8075 (Aug. 15)
- LET EVERYBODY SING—Revivaltime Radio Choir—W-3139—WST-8077 (Aug. 15)
- SONGS OF HOPE—Don Hustad Choir and Orchestra—W-3143—WST-8081 (Aug. 15)



Saleable Sizzlers from





THE GOLDEN VOICE OF THE PLATTERS' MILLION-SELLERS

ONLY YOU • THE MAGIC TOUCH/MY PRAYER

SMOKE GETS IN YOUR EYES • TWILIGHT TIME • GREAT PRETENDER

and their current hit

I'LL NEVER SMILE AGAIN

TONY WILLIAMS

Is Proud To Be On



Like All Previous Tony Williams and the Platters' Hits

BUCK RAM

Produced this chart-shattering session

Thanks, Frank, Moe and Jay for going

all out on this  good first

Tony Williams effort!

Tony and Buck



TONY WILLIAMS' FIRST SINGLE

Sleepless Nights

R-20,019

b/w **Movin' In**

REPRISE GLEEFULLY WELCOMES TO ITS BURGEONING ROSTER THE SMASH STYLIST WHOSE TRACK RECORD* INCLUDES:

- ONLY YOU** (gold record)
- THE GREAT PRETENDER** (gold record)
- THE MAGIC TOUCH** (gold record)
- MY PRAYER** (gold record)

**as lead voice of the Platters*

ON

reprise

TO PLAY AND PLAY AGAIN



Ex-Jock Randle Roams Backwoods Finding & Recording Folk Artists

• Continued from page 4

released in September through the Council of the Southern Mountains, Berea College, Berea, Ky. The new packages include "Fire on the Bow" (a square dance LP), featuring fiddler Ralph Marcum; readings from the best seller "The Doll Maker," and "Mountain Paths," by Harriet Arnow; two LP's by writer Leonard Roberts—"South From Hell fer Sartin" (after Roberts' book of the same title on mountain folk lore) and a collection of his dog stories.

This month Randle will return to Kentucky and record three more albums—a mountain hymn package by Mrs. Russell of Red Bird Mission, Beverly, Ky.; a snake handler's church service; and a collection of dulcimer solos by Homer Ledford of Winchester, Ky. Randle also reports he has discovered a 17-year-old Ricky Nelson look-alike "in the hills," Boyd Ingman, who "plays guitar, sings real country style and also the hip teenage stuff."

In his "payola" article, Randle

notes that "the first reference to the word in printed source was in 1938 in a trade paper story on the American Society of Composers, Authors and Publishers' evaluation of unfair practices on the part of certain publishers in obtaining plugs from big-name band leaders." "However," he adds, "55 per cent of 235 ASCAP members surveyed date the word back to the '20's."

Wain Syndicates Tape Teen-Based Radio Broadcasts

CLEVELAND — Norman Wain, ex-program director-deejay at WHK here, is readying two syndicated one-minute taped shows for local radio outlets around the country—"Teen-Beat!" and "Record Stars Confidential."

"Teen-Beat!" featuring answers to teen-aged listeners on such problems as dating, school and going steady, will debut on WHK August 14. Wain's "Sound Ideas" firm will provide 25 one-minute tapes each week. All of the answers, says Wain, "are authenticated by a top psychologist."

"Record Stars Confidential" (a tentative title) will spotlight news about music business names. This series will also include 25 one-minute-or-less spots a week, and Wain is anxious to be placed on the mailing lists of publishers, record companies, and artists for this type of info.

Wain is also handling a new Dial-A-Program Service for Cleveland. This is the brain child of William Zimmerman and Chester Brown. The service, which starts here September 1, will enable Cleveland listeners to dial a number and find out what's showing on local TV stations at any hour. The info will be followed by a commercial.

Wain will have a staff of three monitoring Cleveland's three channels—checking what's on the screen against advance listings, so they can notify callers about last-minute changes. This info will be recorded on a machine which will transmit the findings every 15 minutes to another machine at the telephone company.

PROGRAMMING PANEL

THE QUESTION:

Who is your favorite female vocalist and why?

THE ANSWERS:

JOE NIAGARA
KBIG, Hollywood

The queen is Patti Page. Hits? They cover everything in music.



Ever seen Patti on stage? Treat yourself soon. This is a pro. Patti doesn't depend solely on a hit medley. The toughest guys in the world to convince are club owners and "Patti the Pro" is the most sought after and one of the highest paid acts in the showbiz. Ask the man who owns one—about Patti Page.

RONNIE CASH
WJET, Erie, Pa.

Eydie Gorme combines the wistfulness of Garland, the punch of Sophie Tucker and the enthusiasm of Dinah Shore.

She grabs a song with both hands—tearing it, tickling it, completely controlling and thoroughly enjoying it. Her tempo selection is always precise, smooth, and sounds incredibly "right" to the listener. Her work with husband Steve Lawrence is a joy to hear, and her solo songs are always completely her own: They sound as though they had been written with Eydie in mind. She's my favorite—nuff said.



JERRY WALKER
KCBQ, San Diego, Calif.

It's a tough question because there are many talented female vocalists. However, my personal favorite would have to be Keely Smith. To me, Keely has that rare talent of being able to stand up and sing anywhere, anytime, and perhaps more important, any song. Her singing is warm, sincere, versatile, and reflects her personality.



HOWIE LEONARD
WLOB, Portland, Me.

Kay Starr. Here is one talented performer who has wide appeal for virtually every age group. Whether she is singing barrelhouse, ballads or the blues, she always personifies talent. Unfortunately, her greatest commercial success on records has been with sub-par material on multi-taped disks. The greatest percentage of new female talent on records today either appeals greatly to youth, or utilizes gimmicks, or are too imitative. Kay is truly an All-Starr.



VOX JOX

By JUNE BUNDY

JAZZ JOCKS: Pat Chamburs, WDAE, Tampa, has a Saturday night (10 p.m.-1 a.m.) jazz show, featuring big band sounds, small groups and various soloists. He has a special hour-long feature tagged "Jazz Classics," spotlighting great jazz oldies—Coleman Hawkins' "Body and Soul," Lionel Hampton's "Jack, the Bell Boy," and others. . . . Bob Bassett, WLKW, Providence, reports that the Jazz Brothers, new modern jazz group, have just recorded "The Bassett Sound" for him. The tune is featured in the Brothers' second Riverside album.

Wink Martindale's TV show is originating from Pacific Ocean Park (P.O.P.), Santa Monica, Calif., on KTLA, Hollywood, from 3:30 to 4 p.m. Monday through Friday, as of July 24. In addition to the daily series, Martindale started a Saturday night (7:30-8:30 p.m.) edition of his POP dance party show over KTLA last weekend. The daily show is telecast from POP's Sea Circus Arena. Martindale's programs—a Ross-Danzig package—are produced by Al Burton, with Roy Mitchell as associated producer.

Tim Comolli, WSKI, Barre-Montpelier, Vt., asks us to correct an error, wherein "Vox Jox neglected to place WSKI in Barre-Montpelier, Vt., and instead credited it to Barre, Va. "This is very important," pens music director Comolli, "as we are billed a community station." Jimmy Witter, formerly with WGIV and WWOK, Charlotte, N. C., has returned to Charlotte—after a stint at WFLI, Chattanooga—to join WIST, Charlotte, in the all-night-time slot. Witter also records for United Artists Records and his waxing "A Cross Stands Alone" was on the BMW country charts for five weeks.

GEORGE LeZOTTE, formerly with WTRY, Troy, N. Y., has joined new Albany Station WEEW as station manager. The outlet, first new station in the Albany area in 14 years, is a 5,000-watter and goes on the air September 1. . . . Richard H. Harris, formerly veepee of the Dandy Broadcasting Company (as general manager of KLEO, Wichita, Kan., and KQEO, Albuquerque, N. M.), has been appointed general manager of Storz Station WDGY, Minneapolis. Johnny Rowe is leaving KTLN, Denver, to enter the U. S. Army for two years.

(Continued on page 50)

HERE'S A PRINCE A LA PRINGLE

NEW YORK—When BMW goofed twice in succession and switched captions on photos of disk jockeys Bill Williams (WNEW, here) and Jerry Marshall (WMGM, here) appearing in the paper's Programming Panel feature, it was facetiously suggested that the jocks be good sports and consider exchanging names.

Michigan deejay David Pringle took us at our word and is doing just that. The jock was also the victim of a BMW goof, when his photo appeared in a panel feature identifying him as "David Prince."

Pringle, who moved from WPAG, Ann Arbor, Mich., to WKMH, Detroit, (in the 7-11:30 p.m. slot), August 2, writes: "Because of a 'goof' in Billboard, I will be using the air name Dave Prince. They gave me the tag a while back in a misprint and it sounded so much better than Pringle—more adaptable to jingles, etc., that I've decided to use it."

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 AUGUST 18, 1956

1. Hound Dog/Don't Be Cruel, Elvis Presley, RCA Victor
2. My Prayer, Platters, Mercury
3. What Ever Will Be Will Be, (Que Sera Sera), Doris Day, Columbia
4. Flying Saucer, Buchanan & Goodman, Lumivorse
5. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
6. I Almost Lost My Mind, Pat Boone, Dot
7. Allegheny Moon, Patti Page, Mercury
8. Bo Bop A Lula, Gene Vincent, Capitol
9. Wayward Wind, Gogi Grant, Era
10. Canadian Sunset, Hugo Winterhalter, RCA Victor

POP—10 Years Ago AUGUST 18, 1956

1. Come On-A My House, Rosemary Clooney, Columbia
2. Too Young, Nat King Cole, Capitol
3. Sweet Violets, Dinah Shore, RCA Victor
4. Because of You, Tony Bennett, Columbia
5. Loveliest Night of the Year, Mario Lanza, RCA Victor
6. Jezebel, Frankie Laine, Columbia
7. My Truly Truly Fair, Guy Mitchell, Columbia
8. I Got Ideas, Tony Martin, RCA Victor
9. Shanghai, Doris Day, Columbia
10. How High the Moon, Les Paul and Mary Ford, Capitol

RHYTHM & BLUES—5 Years Ago—AUGUST 18, 1956

- Fever, Little Willie John, King
Rip It Up, Little Richard, Specialty
Honky Tonk (Part II), Bill Doggett, King
Let the Good Times Roll, Shirley and Lee, Aladdin
It's Too Late, Chuck Willis, Atlantic

- So Long, Fats Domino, Imperial
Stranded in the Jungle, Cadots, Modern
I Promise to Remember, Teenagers, Gee
Treasure of Love, Clyde McPhatter, Atlantic
Casual Look, Sixteens, Flip

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.

MARY WELLS

Moving up steadily on the Hot 100 with her second hit is Mary Wells, recording for Motown Records. Her first waxing to hit the chart was "Bye, Bye, Baby," and only a short time ago Miss Wells scored again with "I Don't Want to Take a Chance." The thrush started singing at her neighborhood recreation center when she was 10 years old. Later, in high school, she became a favorite in school talent shows and musical productions.



About this time she began singing her own compositions and was discovered by Motown's talent scouts and encouraged by Berry Gordy Jr. He became her personal manager. Miss Wells penned "Bye, Bye, Baby."

In her leisure time, of which there is not much these days, the thrush likes to play tennis and dance.

TEX RITTER

"America's most beloved cowboy" was born in Panola County, Tex., January 12, 1907, and grew up in Nederland, Tex. He attended the University of Texas for five years with the intention of becoming a lawyer.

Ritter started singing cowboy ballads on Station KPRC, Houston, in 1928. From there he went to New York, where his radio shows were credited with creating the city's first sizable audience for western music. It was in New York that he first began making records in the early '30's. His first disks bore the American Recording Company label.

After recording successfully for Decca Records, Ritter joined the fledgling Capitol label in 1942. Since that time Ritter had successful experiences in radio, television, stage and motion pictures as well as records. Among the all-time Ritter hits are "Have I Stayed Away Too Long?", "Jealous Heart," "New Moon Over My Shoulder," "I'm Wasting My Tears on You," "Blood on the Saddle," "Boll Weevil," "Rye Whiskey," "Deck of Cards" and "High Noon." Currently Ritter is romping up the charts with his inspirational rendition of "Hillbilly Heaven" on Capitol Records.



"HEY, LOOK ME OVER!"



PEGGY LEE'S SENSATIONAL NEW SINGLE

just released

HEY, LOOK ME OVER

c/w WHEN HE MAKES MUSIC

RECORD No. 4610

CALL YOUR CRDC REPRESENTATIVE...LIKE RIGHT NOW!



**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 BETWEEN
\$151 AND \$200**

Position This Issue	Position 5/15/61 Issue	Brand	% of Total Points
1	1	Magnavox	43.3
2	3	Motorola	11.4
3	4	Voice of Music (V-M)	7.3
3	8	RCA Victor	7.3
5	2	Columbia	6.7
6	—	Symphonic	4.4
6	9	Webcor	4.4
		Others	15.2

**Rolling Stereo Demos
Makes for Movement**

DENVER—When a prospect for a stereo phonograph telephones in to Wells TV & Stereo Company here, and expresses interest in a demonstration, Glenn Wells, owner, "takes the whole store to their doorstep."

Two years ago, in recognition of the fact that few people have enough time free for extensive shopping, Wells decided to simplify the problem by taking every stereo phono selection carried in the store, right to the customer's front door step.

The medium used is a stand-up van-type truck of the type used by laundries and dry cleaning plants, which Wells purchased used for around \$1,800. With his own serviceman assisting, the Denver dealer installed padded shelves around the interior, making it possible to carry as many as 14 stereo consoles, or many more when portables are involved. Painted pure white, with the company lettering on the side, this immediately became a "rolling showroom" in which even the most vacillating prospect can usually make up his mind rapidly.

The van is equipped with 200 feet of power cord, so that Wells can pull up at the curb or in the driveway, extend the cord and plug in, to animate any of the phonographs in the van. Usually, the prospect will select the sort of cabinet which she favors, from the selection shown, and narrow the choice down to a price, after listening to the sound reproduction of each.

What if a prospect wants to hear the phonograph perform in her own home? Wells has the answer in a variety of dollies, hand trucks, etc., which makes it easy to carry the phonograph into the home, where it is put through its paces, exactly as the housewife wants. Since two men normally ride the truck, and are willing to "muscle" heavy appliances into the home, the "rolling showroom" has set the unusually high average of 19 sales out of every 20 home demonstrations given in this way.

The van is so popular, in fact,

that dealer Wells must schedule its use carefully among his six salesmen, so that each gets an equal opportunity to profit from its sales efficiency. Incidentally, far more sales are made inside the van itself than with the sets carried out for demonstration in the home.

"I simply put myself in my prospect's place," Wells indicated. "Few people nowadays are willing to drive a long distance to a showroom, fight the battle of parking and listen to a dozen suggested stereos. When we deliver the entire inventory on the hoof so to speak, customers thoroughly appreciate the novelty, and much of their sales resistance is broken down."

The fact that in this way, he has consistently sold stereo, tape recorder and television combinations up to the \$500 mark with a half hour demonstration, bears the Denver dealer out!

London Phase 4 Stereo Line Bows

• Continued from page 2

over effect of sound from one speaker to another. Much of the current stereo recording is done using two or more mikes, in which a particular section of the instrumental complement may be focussed on one of the two sides, with spill-over always present on the other side. In the London system each section of brass or wind or string instruments, for example, is separately recorded through one mike. This then is superimposed electronically on one track. Tympani and percussion are the only instruments being recorded on both tracks at once. This system, it is stressed, also produces a "perfectly balanced mono sound."

All of the recording has been done and will be done in the future in England. All packages will be done in de luxe bookfield style.

Following the conclusion of the fortnight's worth of meetings, three London men will hit the road from New York for six weeks of introducing the new line to major newspaper and magazine critics across the country. At the same time, two New York and four regional pro-

**NEW SCHULMAN
SHOP TO OPEN**

NEWARK, N. J. — Joe Schulman, indie disk retailer here, opens a new store soon to be known as the Pop Shop for Records.

Schulman, a relative novice in the disk business, having opened his first store, Park Records, only three years ago, will have his new outlet in the high-traffic, downtown Broad Street area.

Schulman's Park Records store has successfully operated at close to a list price policy, directly across the street from a chain discount operation for most of its existence.

**Philly Hi Fi Show
Receives Dealer
Assoc. Support**

PHILADELPHIA—The Association of Retail Record Dealers of Pennsylvania has announced support and co-operation for the Greater Delaware Valley High Fidelity and Stereo Record Music Show to be held at the Benjamin Franklin Hotel in October.

Nate Fischer, president of the Association, announced that all member dealers will co-operate with store and window display in behalf of the show. They will also call attention to the show in all their advertising and other sales promotional efforts. The association, said Fischer, views the forthcoming music and record show as an excellent vehicle to stimulate sales of records and phonos.

Fischer pointed out that the heavy promotional plans blue-printed by Harry Bortnick, director, the show should give sagging record sales a real lift at the start of the new season. Bortnick estimated that the show should attract a minimum of 25,000 persons during the three-day run, counting on name talent, a galaxy of prizes and a heavy promotional and advertising campaign.

It was also disclosed that the three daily newspapers, The Inquirer, Daily News and Evening Bulletin, will each carry special sections in connection with the music show. The newspaper sections will carry stories, pictures and features in advance of the show's opening which should help considerably in making it a major event in the community.

motion men will carry the "Sound 4" story to the nation's jocks. A vast number of the initial LP's have been earmarked as jockey samplers.

The Phase 4 program will also have extensive overseas distribution. The German Teldec firm will release part of the material this month with other countries scheduled for later release, including Canada, Belgium, France, New Zealand, Australia and South Africa as well as the United Kingdom.

Summing up, Lee Hartstone, London vice-president and general manager, asserted: "People no longer look to stereo merely to recreate stage presence. And you can't go on giving the public a gimmick forever. We feel that music properly scored and dramatically engineered so that separation is effected musically, is what the buyer wants. We've got it and we're ready to hit hard with it."

The entire program is pegged on a special deal and a heavy point of sale program will also be available to dealers.

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.

CONCERT-DISC—Limited time only. Started June 23, 1961. Dealer is offered two LP's for the price of one. Five new releases all packaged "piggy-back" style.

RCA VICTOR—Limited time only. Started May 29, 1961. "Heart of the Symphony," LP by Fritz Reiner and the Chicago Symphony Orchestra. Is specially priced to the consumer at a "Save \$2" introductory offer.

STARDAY—Expires August 30, 1961. Started July 31, 1961. "Starday's Original Second Annual Country Music Spectacular Sale." Three albums free for every 10 purchased. Program covers all Starday LP's and EP's. Features two albums: "More Country Music Spectacular" specially priced to dealer at \$3.15; "Country Music Sampler," specially priced to dealer at \$1.23. See page 3, July 31 issue, for details.

ARTIA—Expires August 31, 1961. Started July 18, 1961. "Artia Summer Dividend." Open to dealers and distributors. Plan offers one free LP for every three purchased.

MK & SUPRAPHON—Expires August 31, 1961. Started July 18, 1961. "Summer Dividend." Open to dealers and distributors. Plan offers one LP free for every six purchased.

ATLANTIC-ATCO—Expires August 31, 1961. Started June 26, 1961. "Summer LP Sales Incentive Program." Available through distributors, the label offers a 15 per cent discount on the entire LP catalogs of both labels, including new LP releases. See page 3, June 26 issue, for details.

CANDID—Extended through August 31, 1961. Started June 27, 1961. "Summer Jazz Star Program." Distributors receive three free LP's for every twenty purchased. Program applies to five new releases as well as entire catalog.

KING—Extended through August 31, 1961. Started May 18, 1961. Special consumer plan. Two regular priced LP's for the price of one. Dealer makes normal mark-up. Program covers 16 specified LP's. See page 5, May 29 issue, for details.

KING—Expires August 31, 1961. Started August 1, 1961. Dealer Restocking Plan. One LP free for every five purchased. Special dating plan for orders totaling \$75 or more. See page 3, August 7 issue, for details.

MERCURY—Expires August 31, 1961. Started July 15, 1961. "Summer Spectacular" sales plan. Buy six LP's, receive one free on all new releases; purchase five on selected C&W LP's and five EP's and receive one free; purchase five of EP's and LP's series and receive one free, and purchase 100 on Celebrity Series and receive 30 free. See page 4, July 17 issue, for details.

MGM—Expires August 31, 1961. Started July 15, 1961. Label is offering one album free for every five purchased. Plan covers complete catalog. Also, 100 per cent exchange privilege on the label's 50 best-selling LP's.

PARLIAMENT—Extended through August 31, 1961. Started June 19, 1961. One album free for every three purchased. See page 45, June 26 issue, for details.

RICHMOND-TELEFUNKEN—Expires August 31, 1961. Started July 1, 1961. A suggested 20 per cent discount offered to dealers through distributors. Program covers complete Richmond-Telefunken LP catalog including new releases.

VERVE—Extended through August 31, 1961. Started June 26, 1961. "Operation Early Bird." Dealers are offered one album free for every three purchased. Program covers entire catalog plus new releases. See page 3, June 26 issue, for details.

UNITED ARTISTS—Expires September 1, 1961. Started July 1, 1961. "Carnival of Stars." Two parts: Special deferred payment sales program offered to distributors whereby they receive five free copies of an LP when they purchase 25 copies of the same package. Program covers all new UA and Ultra Audio product, plus entire Ultra Audio catalog. Sales incentive plan on "Album of the Month" offers distributors two albums of the month free for every 10 purchased. Distributors must pass identical benefits to dealers. See pages 6 and 8, July 3 issue, for details.

DECCA—Expires September 15, 1961. Started July 19, 1961. On a minimum order of any combination of LP's, EP's, Tape or the Vocalion line totaling \$100, the dealer is allowed a 10 per cent discount on the total purchase. Chain stores are also eligible. See page 3, July 31 issue, for details.

TIME—Expires September 15, 1961. Started August 1, 1961. Entire Time Records series 2000 catalog available on a buy-four-get-one-free basis. Plan includes new releases.

COLUMBIA—Expires September 16, 1961. Started July 10, 1961. Ten per cent discount on new LP releases in addition to complete catalog. See page 1, July 31 issue, for details.

EPIC—Expires September 16, 1961. Started July 10, 1961. "Fall Merchandising Plan." Fifteen per cent discount on all new LP releases for August and September, plus the catalog. See page 1, current issue, for details.

LIBERTY—Expires September 22, 1961. Started August 1, 1961. Label is offering 10 per cent discount on entire catalog, plus new releases on all LP's except The Chipmunks. See page 3, July 24 issue, for details.

WARNER BROS.—Expires September 22, 1961. Started July 24, 1961. Label is offering a 15 per cent bonus to dealers covering new releases and catalog. See page 3, July 31 issue, for details.

ROULETTE—Expires September 24, 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.

KAPP-MEDALLION—Expires September 30, 1961. Started August 1, 1961. Ten per cent discount on all Kapp new releases plus catalog; 15 per cent discount on all Medallion new releases plus catalog. See page 2, July 31 issue, for details.

MONITOR—Expires September 30, 1961. Started August 1, 1961. Ten per cent bonus on all MF, MC and MR series. Additional 10 per cent discount on MC series.

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.

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.

AUDIO FIDELITY—No expiration date. Started August 1, 1961. One free album for every five purchased on entire catalog, all series included.

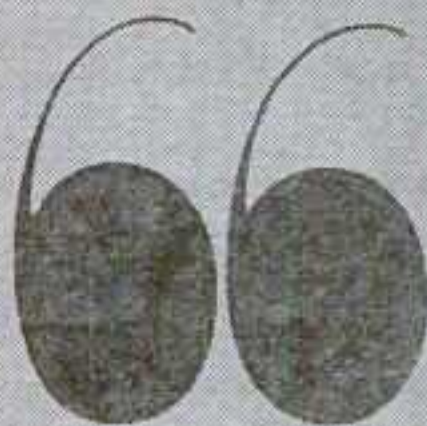
INDIGO—No expiration date. Started July 10, 1961. Entire LP catalog is offered on a two-free-for-every-10-purchased plan.

RIVERSIDE—No expiration date. Started February 6, 1961. Dealers buying the Riverside Pre-Pak, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

TIME—No expiration date. Started April 1, 1961. Dealer is offered one LP free for every six purchased. Program covers complete catalog.

MONITOR—No expiration date. Started June 19, 1961. Three 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.

KANDY—No expiration date. Started July 17, 1961. Label is offering seven LP's for price of six. Applies to Johnson's "Organ With a Beat" series. Same type of deal offered on singles.




F50-2 **LIVING STEREO**
 Original Sound Track Recorded in Italy **RCA VICTOR**
INTERNATIONAL

Nino Rota's hypnotic score of a tragic Odyssey. The earthy saga—fervent hopes, crushing failures and lust-raw experiences—of an Italian "Grapes of Wrath." Winner of twenty-two major Film Festival Awards.

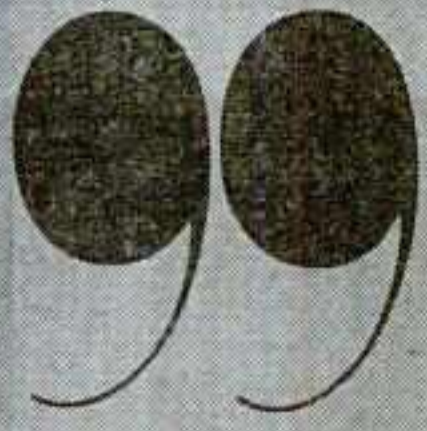
ASTOR PICTURES presents Luchino Visconti's

ROCCO AND HIS BROTHERS



F50-1 **LIVING STEREO**
 Original Sound-track Recording **RCA VICTOR**
INTERNATIONAL
 Federico Fellini
LA DOLCE VITA
 Music by Nino Rota.

The 'sweet life' of Roman Café Society... Haunting, seductive music from a prize-winning, shocking film masterpiece... Damned and praised in Italy, England, France, Japan, now sweeping America.

They speak for themselves

(With an intriguing Italian accent!)

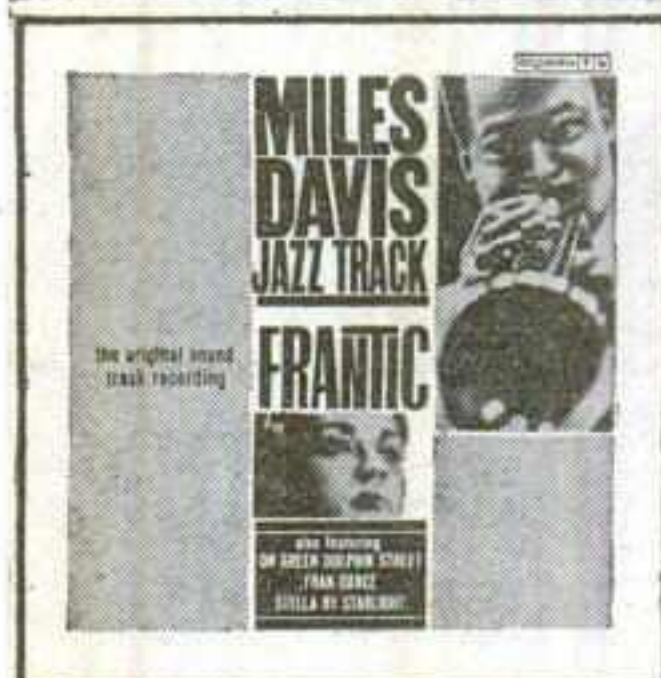
Now...listen to original sound tracks from two of the most widely acclaimed Italian films of the century! Just released: Rocco and His Brothers—order now! In Living Stereo or Monaural Hi-Fi, only on...

RCA VICTOR
INTERNATIONAL 

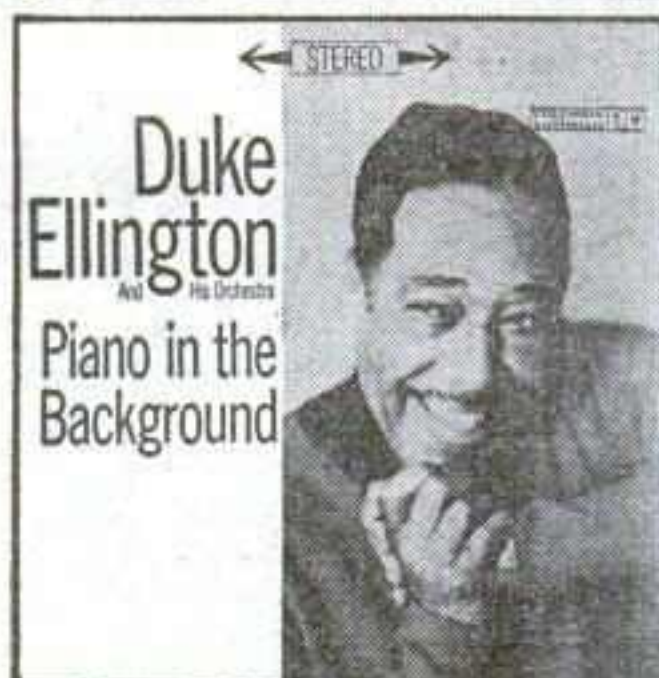
IN THE JAZZ SPOTLIGHT!

COLUMBIA

The most in entertainment...The swinging best in sales!



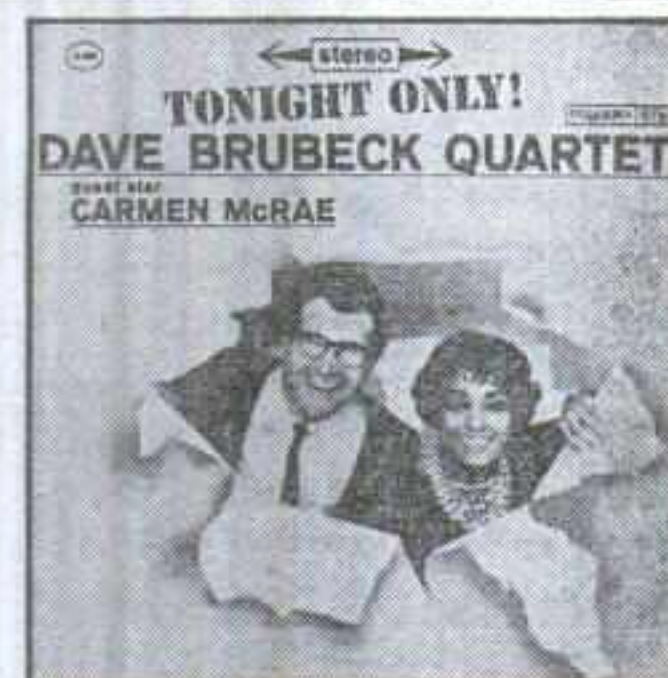
CL 1268*



CS 8346/CL 1546*



CS 8310/CL 1510*



CS 8409/CL 1609*



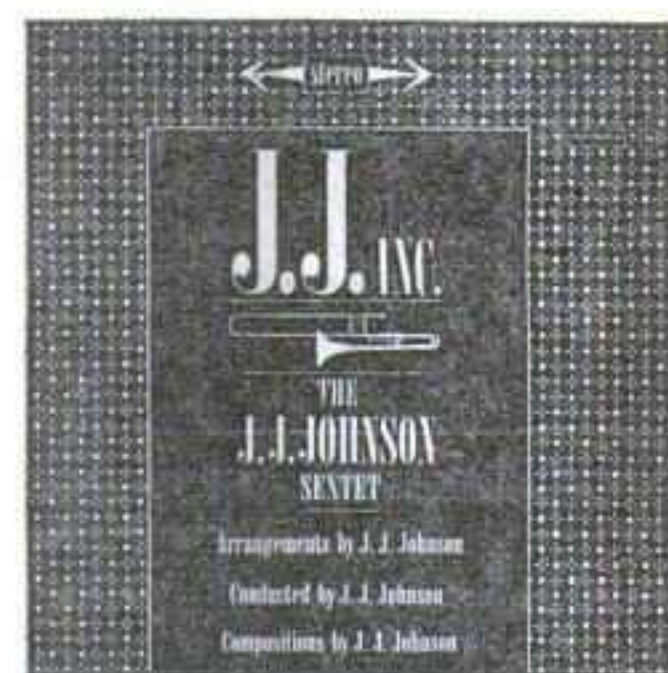
CS 8434/CL 1634*



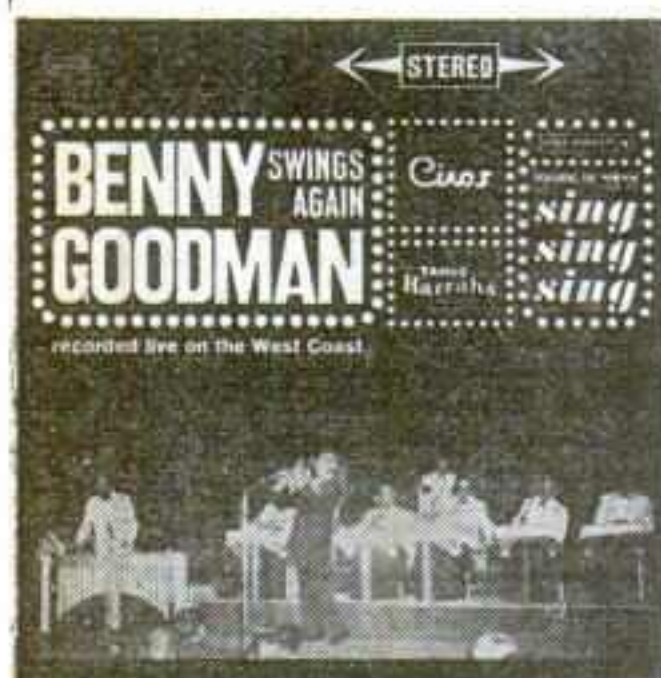
CS 8419/CL 1619*



CS 8418/CL 1618*



CS 8406/CL 1606*



CS 8379/CL 1579*



CS 8383/CL 1583*



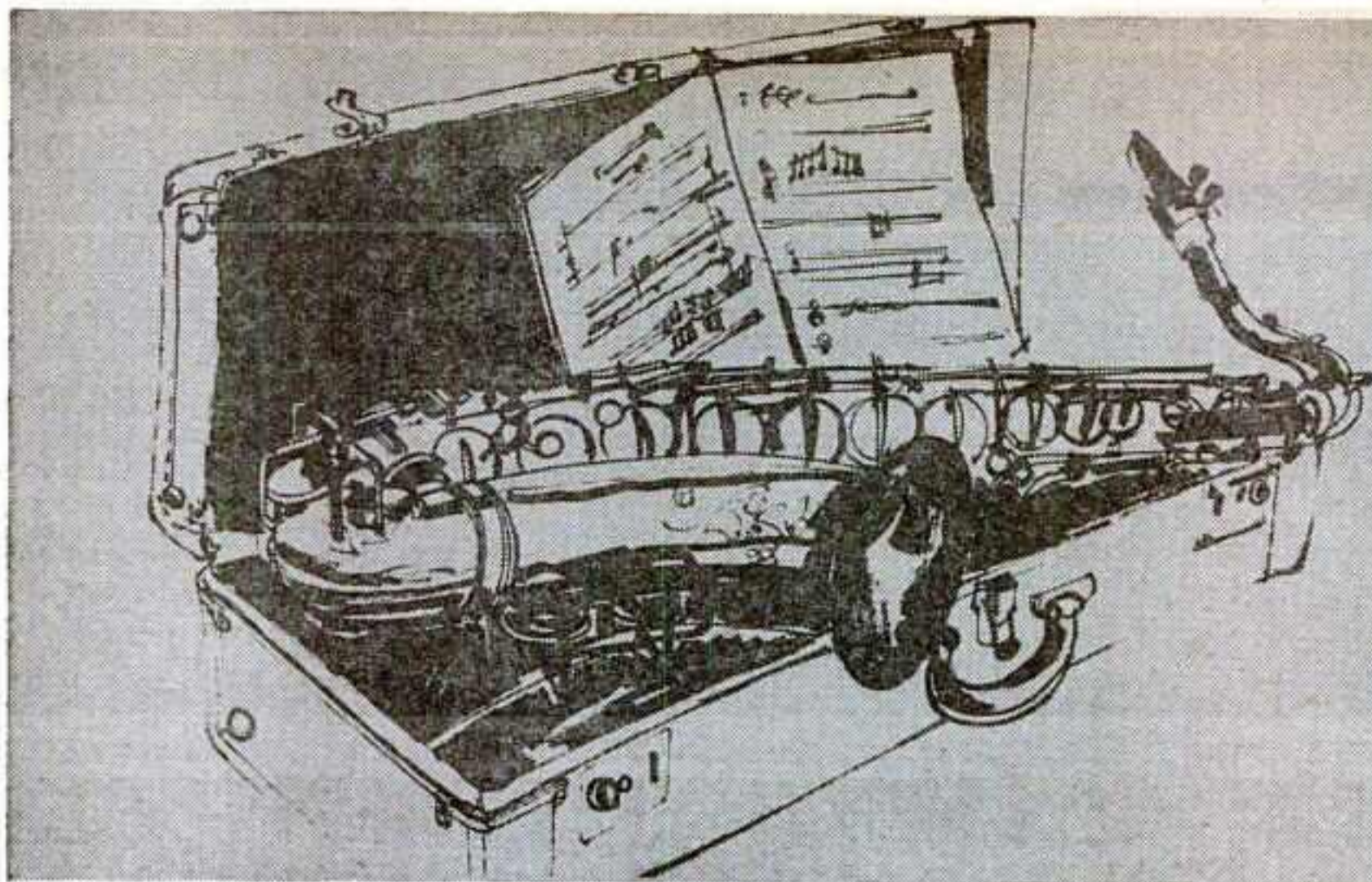
CS 8410/CL 1610*



CS 8433/CL 1633*

*Monaural Your Columbia representative can fill you in on our complete catalog of jazz greats. Call him today!

...and many, many more. COLUMBIA RECORDS



SPOTLIGHT ON JAZZ 1961

BILLBOARD
MUSIC WEEK

BEST SELLING JAZZ LP'S IN TOP MARKETS

Here is a list of the current Best-Selling Jazz LP's as reported by dealers in the following large cities: New York & Newark, Chicago, Los Angeles, Baltimore and Washington, D. C., Philadelphia, Pittsburgh, St. Louis, Cleveland, Detroit, San Francisco, Cincinnati and Miami.

1. **EXODUS TO JAZZ**, Eddie Harris, Vee Jay 3016
2. **TIME OUT**, Dave Brubeck Quartet, Columbia CL 1397
3. **GENIUS PLUS SOUL EQUALS JAZZ**, Ray Charles, Impulse A-2
4. **DRUMS OF PASSION**, Olatunji, Columbia CL 1412
5. **JUG**, Gene Ammons, Prestige PR 7192
6. **AFRICAN WALTZ**, Cannonball Adderley, Riverside RLP 377
7. **AT LAST**, Etta James, Argo LP 4003
8. **AL HIRT—SWINGIN' DIXIE**, Audio Fidelity AF 5927
9. **SIN AND SOUL**, Oscar Brown Jr., Columbia CL 1577
10. **STEAMIN'**, Miles Davis Quintet, Prestige 7200
11. **SERMON**, Jimmy Smith, Blue Note BL 4011
12. **BOSS TENOR**, Gene Ammons, Prestige PR 7180
13. **LITTLE GIRL BLUE**, Nina Simone, Bethlehem BCP 6028
14. **BAGS AND TRANE**, Milt Jackson & John Coltrane, Atlantic 1368
15. **I'M GLAD THERE IS YOU**, Gloria Lynne, Everest BR 5126

SWINGERS

Mulligan, Evans Cop Critics' Poll

By BOB ROLONTZ

The Gerry Mulligan Concert Jazz Band won Billboard Music Week's Jazz Critics Poll for the Best Band LP of the 1960-1961 season with its Verve album "Gerry Mulligan at the Village Vanguard." Pianist Bill Evans won the Jazz Critics Best Piano LP poll with his Riverside recording of "Explorations."

Both of these artists swept their divisions of the poll, with the Mulligan band waxing receiving twice as many votes as runner-up Duke Ellington with his Columbia record of "Suite Thursday." The Evans LP received three times as many votes as runner-up Erroll Garner's first ABC-Paramount release "Dreamstreet." Gil Evans and his ork finished in third place in the band poll with his Impulse disk "Out of the Cool."

As expected, the Modern Jazz Quartet snagged the Best Small Combo LP with its two-record set on Atlantic, "European Concert." The MJQ received three times as many votes as the second choice in this division, Johnny Hodges' "Blues Aplenty" on Verve. Miles Davis won out over a split field for Best LP Featuring Instrumentalist with his recording on Columbia issued late last year, "Sketches of Spain" with the Gil Evans Ork.

But close behind Davis were John Coltrane with his Atlantic recording "My Favorite Things," Art Farmer with his Argo LP "Art," and Dizzy Gillespie's "Gillespiana" on Verve. Coltrane, who had a lot of records out during the past year, also received scattered votes in the Small Combo division for his "Giant Steps" as well as his "My Favorite Things" album, and received a few votes as well for his "Coltrane Jazz" LP in the instrumentalist section.

Torme Swings

Mel Torme won the Best Male Jazz Singer poll for his swinging album called "Mel Torme Swings Shubert Alley" on Verve. Torme won out over two blues singers, one the late Bill Broonzy on the same label, whose five LP set received high critical acclaim last year, and Muddy Waters' Newport concert, which was recorded the day after the riots at the Festival in 1960.

The jazz critics were unable to make up their minds as to which girl jazz singer had the best recording during the 1960-1961 season. Some of the critics left the line blank, and those who did fill it in nominated a total of 12 different recordings. Singers LP's nominated included Ella Fitzgerald, (Continued on page 24)

Hot Pop Chart Performance Reveals Glowing Jazz Growth

By JACK MAHER

Not since the golden era of the big bands—the late '30's and during the '40's—has jazz been as potent a factor to the money-making potential of the recording industry as it is today. The consistently rising sales figures of a vigorous group of independent labels, along with the jazz wings of some majors and bigger indies, has led the recording business as a whole to take a long and candid look at the jazz scene.

The consistent, although not always startling, success of jazz artists and their music has prompted virtually every important label, both major and indie, to form a jazz subsid. On the other hand, it has recently brought at least two strictly jazz firms to form pop departments.

Jazz, which was once considered the special property of a group of musical cultists or "fiends," now seems to have reached a position of high respectability and growing popularity. So much so, in fact, that no less than four jazz-inspired sides have tallied on the BMW "Hot 100" singles chart since the beginning of the year.

Eddie Harris' tenor sax instru-

mental "Exodus in Jazz," a reading of the movie theme on Vee Jay, and Cannonball Adderley's "African Waltz" were two of the jazz sides that scored. Their achievement is notable because the two artists had never before appeared on any sort of pop listing. In addition, Ray Charles' "One Mint Julip" on the ABC-Paramount Impulse subsid was an instrumental very much in the jazz vein. The latest jazz-oriented instrumental is "Water Boy" by Don Shirley. This is currently climbing the "Hot 100."

Recognizing that the traditional barriers between the pop and the jazz formats are rapidly disappearing, two labels which have heretofore produced nothing but jazz have initiated pop banners. These are Prestige and Riverside. Prestige, which had pop chart items with singer Etta Jones, calls its new subsid Tru-Sound, while the Riverside entry is Pop-Side. Both have or will introduce singles and LP's slanted toward popular music taste.

When the pop sales power of (Continued on page 24)

CRITICS' CHOICE

BEST JAZZ LP'S — July 1960 through July 1961
As Selected by the Country's Leading Jazz Critics

BEST BAND LP

1. **GERRY MULLIGAN AT THE VILLAGE VANGUARD**—Verve 8396
2. **SUITE THURSDAY**—Duke Ellington Ork—Columbia CL 1597
3. **OUT OF THE COOL**—Gil Evans Ork—Impulse 4

BEST SMALL COMBO LP

1. **EUROPEAN CONCERT**—Modern Jazz Quartet—Atlantic 2-603
2. **BLUES APLENTY**—Johnny Hodges Combo—Verve MGV 8358

BEST LP FEATURING INSTRUMENTALIST

1. **SKETCHES OF SPAIN**—Miles Davis/Gil Evans Ork—Columbia CS 8271
2. **MY FAVORITE THINGS**—John Coltrane—Atlantic 1361 (Tie)
ART—Art Farmer—Argo 678 (Tie)
GILLESPIANA—Dizzy Gillespie—Verve V 8394 (Tie)

BEST PIANO LP

1. **EXPLORATIONS**—Bill Evans—Riverside 351
2. **DREAMSTREET**—Erroll Garner—ABC-Paramount 365

BEST MALE JAZZ SINGER LP

1. **MEL TORME SWINGS SHUBERT ALLEY**—Verve MGV 2132
2. **THE BILL BROONZY STORY**—Verve 3000-5
3. **MUDDY WATERS AT NEWPORT**—Chess 1449

BEST FEMALE JAZZ SINGER LP

No Winner In This Category.

BEST VOCAL GROUP LP

1. **LAMBERT, HENDRICKS AND ROSS SING ELLINGTON**—Columbia CL 1510
2. **THE DOUBLE SIX OF PARIS**—Capitol ST 10259.

JAZZ CRITICS

The jazz critics who contributed to Billboard Music Week's "Critics' Choice" LP poll include: **Gene Lees**, former editor of Down Beat; **Burt Korall**, jazz critic and BMI executive; **Martin Williams**, free-lance jazz critic and author; **Ira Gitler**, free-lance jazz critic and reviewer; **John Tynan**, West Coast editor of Down Beat; **Don Nelson**, jazz critic for The New York Daily News; **Don Gold**, music editor, Show Business Illustrated; **Dan Morgenstern**, Metronome magazine; **Stanley Dance**, free-lance jazz critic and author; **Nesuhi Ertegun**, jazz lecturer and jazz a.&r. chief at Atlantic Records; **John S. Wilson**, jazz critic for The New York Times; **Jack Tracey**, jazz a.&r. chief for Mercury Records; **Ralph Gleason**, jazz critic for The San Francisco Chronicle and syndicated jazz columnist; **Dom Cerulli**, free-lance jazz critic; **Nat Hentoff**, free-lance jazz critic and reviewer, staff member of The New Yorker; **Leonard Feather**, free-lance jazz critic and author.

Jazz Blows Hot on AM Air

By JUNE BUNDY

NEW YORK—Jazz record programming—long a staple in the FM broadcasting field—is moving into AM radio on an increasingly larger scale these days. Jazz artists are making the pop disk charts (Cannonball Adderley, Eddie Harris, etc.) with increasing frequency. At the same time, stepped-up activity in stereo broadcasting has given jazz wax (much of which is particularly effective for stereo airing) additional appeal for both AM and FM deejays and program directors.

One of the most interesting examples of AM jazz programming is that of WLIB, New York, which moved into the jazz area June 26

of this year when jazz pianist Billy Taylor became music co-ordinator for the outlet. Taylor, who heretofore emceed a weekly Saturday jazz show, now pilots a jazz program Mondays through Fridays, from 5 p.m. until sign-off for a total of 25 hours a week.

Taylor also supervises the programming of "quality jazz" throughout other segments of WLIB's broadcasting day. According to General Manager Harry Novik, WLIB is the only AM station in the New York area currently featuring jazz ("not rhythm and blues or rock and roll, but jazz") on a full-time basis.

Taylor, who utilizes his own extensive library of jazz disks on the

show, plays approximately 36 different tracks during each program. He rarely plays one LP in its entirety. His format varies widely, and usually features a specific theme.

For example, he has presented "With Strings Attached," devoted to jazz-with-strings selections; "Critics' Choice," wherein he reads reviews of new releases, plays the disk and follows with his own opinion—"often quite divergent." "Jazz Trends" features the latest in jazz—"Third Stream" is an example; others are "Old, New, Borrowed and Blue"; "Top and Bottom Brass"; "Reap the Wildwinds"; "Piano Panorama"; "One for Fun," described as happy jazz; and "Jazz Closeup," devoted to the library, works and career of one jazz star.

Taylor declined to name his "favorite" jazz disk—opining it is a "matter of mood." However, he did indicate a preference for packages recorded "live" during concert dates or nitery performances, such as the "Jazz at Newport" series.

The deejay-pianist said that his audience is "a literate group," many of whom call or write to ask questions about technical aspects of jazz recording. He tries to answer as many of these queries on the air as possible.

Taylor visualizes the "ideal jazz group" as follows: Dizzy Gillespie, trumpet; Cannonball Adderley, alto; John Coltrane, tenor; Art Blakey, drums; Ray Brown, bass; Wes Montgomery, guitar; Milt Jackson, vibes; female singer, Ella Fitzgerald.

Another AM station putting heavy emphasis on jazz programming is WKPA, New Kensington, Pa., which airs about 40 hours of jazz each week. Station breaks, promos and all other advertising media carry the slogan, "The Sound of Jazz Begins at WKPA."

Jim Gray and Phil Brooks are the station's leading jazz jockeys. Some of the outstanding features of Brooks' "House of Jazz" show on Sunday afternoons (2-6 p.m.) have been an open-line segment where the listener is invited to call in and discuss various aspects of the jazz scene; an audience request day; and live interviews with jazz stars.

Brooks, also WKPA's program director, commented: "We believe that WKPA is proof that an AM station can successfully program jazz as an integral part of its station policy in spite of the taboo that seems to surround this area of music. Jazz on WKPA is not a gimmick, it is rather a genuine desire to reach a long neglected audience and a dedicated effort to expose jazz as a great art. It is the only musical art form indigenous to America and should be treated as such."

Dealers Find Jazz Swings Solid Sales

By REN GREVATT

NEW YORK—Jazz is becoming an increasingly important facet of the independent record store business, according to a sampling of dealer opinion recently taken by Billboard Music Week. The very nature of jazz, a specialized commodity demanding specialized treatment, even as the classical field, has tended to hold customers for stores stocking jazz product.

Talking Point

Jazz, to be sold with the most telling effect on the cash register, according to jazz label chiefs, requires knowledgeability of product and artist. And one of the essentials of jazz selling requires someone for the jazz buyer to talk to, something that can best be given by the alert record dealer, or his clerks. Jazz buyers over the years have tended to identify themselves with one store and its proprietor. They like to spend time talking about records and performers and to use the store as a sort of hang-out. If a store owner is willing to go along with these idiosyncrasies of the traditional kind of jazz fan and buyer, the dealer's conversa-

tional time can be expected to be rewarded with increasing sales, claim jazz labels.

Generates Traffic

Catering to jazz fans, and for that matter, buyers of other specialized forms of product, can pay off, in the long run, with increased sales of many categories of albums, because of the traffic-generation factor of the specialized lines, say traders.

A downtown Newark, N. J., store, Park Records, operated by Joe Schulman, now does more than 20 per cent of its total volume in jazz. Reporting: "Jazz is a strong part of my business." Schulman adds, "I devote at least 25 per cent of my wall space to displaying jazz material. We have also gone all-out on 'Dream Street,' the new Erroll Garner album on Octave and ABC-Paramount. We like Garner's stand on keeping his albums out of record clubs, so we're willing to go a long way with him. We even have promoted his new album in the announcement ads on our new store."

Schulman says his best current

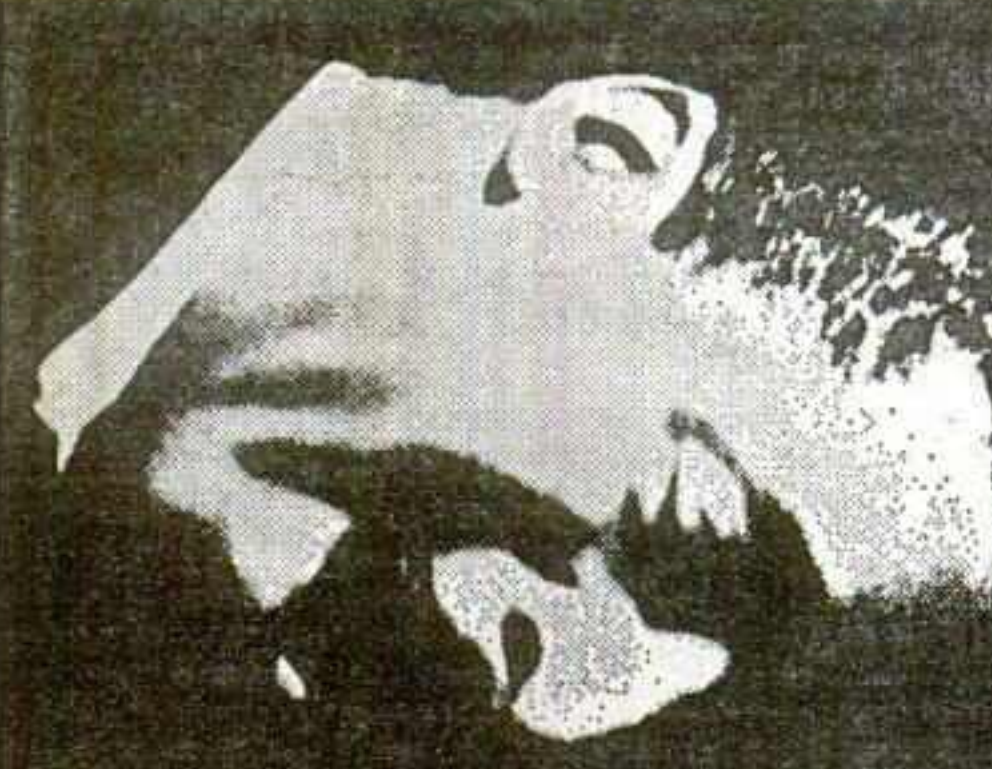
(Continued on page 24)

JAZZ SPOTLIGHTS

This is a complete listing of jazz albums selected as Spotlights by the Billboard Reviewing Panel for their strong commercial appeal. These LP's were issued from January through July 1961.



TITLE	ARTIST	LABEL
TOO MUCH—	Ann Richards and the Stan Kenton Ork.	Capitol ST 1495
AN EVENING AT HOME WITH THE BIRD—	Charlie Parker	Savoy MG 12152
PAUL DESMOND AND FRIENDS	Warner Bros.	W 1356
LUSH LIFE—	John Coltrane	Prestige 7188
THE BALLAD ARTISTRY OF MILT JACKSON	Atlantic	1342
TIN ROOF BLUES, VOL. 2—	New Orleans Rhythm Kings	Riverside 146
COLTRANE JAZZ—	John Coltrane	Atlantic 1354
BENNY GOODMAN SWINGS AGAIN	Columbia	CL 1579
PETE FOUNTAIN PRESENTS JACK SPERLING	Coral	CR 757341
SONG OF DRUM SUITE	RCA Victor	LSP 2312
WAITER, MAKE MINE BLUES—	Anita O'Day	Verve MGV 2145
STAN GETZ AT LARGE	Verve	MGV 8393-2
ART—	Art Farmer	Argo LP 678
THE GREATEST HORN IN THE WORLD—	Al Hirt	RCA Victor LPM 2366
THE MODERN JAZZ QUARTET AND ORCHESTRA	Atlantic	1359
EUROPEAN TOUR—	The Modern Jazz Quartet	Atlantic 2-603
JAZZ POLL WINNERS—	Various Artists	Columbia CL 1610
MAYNARD '61—	Maynard Ferguson Ork.	Roulette R 52064
THIS IS OUR MUSIC—	Ornette Coleman Quartet	Atlantic 1353
MY FAVORITE THINGS—	John Coltrane	Atlantic 1361
EVOLUTION OF THE BLUES SONG	Jon Hendricks	Columbia CL 1583
DO-RE-MI—	June Christy-Bob Cooper Combo	Capitol ST 1586
PETE FOUNTAIN ON TOUR	Coral	CRL 757357
DOUBLE EXPOSURE—	Chris Connor-Maynard Ferguson Ork.	Atlantic 8049
GERRY MULLIGAN AT THE VILLAGE VANGUARD	Verve	V 8396
THE KINGDOM OF SWING—	Benny Goodman Ork.	RCA Victor LPM 2247
THE BIX BEIDERBECKE LEGEND	RCA Victor	LPM 2323
GILLESPIANA—	Dizzy Gillespie Ork.	Verve V 8394
BECHET	Riverside	RLP 149
THE COMPLEAT MUSICIAN—	Bobby Scott	Atlantic 1341
THE MOST, VOL. 2—	Various Artists	Roulette R 52062
TWO'S COMPANY—	Chris Connor-Maynard Ferguson Ork.	Roulette R 52068
NEW ORLEANS—	THE LIVING LEGEND	Riverside 9356-9357
US THREE—	Horace Parlan	Blue Note 4037
DREAMSTREET—	Erroll Garner	ABC-Paramount 365
REJOICE—	Red Mitchell	Pacific Jazz PJ 22
LIVE AND DIRECT—	Cal Tjader Quintet	Fantasy 3315
JAZZ IMMORTAL SERIES, VOL. 2—	Lester Young	Savoy NG 12155
A JAZZ PORTRAIT OF FRANK SINATRA—	Oscar Peterson Trio	Verve MGV 8334
AFRICAN WALTZ—	Cannonball Adderley Ork.	Riverside RLP 377
TONIGHT ONLY—	Dave Brubeck Quartet-Carmen McRae	Columbia CL 1609
ZUNGO: AFRO-PERCUSSION—	Olatunji	Columbia CL 1634
"BIRD" IS FREE—	Charlie Parker	Charlie Parker PLP 401
BACKWATER BLUES—	James P. Johnson	Riverside RLP 151
KID ORY! FAVORITES!	Good Time Jazz	M 12041-2
CON ALMA—	Ray Bryant Trio	Columbia CS 8433
DJANGOLGY—	Django Reinhardt and the Quintet of the Hot Club of France	RCA Victor LPM 2319
ELLA FITZGERALD SINGS THE HAROLD ARLEN SONGBOOK	Verve	V 4046-2
STEAMIN' WITH THE MILES DAVIS QUINTET	Prestige	7200
BAGS AND TRANE—	Milt Jackson and John Coltrane	Atlantic 1368
SOMETHIN' SANCTIFIED—	Slide Hampton Octet	Atlantic 1362



ERROLL GARNER

"DREAMSTREET" an all NEW album

THE MOST EXCITING PERFORMANCE BY THE WORLD ACCLAIMED PIANIST-COMPOSER AVAILABLE EXCLUSIVELY THRU RECORD DEALERS

KILNE RECORDS
A Product of OCTAVE RECORDS, Inc.

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THE BEST JAZZ IS ON ATLANTIC BECAUSE ATLANTIC HAS THE GREATEST NAMES IN JAZZ!



ATLANTIC'S CURRENT BEST-SELLING JAZZ LP's

RAY CHARLES

The Genius After Hours 1369
The Genius of Ray Charles 1312
Ray Charles in Person 8039

THE MODERN JAZZ QUARTET

The MJQ and Orchestra 1359
European Concert 2-603
Third Stream Music 1345

JOHN COLTRANE

My Favorite Things 1361
Coltrane Jazz 1354
Giant Steps 1311

CHRIS CONNOR

Double Exposure (with Maynard Ferguson) 8049
Portrait of Chris 8046

JOHN LEWIS

Original Sin 1370
The Golden Striker 1334

MILT JACKSON

Bags & Trane (with John Coltrane) 1368
Bean Bags (with Coleman Hawkins) 1316

ORNETTE COLEMAN

This Is Our Music 1353
Change of the Century 1327

HERBIE MANN

The Common Ground 1343

DAVE "FATHEAD" NEWMAN

Straight Ahead 1366

SLIDE HAMPTON

Somethin' Sanctified 1362

LEO WRIGHT

Blues Shout 1359

WILBUR de PARIS

On the Riviera 1363

HANK CRAWFORD

More Soul 1356

LURLEAN HUNTER

Blue & Sentimental 1344

PHILLY JOE JONES

Philly Joe's Beat 1340

**Dealers: Don't Forget! Atlantic's Summer LP Plan Ends August 31.
See Your Distributor for Special Displays and Sales Aids.**

*Thanks to the nation's Disk Jockeys,
Program Directors and Librarians for
your tremendous support—
Ray*

he put the soul into jazz

he put the sell into jazz

ray charles

PERSONAL MANAGEMENT: JEFF BROWN

EXCLUSIVELY: ABC PARAMOUNT

BOOKINGS: SHAW ARTISTS CORP.

CURRENT SMASH ALBUMS

GENIUS PLUS SOUL EQUALS JAZZImpulse #A-2

DEDICATED TO YOUABC Paramount #355

GENIUS HITS THE ROADABC Paramount #335

RAY CHARLES / BETTY CARTER ..ABC Paramount #385

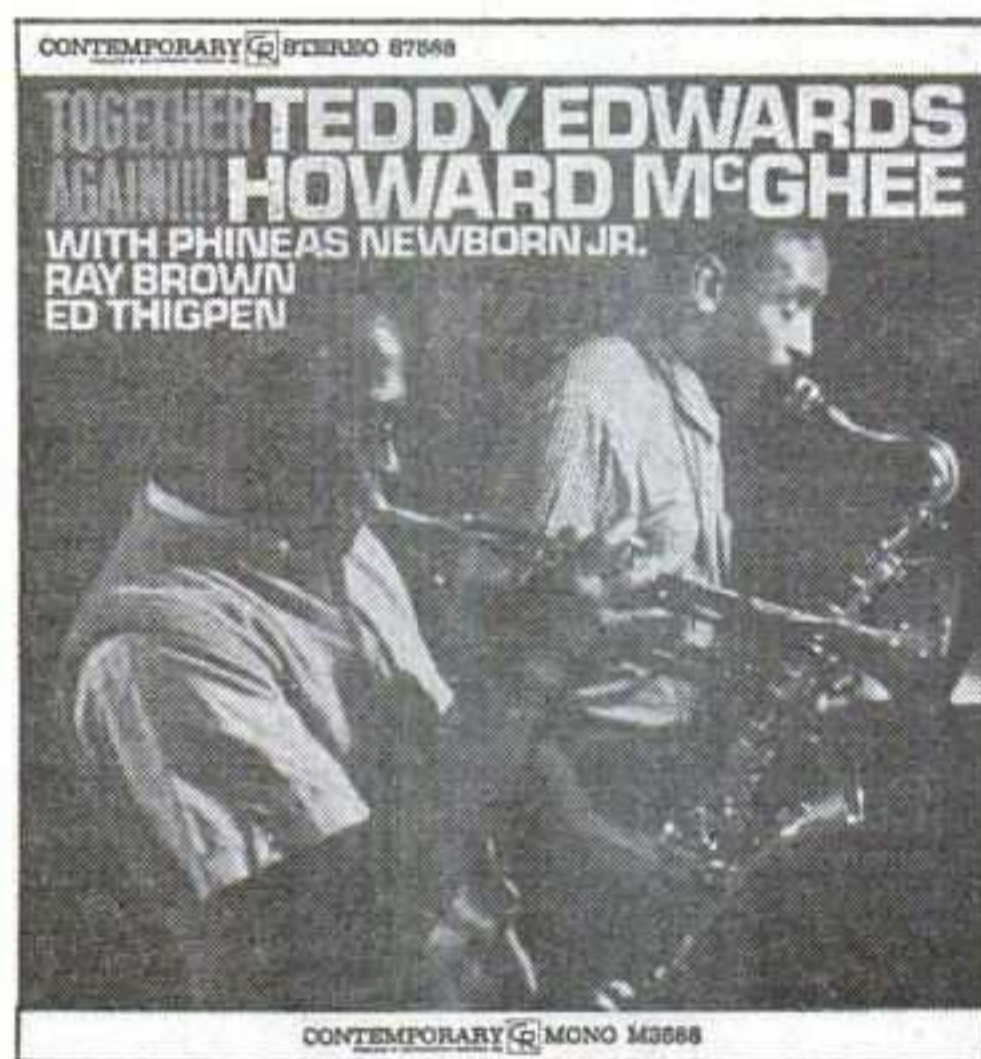


Things are swinging at Contemporary

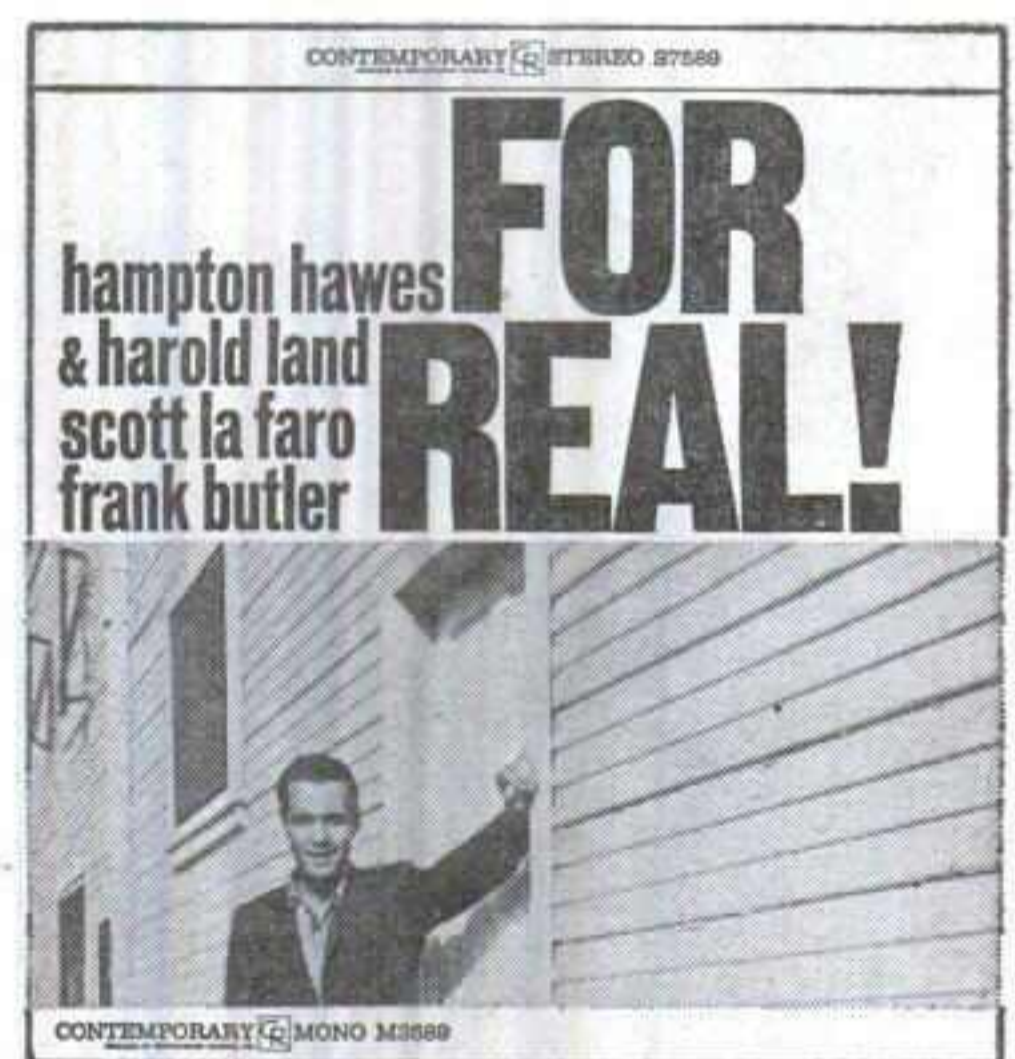
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Stability, Growth Are Key to Jazz

By **LEE ZHITO**

HOLLYWOOD—The jazz facet of the record industry is strong and stable, its product is the most durable in the business, and its sales are ever increasing. That's the jazz market as seen from the Coast vantage point by several manufacturers whose labels specialize in the field.

Les Koenig, president of the Contemporary and Good Time Jazz labels, feels that the solidity of the jazz disk business is firmly founded in the last quality of the recordings themselves. "The dealer who stocks good jazz, can't get hurt," according to Koenig, "because it is the least perishable of all records." To prove this claim, Koenig points to the Bunny Berigan, Bix Beiderbecke, and Louis Armstrong sides "made as far back as 1917, are still being re-issued and sold around the world by RCA Victor.

Victor Proves

"Victor has proved it with its sales of its Original Dixieland Jazz Band records," Koenig says. As another case in point, Koenig himself is proving the durability of jazz with his own line: "We are still marketing the Lou Waters records we made in 1941, and the Firehouse Five records we made in 1949 are still among our strongest sellers." As further evidence of the unique, lasting quality of jazz,

Koenig points to Contemporary's jazz version of "My Fair Lady," recorded August 17, 1956. "We are now celebrating its fifth anniversary, but it still remains among the best selling jazz albums around the country."

Koenig is quick to admit that jazz is a comparatively small market, but the dealer who knows what he's buying can be assured that his stock will never become out-dated. When it comes to longevity, Koenig insists that jazz records even surpass classical records in market durability. In classical, he says, the composition is always more important than the artist. Yesterday's longhair release by a given artist becomes overshadowed on today's market by another artist's recording of the same work. The exceptions are rare, says Koenig, when the same classical recordings remain on the market.

Longevity

Koenig says he bears this in mind when his label makes its recordings. It doesn't expect heavy immediate sales as one would in pop, but looks upon his recording investment as one that will continue to reap returns in the years to come. But purist Koenig has one word of caution for dealers stocking jazz product: "They should stick to honest jazz, and be careful when it comes to the fads, for like any, pseudo-jazz is short lived."

Dick Bock, president of World Pacific Records, finds that the jazz market is ever-increasing. From his vantage point he feels that the jazz record business has grown some 200 per cent since he entered it in 1952. Bock explains this in the market and its potential by pointing to the "broadening jazz spectrum." Jazz as a whole is bigger today, he feels, because it embraces a far wider range of music. On the upper lever he finds the sophisticated brand of jazz which almost spills over into the classical realm in its appeal. Between this and folk jazz is a far greater area of music, and this commands an equally broader market than jazz has ever known in the past, Bock contends.

The jazz market in general, Bock says, is far more stable than the pop, background music, or even the classical areas of the business. This he feels is due to the jazz field's uniquely loyal following, coupled with the fact that the jazz audience continues to grow. Recruits into the jazz collecting legions are coming from youngsters for the first time, according to Bock. He traces the evolution of the youthful jazz buyer as follows: the teen-ager is at first a rock and roll buyer. As he matures away from this, he graduates to rhythm and blues, from which he climbs aboard the straight jazz bandwagon. Many of them completely by-pass the straight pop music field, Bock claims.

Indicative of the growth of the jazz market is the fact that a number of jazz artists have been hitting the pop charts. This to Bock spells an ever-increasing audience for jazz, and its growing sales potential.

Jazz Growth

• Continued from page 17

such growing jazz artists as Adderley and Harris is tied to the established and consistent track records of performers like Ella Fitzgerald on Verve, Dave Brubeck and Miles Davis on Columbia, Erroll Garner on Am-Par, the Modern Jazz Quartet on Atlantic, Ahmad Jamal on Argo, Louis Armstrong and a myriad of others, it is easy to see that the jazz influence is definitely on the rise.

Dealers Find Jazz Swings Solid Sales

• Continued from page 18

sellers in the field are Ray Charles, Cannonball Adderley, the outstanding sounds of Ornette Coleman and the indefatigable Dave Brubeck. Among the best of the newcomers, he feels, are Olatunji on Columbia, and Mongo Santa Maria. The latter, a former conga man with Cal Tjader, is now out on his own on Fantasy. By the same token, Schulman says that in his store Miles Davis and the Modern Jazz Quartet are still good sellers, but not the really big movers they used to be.

Jazz Biz Up

Mickey Gensler, of the Spinning

Pitt Snares KNOB Jazz

HOLLYWOOD—Station KNOB here, the nation's first all-jazz outlet, is entering the program syndication field to make available its show originations to stations throughout the country. BMW learned last week. First station to take the KNOB service will be Pittsburgh's WAZZ which went to an all-jazz format six months ago.

Effective September 1, WAZZ will start broadcasting three hours daily of KNOB-originated fare. According to KNOB General Manager Alex (Sleepy) Stein, the amount of programming his station will supply the Pittsburgh FM outlet will be gradually increased to 10 hours daily. The shows will be furnished in their complete form (patter plus music) with the exception of commercials, which the subscribing station can cut in itself.

As part of the WAZZ deal, Stein said, KNOB is sending one of its disk jockeys, John Eastman, to the Pittsburgh station "on a loan-out basis for a six-month period to help them get organized." While Eastman is in Pittsburgh, he will take his shows there and send them back to KNOB, thereby retaining his Los Angeles area following. WAZZ, FM sister of Leonard Walk's station WAMO operation, will take two hours of Sleepy Stein's own show per day plus a daily hour of the Latin jazz show handled by one billed as El Dorado (Spanish for "The Sleepy One"). Other shows to follow will include such programs as "Jazz Goes to Church," "Jazz International," Ed Young's "Jazz for Housewives," among others.

The next station to take KNOB shows after WAZZ, Stein said, will be Detroit's station WIPE, an FM operation expected to be on the air within 60 days. The Motor City outlet is being launched by the same firm that owns KNOB. The local FM station will bicycle its programs to Pittsburgh, and then to Detroit.

Stein told BMW he is currently negotiating with a number of stations.
(Continued on page 52)

Mulligan & Evans

• Continued from page 17

Helen Humes, Sarah Vaughan, Carmen McRae, Nancy Wilson, Nancy Harrow, Anita O'Day, Etta Jones, Aretha Franklin, Dinah Washington, Ida Cox, and Chris Connor.

Nearly the same trouble developed in the Best Jazz Vocal Group LP division. Here the critics finally got together on the "Lambert, Hendricks and Ross Sing Ellington" Columbia LP, although there were votes for Jon Hendricks' Columbia recording, "Evolution of the Blues." But the runner-up was the French group, the Double Six of Paris, whose recording was issued on Capitol last spring.

Disc store in Yonkers, N. Y., reports increasing jazz business, "because we cater to a lot of kids. They are rock and roll fans first. Then when they reach their first year in college or at least out of high school, they suddenly seem to change into either jazz or classical buyers. We've catered to them right along and we find this pays, because no matter how their tastes change, they keep coming to us for the records.

"We get a lot of girls now buying jazz, something that's kind of new for us. But since girls have been the biggest buyers right along of pop stuff, it follows they would keep coming in for jazz, too. I feel jazz will be bigger and bigger for us, for these very reasons."

Ray Charles, Dave Brubeck and Cannonball Adderley are also at the top of the Spinning Disc sales list, with Gene Krupa named as a resurgent seller. "He's gotten very hot all of a sudden on Verve," says Gensler, "and I wish we could get a lot more of him." Gensler also mentions Mulligan, Coltrane, Ferguson, Monk, Davis, the Modern Jazz Quartet and Joe Williams as good, consistent sellers.

Stereo Helps

Another store says jazz has been aided greatly by the emergence of stereo. "Stereo adds much to the basically instrumental jazz sound," said the store buyer, "and it's showing up in our sales."

On another front, a buyer reports jazz stepping out, not only among the recent rock graduates, but among the super-stereo, component buffs as well. "Some of the wildest stereo sounds can be found on the jazz LP's and this is exposing a brand-new market of buyers to jazz. It's smart a.&r., thinking and it's helping our sales," the source said.

The phenomenon of the bigger selling jazz artists, like Ella Fitzgerald, Erroll Garner and Pete Fountain, moving into the broader pop field, is both praised and attacked by dealers. One reporting retailer feels that the bubbling over of some of these artists into pop sales has merely indicated a healthy state of the market and more interest among more buyers, thus building more traffic in retail locations. Others say that discounters simply take those pop-oriented performers, formerly considered pure jazz, and sell them to a fare-thee-well at discounts, thereby keeping good customers out of the store with the good jazz catalog.

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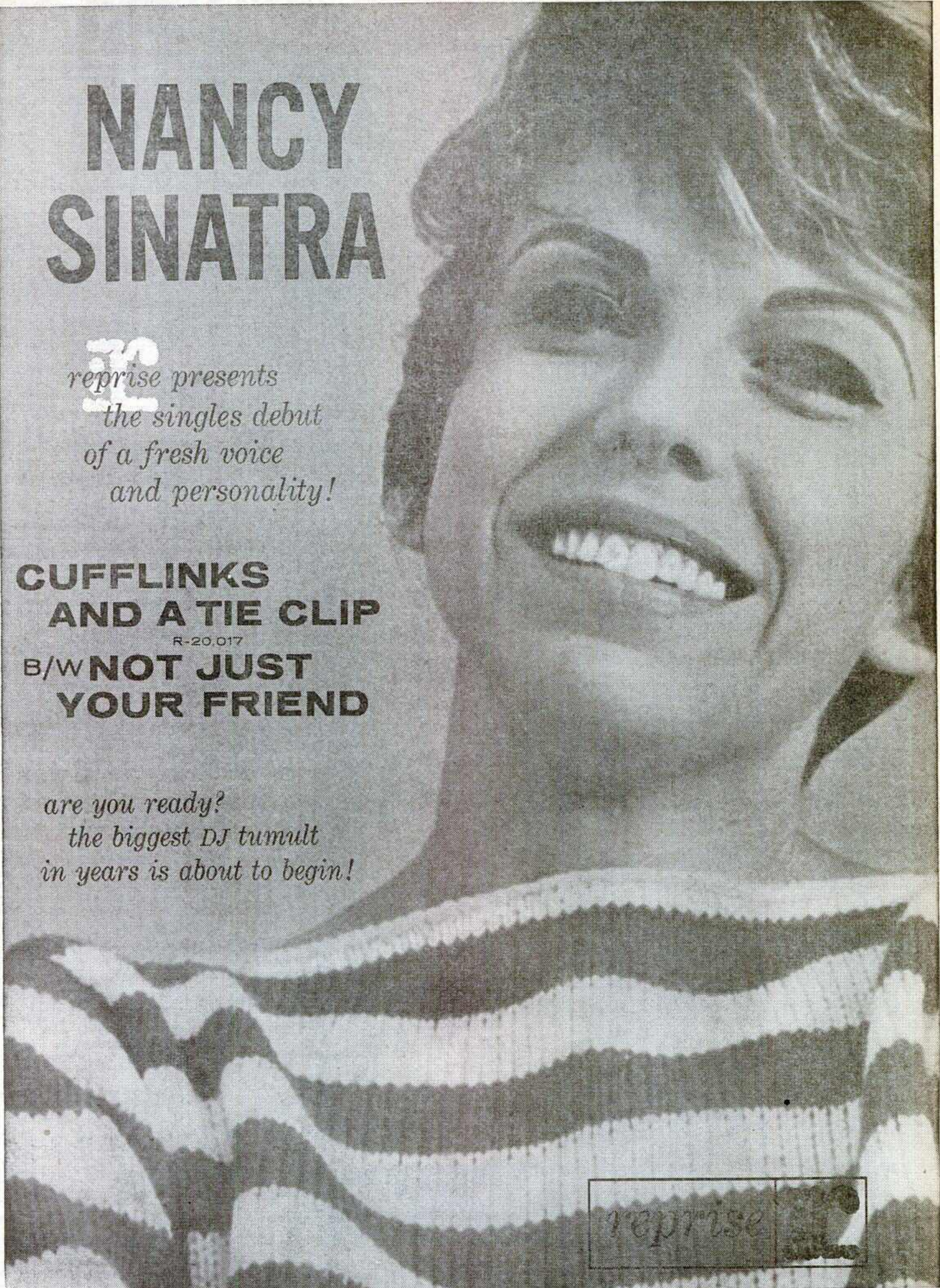
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GERMANY

DEALER JURY

Retailers Form Panel Picking Hot Disks for Polydor Label

By BRIGITTE KEEB
Music Editor, Automaten-Markt

Polydor has begun a new system in an attempt to get an early indication of which records show the strongest best-seller potential. The technique involves a quiz of record dealers. The dealers now get, along with their record shipments, a panel card on which they are requested to mark their opinion of the sales potential of new records. Dealers whose predictions prove most accurate are given awards of LP merchandise. Polydor has found that dealer participation is far greater than anticipated.

New Address

The Hamburg Sonet-Storyville Schallplatten-Gesellschaft, K. E. Knudsen and Company KG., previously located in the Metronome building at Oderfelder Strasse (Metronome formerly distributed Sonet and Storyville labels) have moved into new rooms at Heidenkampsweg 76 B. Press-advertising department chief is Heinz Lukas, who moved over to the firm recently from Deutsche Vogue, where he held the same position.

The Sonet label has signed Danish singer Gunnar Winkler

JAPAN

EMI, Capitol Execs Named For Toshiba

By J. FUKUNISHI
108 Kakinokizaka, Meguroku
Tokyo, Japan

Capitol Records' investment in Toshiba Records, reported here last week, is said to be \$57,200. Toshiba is an affiliate of EMI and Kapp. As a result of the deal, Warren Birckenhead of Capitol and George Bridge of EMI were appointed directors in Toshiba. By this tie-in, Toshiba acquired the rights to export international records pressed in Japan to South East Asian countries.

Disk Shorts

S. Muto, 70-year-old president of King Records, retired and was succeeded by the Young R. Machijiri... President Nanko of Teichiku Records, affiliate of American Decca, has returned to Japan after a month's business trip to the States. Decca has agreed to release Dodomba dance records cut by Teichiku artists in the U.S.A. and other areas. Dodomba is a sort of off-beat cha cha created in the Philippines and is very popular in the Far Eastern countries.

Nippon Columbia LP club members have reached 225,000, the largest in Japan. Questionnaire was sent out to each member to classify them into several categories of music: classic, jazz, mood, French chanson, tangos and Latin, etc.

Record Production

May record production as announced by Japan Phonograph and Record Association for Japanese records: 1,471,415 or \$1,145,455; International records: 991,688 or \$1,477,512; total 2,463,083 or \$2,622,967 (manufacturers' prices). Stereo production included in the above figures is Japanese: 48,074 or \$81,119; international: 213,562 or \$534,729; total 261,636 or \$615,848.

exclusively as a recording artist and also producer of pop repertoire for the firm. Winkler owns a publishing house in Copenhagen. He is starting with the newly released German song titles "Du liegst mir am Herzen" (You Are Lying at My Heart) and "Ti-Pi-Tin."

Publishing

Alfred Schacht, European director of the German Aberbach Publishing Organization, has given the title "Do What You Want" to Philips to be recorded by Danish songstress and film actress Vivi Bach, under the German title "Tu was du willst." The firm also has the rights for the soon to be released Johnny and The Hurri-

canes number, "Old Smokie," on Heliodor. The publishing house hopes for the success of a newly issued German version of Ben E. King's "Spanish Harlem," which won remarkable interest in the original here, now sung in German by French top star Dalida ("The Day the Rains Came") on Ariola with a German lyric by C. U. Blecher entitled "Der Joe hat mir das Herz gestohlen" (Joe Has Stolen My Heart).

Atrium Music Publishers, Hamburg, have the German rights to Billy Vaughn's "Blue Tomorrow," beginning to climb the charts here; so the flip of this instrumental
(Continued on page 54)

HONG KONG

Visit by EMI Overseas Chief Keys Far East Reorganization

By CARL MYATT

HONG KONG—EMI is in the process of reorganizing the structure of its Far Eastern group of companies. Shortly to visit Hong Kong is the deputy general manager of EMI's Overseas Division, Geoffrey Bridge, who is responsible for the Middle Eastern, Indian and Far Eastern area. He will be arriving here following conferences in Calcutta with J. E. George, supervisor for the EMI group in India, Burma and Ceylon, and N. P. Brodie, area manager for the Far East. Bridge will be visiting Bangkok, Singapore and Kuala Lumpur, Malaya, before coming here on August 21.

EMI's Far East Supervisory Office has been in existence since mid-April when Brodie arrived from Europe to take over. Since then, much time has been spent with reorganizing distribution arrangements in Singapore, Malaya and the Borneo Territories.

The Borneo Company, Ltd., has taken over the sales expansion program from the Gramophone Company, Ltd., of Singapore. EMI revealed here that after an initial promotion campaign in Malaya and Singapore at the end of April, sales for May and June have risen. A similar drive in North Borneo, Brunei and Sarawak is planned for September and October.

In Hong Kong, EMI still leads

BELGIUM

'Wheels' Rolls to New All-Time High

By JAN TORFS
Stuivenbergvaart 37, Mechelen

So far during 1961, "Wheels" by the String-A-Longs has broken all Belgian sales records. During 16 consecutive weeks, the record has topped the best-seller list and it seems likely to hold on a bit longer although it is receiving strong competition now from Ricky Nelson's "Hello, Mary Lou" and Paul Anka's "Dance On, Little Girl." We took advantage of this slow season to pay a visit to a very well-known record dealer to check actual disk sales. He gladly gave us his statistics of record
(Continued on page 54)

BRITAIN

Oriole Issues Singles From Aussie Affiliate

By DON WEDGE
News Editor, New Musical Express

Oriole Records this month issued two more disks from its Australian affiliate, W and G Records, Melbourne. They were the Thunderbirds: "New Orleans Beat" b-w "Delilah" and Kevin Shegog: "Little Kangaroo" b-w "One Small Photograph of You." W and G has issued many recent British-made Oriole disks. The London firm issued its first from the source, another Thunderbirds waxing, "Wild Weekend," in May.

Publisher Business

Mills Music has recorded a new British pianist, Kenny Clayton, on "Penthouse." HMV has secured the British releasing rights and scheduled it for August 25.... Back from a long stay in the U. S., songwriter Michael Carr reports that, as a result, he has been commissioned to write two pieces for the Stan Kenton ork, "Sweet Beat" and "Black Moonlight." Also, he will contribute numbers for two forthcoming Paramount films. He wrote "Man of Mystery," a big hit here for the Shadows; the group's disk has now been issued in the U. S. and covered by Chet Atkins. Other current Carr compositions currently or soon available in the U. S. include "The Bobbekin" (waxed by Don Ralke), "Such Is a Woman" (Vic Damone) and "Lucky Charm" (Kay Starr)... Vic Hammett has joined the exploitation staff of Leeds Music here. He was formerly with Noel Gay Music, but lately has been musical director for the Harold Fielding organization.

Disk Business

British-made disks have regained some of the chart limelight here recently. Last week, six English artists had placed in the Top 10,

and 15 in the Top 30, as well as the established names (Cliff Richard, Petula Clark) among the leading 10. Billy Fury has been on the scene for three years but has only now broken through with a really big hit ("Half Way to Paradise"). Both the Temperance Seven (with its Twenties - sound gimmick) and Helen Shapiro (at 14, the youngest artist ever to top the British chart) are high with second hits. Only first-timer is Edén Kane, a product of the Audio Enterprise production - management unit, released by Decca.

To mark the second anniversary of its Golden Guinea series, Pye issued a "family pack" of four records selling at \$5.81. It included
(Continued on page 54)

NEW ZEALAND

Small Labels Show Strong Sales Score

By FRED GEBBIE
Box 2443, Auckland

The growth of the few minor record companies in N. Z. over the last two years has been quite phenomenal. Viking, La Gloria, Stebbing, Zodiac, Kiwi and now Octagon records all started with records by local N. Z. artists, and most were cover versions of U. S. and British hits. In two years all the above have acquired top U. S. labels and in many cases had their own local records released overseas. Viking virtually started off with Russ Conway type pops played by Garth Young; they sold big and still are selling. Viking now has the franchise for Chess, Argo, Musicdisc and a Top U. K. kiddies label. La Gloria opened up with perhaps the biggest local hit ever, "My Old Man's an All Black," by the Howard Morrison Quartet, selling well over the 30,000 mark. They followed this up with others by this group and now have distribution rights to Roulette, Audio Fidelity, Golden Records, Bell Records and expect other name brands to come their way this year. Stebbing and Zodiac are still concentrating on local hits and have plenty of these riding high. Octagon, only started a matter of months ago, have a well-known Canadian label and also a new English label to release this year. A sign of the times, maybe, but all are solidifying their positions in this very competitive market.

MEXICO

Top U. S. Artists in Latin Disk Release

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

PHAM, the Mexican outlet of Southern Music, took into their catalog "Quisiera ser" (second prize, Benidorm Festival) from EMIA, Barcelona, and "Ensename a sonar" (Qualcuno mi ama) from Edizioni Southern, Milan.... RCA Mexicana will press for local distribution Beethoven's Emperor Concerto by Van Cliburn, "Jump Up Calypso" by Harry Belafonte and the Limelites, single, "Paco Peco"... Columbia de Mexico will
(Continued on page 54)

AUSTRALIA

Six Command LP's Score in Promo Tie With Australian Phono Maker

By GEORGE HILDER
19 Todman Ave., Sydney

Festival Records began releasing Command LP's here with tremendous promotion on August 10 using six albums to spearhead the initial release. Festival tied in with Kriesler Australia, Ltd., major manufacturers of radio and TV receivers, using Command LP's exclusively to demonstrate their new record players through over 2,000 retail outlets nationally. Festival also is producing a half million mailing list pamphlets, to be sent through department stores' mailing lists. Special mono versions of the six initial albums are being placed in radio spots in all States. Kriesler is also planning a huge press campaign mentioning Command in all ads.

Signing

Johnny O'Keefe has put pen to paper and has signed two new contracts with Festival Records. He will work as a singing artist and producer, primarily for the Leedon label and Festival. He is cutting two new records, first of which will be "I'm Counting on You" b-w "Right Now." O'Keefe's work also includes the introduction of new local artists to the Leedon label. The first of a series is "Lil' Ole Me" b-w "Intro" played by Warren Carr, pianist. This disk will receive maximum promo via national TV shows and press, radio and magazine articles.

Four or five years ago, during a

minor depression in the U. S., the Silhouettes released "Get a Job" which overnight became a smash. Leedon hopes that lightning will strike here, where a slump exists. "Get a Job" is the latest waxing by local vocal group the Crescents, who at the moment are riding high with appearances on TV stage and radio.

Brisk Biz

An interesting situation has arisen through EMI Australia releasing two volumes of old comedy material, originally acquired from EMI's English Columbia and HMV repertoires and sold here for many years as 78's. Recently the 78's were transferred to LP's and the first volume, now on the market, is proving a big seller. EMI (England) requested tapes of these albums for release in England.

Visitors

Prominent American visitors to Sydney during the last week in July were Daniel S. Bonebright, vice-president of Capitol Records, and Jim Bailey of Dot Records. Both executives had talks with EMI, which represents both labels, before proceeding to New Zealand.... Jack Argent, manager of Leeds Music, has set his company's first release from Dominion Music, New York. It will be "Starlight, Starbright" recorded by Linda Scott. Also, Col Joyes' next recording to be put on wax will be a slow ballad from the Leeds catalog, "Sweet Dreams."

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N.Y. PHILH./BERNSTEIN MS 6193 ML 5593*
- Walton: Violin Concerto; Lalo: Symphonie Espagnole—
FRANCESCATTI/PHILA./ORMANDY; N.Y. PHILH./MITROPOULOS
MS 6201 ML 5601*
- Invitation to the Dance—PHILA./ORMANDY
MS 6241 ML 5641*
- Chopin: The 14 Waltzes—ALEXANDER BRAILOWSKY
MS 6228 ML 5628*
- Puccini Arias—EILEEN FARRELL MS 6150 ML 5483*
- A Kostelanetz Festival—KOSTELANETZ/N.Y. PHILH.
MS 6207 ML 5607*
- Serenade for Strings—PHILA. STRINGS/ORMANDY
MS 6224 ML 5624*
- Clair De Lune—PHILIPPE ENTREMONT MS 6214 ML 5614*
- The Lord's Prayer—MORMON CHOIR MS 6068 ML 5386*
- Introducing Ivan Davis MS 6222 ML 5622*
- Richard Tucker Sings Puccini MS 6094 ML 5416*
- Copland: Four Dance Episodes from "Rodeo"; Billy the Kid—
N.Y. PHILH./BERNSTEIN MS 6175 ML 5575*

COLUMBIA SELLS 

*Monaural

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.

VOCAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
Male Vocalists	
ALL THE WAY (Cap)	(20) 30
ANKA AT THE COPA (ABC)	123
PAUL ANKA SINGS HIS BIG 15 (ABC)	22
CHET ATKINS' WORKSHOP (RCA)	115
BELAFONTE AT CARNEGIE HALL (RCA)	(26) 27
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)	126
BROOK BENTON GOLDEN HITS (Mer)	132
BOBBY'S BIGGEST HITS (Cameo)	144
COME DANCE WITH ME (Cap)	146
COME SWING WITH ME (Cap)	138
BOBBY DARIN STORY (Atco)	24
DEDICATED TO YOU (ABC)	73
GENIUS HITS THE ROAD (ABC)	121
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	(27) 18
HEAVENLY (Col)	75
BUDDY HOLLY STORY (Cor)	70
JOHNNY HORTON'S GREATEST HITS (Col)	36
HYMNS (Cap)	125
I'LL BUY YOU A STAR (Col)	64
IT'S PONY TIME (Park)	143
JOHNNY'S GREATEST HITS (Col)	26
JOHNNY'S MOODS (Col)	135
MOODY RIVER (Dot)	(45) 37
MOST POPULAR GUITAR (RCA)	147
NICE 'N' EASY (Cap)	60
NO ONE CARES (Cap)	139
ON THE REBOUND (RCA)	150
PORTRAIT OF MY LOVE (UA)	148
RICK 15 21 (Imp)	8
RING-A-DING DING (Rep)	(4) 12
SINATRA'S SWINGIN' SESSION (Cap)	105
SOMETHING FOR EVERYBODY (RCA)	(22) 2
SWING ALONG WITH ME (Reprise)	137
TOUCH OF YOUR LIPS (Cap)	118
TWIST (Park)	130
WARM (Col)	86
Female Vocalists	
CONNIE FRANCIS AT THE COPA (MGM)	141
CONNIE'S GREATEST HITS (MGM)	78
EMOTIONS (Dec)	31
ITALIAN FAVORITES (MGM)	107
JUDY AT CARNEGIE HALL (Cap)	(15) 74
BRENDA LEE (Dec)	46
MORE GREATEST HITS (MGM)	80
ROARIN' 20's (WB)	77
THIS IS BRENDA (Dec)	111
Duos and Groups	
ANOTHER SMASH (Dot)	54
BEST MUSIC ON/OFF CAMPUS (Col)	79
ENCORE OF GOLDEN HITS (Mer)	32
FROM THE HUNGRY I (Cap)	99
GOIN' PLACES (Cap)	(13) 3
HAWAII (CA)	131
HERE WE GO AGAIN (Cap)	52
KINGSTON TRIO (Cap)	20
KINGSTON TRIO AT LARGE (Cap)	58
MAKE WAY (Cap)	(37) 33
SOLD OUT (Cap)	84
STRING ALONG (Cap)	82
TONIGHT IN PERSON (RCA)	(28) 17
Choruses	
HAPPY TIMES SING ALONG WITH MITCH (Col)	(47) 91
MEMORIES SING ALONG WITH MITCH (Col)	(49) 61
MITCH'S GREATEST HITS (Col)	85
MORE SING ALONG WITH MITCH (Col)	39
PARTY SING ALONG WITH MITCH (Col)	119
SATURDAY NIGHT SING ALONG WITH MITCH (Col)	88
SENTIMENTAL SING ALONG WITH MITCH (Col)	97
SING ALONG WITH MITCH (Col)	(12) 9
STILL MORE SING ALONG WITH MITCH (Col)	44
TV SING ALONG WITH MITCH (Col)	(5) 4
Mixed Voices	
OLDIES BUT GOODIES (OS)	29
OLDIES BUT GOODIES, VOL. III (OS)	133

INSTRUMENTAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
Mood and Dance	
BEST OF THE POPULAR PIANO CONCERTOS (WB)	92
BLUE HAWAII (Dot)	(29) 100
CALCUTTA (Dot)	(8) 19
ITALIA MIA (Lon)	(18) 25
MEMORIES ARE MADE OF THIS (Col)	(32) 72
MR. LUCKY GOES LATIN (RCA)	(46) —
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)	(30) 38
PIANO FORTE (RCA)	(38) 66
SAIL ALONG SILV'RY MOON (Dot)	129
SAY IT WITH MUSIC (Col)	(25) 127
SONGS TO REMEMBER (Lon)	112
SOUL OF SPAIN, VOL. 1 (Som)	145
STARS FOR A SUMMER NIGHT (Col)	(1) 1
TEMPTATION (Kapp)	93
TILL (Kapp)	114
WONDERLAND BY NIGHT (Dec)	45
YELLOW BIRD (Life)	(19) 21
YELLOW BIRD (Dot)	(16) 120
Jazz	
DREAMSTREET (ABC)	(41) 71
EXODUS TO JAZZ (VJ)	(10) 5
PETE FOUNTAIN'S NEW ORLEANS (Cor)	83
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)	(39) 116
TIME OUT (Col)	(42) 113
Teen Beat	
DANCE TILL A QUARTER TO THREE (LeGrand)	53
GIRLS, GIRLS, GIRLS (Jamie)	117
SPANISH HARLEM (Atco)	59
WALK, DON'T RUN (Dol)	142
Percussion and Sound	
DYNAMICA (RCA)	(48) —
PERSUASIVE PERCUSSION, VOL. 1 (Com)	(7) —
PERSUASIVE PERCUSSION, VOL. 2 (Com)	109
PERSUASIVE PERCUSSION, VOL. 3 (Com)	(50) —
PROVOCATIVE PERCUSSION, VOL. 1 (Com)	(21) —

SHOW MUSIC

Title (Label)	(Stereo) Mono Top LP Rank
Original Cast	
BYE BYE BIRDIE (Col)	(40) 47
CAMELOT (Col)	(2) 7
CARNIVAL (MGM)	(14) 13
DONNYBROOK (Kapp)	81
FIORILLO (Cap)	98
FLOWER DRUM SONG (Col)	103
GYPSY (Col)	67
MUSIC MAN (Cap)	(44) 124
MY FAIR LADY (Col)	(24) 34
THE SOUND OF MUSIC (Col)	(17) 16
SOUTH PACIFIC (Col)	69
TENDERLOIN (Cap)	104
UNSINKABLE MOLLY BROWN (Cap)	(36) 68
WEST SIDE STORY (Col)	(31) 62
WILDCAT (RCA)	(34) 41
Sound Track	
THE ALAMO (Col)	76
BEN-HUR (MGM)	89
CAN CAN (Cap)	134
EXODUS (RCA)	(9) 14
G. I. BLUES (RCA)	15
GIGI (MGM)	94
GONE WITH THE WIND (Cam)	90
KING AND I (Cap)	57
NEVER ON SUNDAY (UA)	(6) 6
OKLAHOMA! (Cap)	(33) 110
PORGY AND BESS (Col)	101
SOUTH PACIFIC (RCA)	(11) 55
STUDENT PRINCE (RCA)	106
Music From Musicals, Films and TV	
FILM ENCORES (Lon)	35
GONE WITH THE WIND (WB)	102
GREAT MOTION PICTURE THEMES (UA)	(3) 11
MR. LUCKY (RCA)	87
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	(23) 51
PETER GUNN (RCA)	128
THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS (Lon)	(43) 149

COMEDY LP's

Title (Label)	(Stereo) Mono Top LP Rank
COMEDY LP's	
AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)	108
BUTTON-DOWN MIND OF BOB NEUWHART (WB)	40
BUTTON-DOWN MIND STRIKES BACK (WB)	28
STAN FREBERG PRESENTS THE U. S. A. (Cap)	50
HERE'S JONATHAN (Ver)	42
IN LIVING BLACK & WHITE (Colpix)	23
INSIDE SHELLEY BERMAN (Ver)	56
JOSE JIMENEZ AT THE HUNGRY I (Kapp)	43
KICK THY OWN SELF (RCA)	95
KNOCKERS UP (Jub)	10
LAUGHING ROOM (Stereoadd)	136
MOMS MABLEY AT THE U. N. (Chs)	49
MANNA OVERBOARD (Dec)	65
SINATIONAL (Jub)	48
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereoadd)	63

CLASSICAL & SEMI-CLASSICAL LP's

BETHOVEN: WELLINGTON VICTORY (Mer)	(35) —
THE LORD'S PRAYER (Col)	96
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 (RCA)	140

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

Reviews of New Albums

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

MEMORIES ARE MADE OF HITS

Various Artists. Liberty LRP-3200 (Stereo & Monaural)—This collection of hit parade items should be a big seller with the teen set. It features hit sides by Johnny Burnette, Bobby Vee, Preston Epps, the late Eddie Cochran, Ray Peterson, Ray Smith, Sammy Turner, Johnny and the Hurricanes, and the Fleetwoods. Strong wax here.

TIMI YURO

Liberty LST 7208 (Stereo & Monaural)—Timi Yuro is one of the most talked about new artists around today and she shows her strength this week with a rise to the Hot 100 15 spot with her single of "Hurt." That's included here with such fine items as "I Apologize," "Cry," "I Won't Cry Anymore," etc. Top-notch orkings by Fred Norman and Belford Hendricks too. This will stir up a lot of action. Good cover shot won't hurt either.

Children Low Price

SONGS OF YOGI BEAR

Frank Milano. Golden LP 70—The famous comic cartoon character, well known to juvenile TV watchers, is here along with a whole flock of his familiar friends like Super Snooper, Blabber Mouse, Loopy De Loop, Boo Boo Bear, etc., and they all turn to a series of cute ditties bound to please the kiddies. Real sharp merchandise that should tickle cash registers.

BABES IN TOYLAND

Sound Track. Disneyland DQ 1219—This new low price disk contains all of the songs from the new Walt Disney movie version of Victor Herbert's "Babes in Toyland." Flick, which will star Annette and Tommy Sands, looks like an important picture for the kids. The songs are played here in musical adaptations from the familiar Herbert melodies, with warmth and style by the ork. Strong \$1.98 wax.

SPECIAL MERIT ALBUMS

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

Pop

★★★★ **THE SOUND OF THE ASPHALT JUNGLE**—Joe Harnell and Ork, Medallion ML 7518

★★★★ **DIXIELAND DOIN'S**—The Four Lads, Kapp KL 1254

POP LP'S

★★★★

STRONG SALES POTENTIAL

★★★★ **DIXIELAND DOIN'S**
Four Lads, Kapp KL 1254—Dixieland band backing for a male vocal group, singing tunes that are miles removed from New Orleans may seem like a weird combination. But somehow, as performed by the Four Lads with a solid combo behind them, it all jells into a highly enjoyable collection, thanks in good part to Joe Sherman's listenable arrangements. Fans of the Lads and Dixie cats alike will dig the fun produced by renditions of such tracks as "Bibao Song," "Mountain Greenery," "Dry Bones," "Get Me to the Church on Time," and "Wouldn't It Be Lovely."

LP also presents a batch of pop standards in big band arrangements that reflect the vital pulse and feeling of the metropolis. Joe Harnell, who turned out the imaginative arrangements, also conducts. Packaged and promoted as a percussion item, this LP offers top musical quality in swinging renditions of "Blues in the Night," "Take the A Train," "Lullaby of Broadway," "Love for Sale," "Solitude," and others. A first-class demonstration item.

★★★★ **BY REQUEST YOUR GUY LOMBARDO MELODY: VOLUME 3**

Capitol ST 1598 (Stereo & Monaural)—Uninterrupted dancing and a variety of 40 tunes are the dollar-delivering features of this latest set from Guy and the Royal Canadians. The music is arranged into three

★★★★ **THE SOUND OF THE ASPHALT JUNGLE**
Joe Harnell & Ork, Medallion ML 7518—A sequel to the highly praised "Naked City" album of a few months back, this

(Continued on page 46)

ELVIS

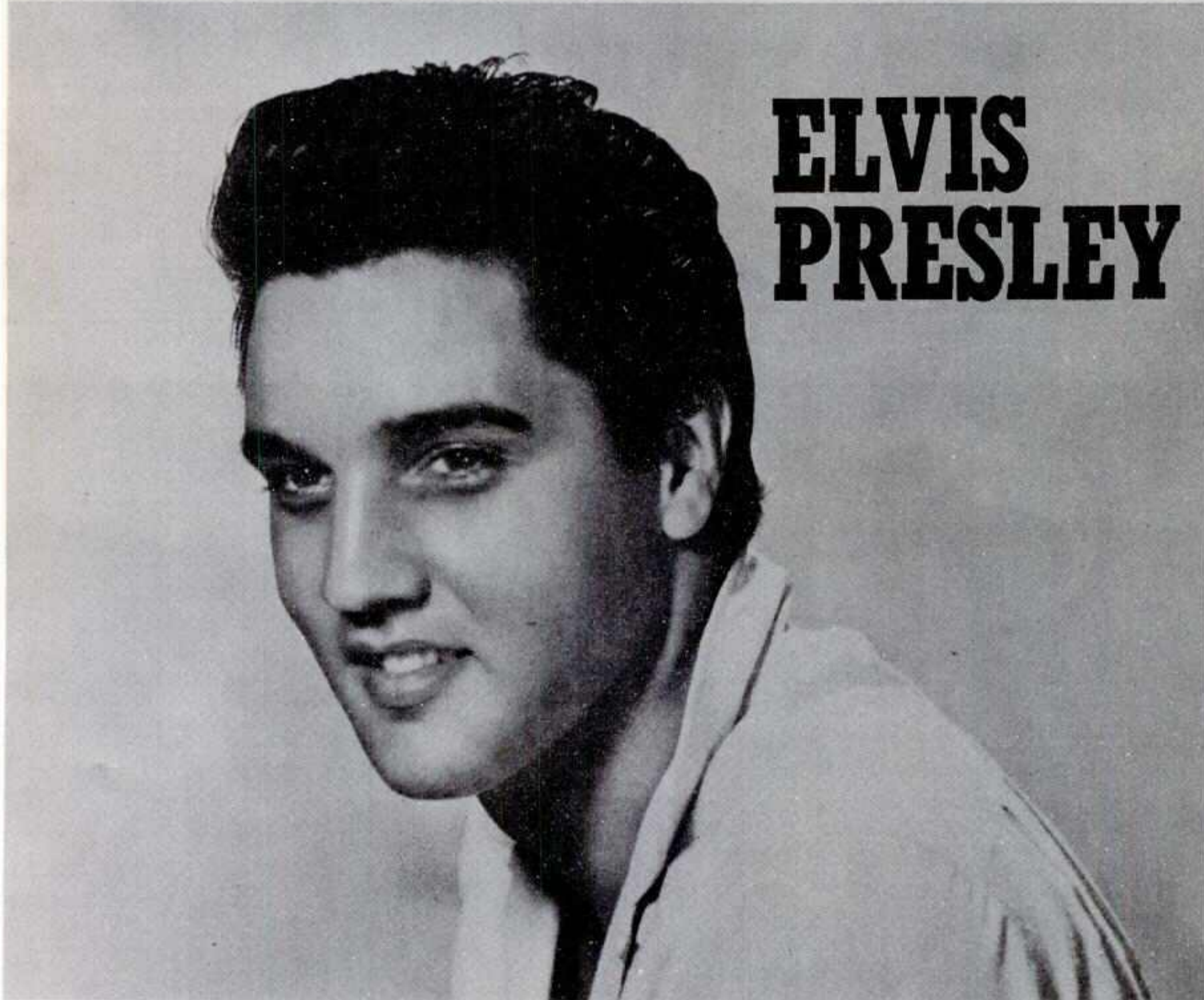
LITTLE SISTER
His Latest Flame

COMPACT 33 SINGLE

RCA VICTOR
37-7908



A "New Orthophonic" High Fidelity Recording



**ELVIS
PRESLEY**

Elvis Presley is great in his beltin', rockin', big-beat style! Full-color sleeve, also available in 45 rpm. #37-7908. Order "Little Sister" . . . big!



RCA VICTOR



RADIO CORPORATION OF AMERICA
The most trusted name in sound

★ STAR PERFORMERS—Selections registering greatest upward progress this week.

Ⓢ 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	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	1	1	1	TOSSIN' AND TURNIN'	Bobby Lewis, Beltone 1002	17
2	2	2	5	I LIKE IT LIKE THAT	Chris Kenner, Instant 3229	12
3	3	7	12	LAST NIGHT	Mar-Keys, Satellite 107	7
4	4	4	8	DUM DUM	Brenda Lee, Decca 31272	9
5	9	13	18	WOODEN HEART (Muss I Denn)	Joe Dowell, Smash 1708	8
6	10	23	41	MICHAEL	Highwaymen, United Artists 258	6
7	7	16	24	PRETTY LITTLE ANGEL EYES	Curtis Lee, Dunes 2007	7
8	8	9	10	LET'S TWIST AGAIN	Chubby Checker, Parkway 824	9
9	6	8	9	TOGETHER	Connie Francis, MGM 13019	8
10	16	28	52	SCHOOL IS OUT	Gary (U. S.) Bonds, LeGrand 1009	4
11	15	24	35	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	Ral Donner, Gone 5108	6
12	14	19	28	I'LL BE THERE	Damita Jo, Mercury 71840	7
13	13	14	15	NEVER ON SUNDAY	Chordettes, Cadence 1402	9
14	5	5	6	HATS OFF TO LARRY	Del Shannon, Big Top 3075	11
15	20	35	66	HURT	Timi Yuro, Liberty 55343	4
16	25	30	36	DON'T BET MONEY HONEY	Linda Scott, Canadian-American 127	7
17	22	36	56	LET THE FOUR WINDS BLOW	Fats Domino, Imperial 5764	4
18	18	18	21	MY KIND OF GIRL	Matt Monro, Warwick 636	12
19	12	6	3	QUARTER TO THREE	Gary (U. S.) Bonds, LeGrand 1008	13
20	11	3	2	BOLL WEEVIL SONG	Brook Benton, Mercury 71820	14
21	32	59	78	AS IF I DIDN'T KNOW	Adam Wade, Coed 553	4
22	26	31	38	I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges, Cadence 1397	9
23	17	17	17	CUPID	Sam Cooke, RCA Victor 7883	11
24	28	33	37	I FALL TO PIECES	Patsy Cline, Decca 31205	13
25	40	53	61	ONE SUMMER NIGHT	Diamonds, Mercury 71831	7
26	34	61	73	I'M A-TELLING YOU	Jerry Butler, Vee Jay 390	4
27	33	45	49	QUITE A PARTY	Fireballs, Warwick 644	8
28	29	37	47	RUNAROUND	Regents, Gee 1071	6
29	19	11	11	SAN ANTONIO ROSE	Floyd Cramer, RCA Victor 7893	11
30	23	15	14	PLEASE STAY	Drifters, Atlantic 2105	11
31	39	43	51	A TEAR	Gene McDaniels, Liberty 55344	7
32	41	46	54	MY TRUE STORY	Jive Five, Beltone 1006	7
33	44	56	57	HILLBILLY HEAVEN	Tex Ritter, Capitol 4567	7
34	21	10	4	YELLOW BIRD	Arthur Lyman, Hi-Fi 5024	12
35	24	20	20	SACRED	Castells, Era 3048	12
36	42	52	62	PRINCESS	Frank Gari, Crusade 1022	7
37	27	29	31	THAT'S WHAT GIRLS ARE MADE FOR	Spinners, Tri-Phi 1001	8
38	46	55	74	RIGHT OR WRONG	Wanda Jackson, Capitol 4553	8
39	43	34	33	SEA OF HEARTBREAK	Don Gibson, RCA Victor 7890	9
40	75	—	—	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Over Night)	Lonnelle Donegan, Dot 15911	2

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
41	87	—	—	TAKE GOOD CARE OF MY BABY	Bobby Vee, Liberty 55354	2
42	51	60	75	I DON'T WANT TO TAKE A CHANCE	Mary Wells, Motown 1011	5
43	62	78	97	I JUST DON'T UNDERSTAND	Ann-Margret, RCA Victor 7894	4
44	66	—	—	WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)	Barry Mann, ABC-Paramount 10237	2
45	45	57	59	TIME WAS	Flamingos, End 1092	7
46	52	58	64	A THING OF THE PAST	Shirelles, Scepter 1220	6
47	48	51	55	THE CHARLESTON	Ernie Fields, Rendezvous 150	7
48	58	72	—	AMOR	Ben E. King, Atco 6203	3
49	84	87	—	I'LL NEVER SMILE AGAIN	Platters, Mercury 71847	3
50	31	12	7	RAINDROPS	Dee Clark, Vee Jay 383	16
51	53	62	68	MIGHTY GOOD LOVIN'	Miracles, Tamla 54044	6
52	67	—	—	DON'T CRY BABY	Etta James, Argo 5393	2
53	—	—	83	STARLIGHT, STARBRIGHT	Linda Scott, Canadian-American 127	3
54	61	63	70	NAG	Halos, Seven Arts 709	5
55	50	41	45	NO, NO, NO	Chanters, Deluxe 6191	9
56	57	68	90	I NEVER KNEW	Clyde McPhatter, Mercury 71841	4
57	60	74	98	MR. HAPPINESS	Johnny Maestro, Coed 552	4
58	30	25	27	THE FISH	Bobby Rydell, Cameo 192	7
59	70	77	92	TEARS ON MY PILLOW	McGuire Sisters, Coral 62276	4
60	64	67	69	PEANUTS	Rick and the Keens, Smash 1705	7
61	78	—	—	WITHOUT YOU	Johnny Tillotson, Cadence 1404	2
62	94	95	—	TRANSISTOR SISTER	Freddy Cannon, Swan 4078	3
63	93	85	—	MISSING YOU	Ray Peterson, Dunes 2006	3
64	74	76	—	IT'S GONNA WORK OUT FINE	Ike and Tina Turner, Sue 749	3
65	76	—	—	LET ME BELONG TO YOU	Brian Hyland, ABC-Paramount 10236	2
66	72	73	80	WATER BOY	Don Shirley Trio, Cadence 1392	5
67	—	90	—	A LITTLE BIT OF SOAP	Jarmels, Laurie 3098	2
68	85	90	—	THE MOUNTAIN'S HIGH	Dick and DeeDee, Liberty 55350	3
69	71	—	—	CANDY MAN	Roy Orbison, Monument 447	2
70	54	54	60	WHAT A SWEET THING THAT WAS	Shirelles, Scepter 1220	5
71	—	—	—	CRYIN'	Roy Orbison, Monument 447	1
72	88	—	—	LONELY STREET	Clarence Henry, Argo 5395	2
73	—	—	—	LOVER'S ISLAND	Bluejays, Milestone 2008	1
74	79	80	91	THE GUNS OF NAVARONE	Joe Reisman, Landa 674	6
75	81	92	—	RUN, RUN, RUN	Ronny Douglas, Everest 19413	3
76	91	97	—	WHEN WE GET MARRIED	Dreamlovers, Heritage 102	3
77	80	86	—	TEARDROPS IN MY HEART	Joe Barry, Smash 1710	3
78	68	69	95	MY CLAIRE DE LUNE	Steve Lawrence, United Artists 335	5
79	90	—	—	HULLY GULLY AGAIN	Little Caesar & the Romans, Del-Fi 4164	2
80	89	—	—	DON'T CRY NO MORE	Bobby (Blue) Bland, Duke 340	2

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
81	82	94	—	NOW AND FOREVER	Bert Kaempfert, Decca 31279	3
82	83	84	89	IF	Paragons, Tap 101	5
83	—	—	—	BACK BEAT NO. 1	Rondells, Amy 825	1
84	98	—	—	SAN-HO-ZAY	Freddy King, Federal 12428	2
85	92	99	—	SUMMER SOUVENIRS	Karl Hamml Jr., Arllis 1007	3
86	86	88	99	HERE IN MY HEART	Al Martino, Capitol 4593	4
87	—	—	—	BLESS YOU	Tony Orlando, Epic 9452	1
88	—	—	—	MAGIC MOON	Rays, XYZ 607	1
89	—	91	—	DEDICATED (To the Songs I Love)...	Three Friends, Imperial 5763	2
90	95	—	—	EVERY BREATH I TAKE	Gene Pitney, Muscor 1011	2
91	—	—	—	MEXICO	Bob Moore, Monument 446	1
92	—	—	—	ROLL OVER BEETHOVEN	Volaires, Jamie 1198	1
93	96	—	—	WELL-A, WELL-A	Shirley & Lee, Warwick 664	2
94	—	—	—	IN TIME	Steve Lawrence, United Artists 335	1
95	—	—	—	MUSIC, MUSIC, MUSIC	Sensations, Argo 5391	1
96	—	—	—	STARLIGHT	Preludes Five, Pk 231	1
97	100	—	—	MY HEART'S ON FIRE	Billy Bland, Old Town 1105	2
98	—	—	—	MORE MONEY FOR YOU AND ME	Four Preps, Capitol 4599	1
99	—	—	—	GIRLS, GIRLS, GIRLS	Coasters, Atco 6404	1
100	—	—	—	PITTER PATTER	Four Sportsmen, Sunnybrook 4	1

BUBBLING UNDER THE HOT 100

- STICK SHIFT
- THEME FROM SILVER CITY
- JOHNNY WILLOW
- BLACKLAND FARMER
- MR. PAGANINI
- BABY, YOU'RE RIGHT
- I'LL NEVER SMILE AGAIN
- LOOK IN MY EYES
- PRETTY PRETTY GIRL
- NOTHIN' BUT GOOD
- DON'T FORGET I LOVE YOU
- YOU DON'T KNOW WHAT IT MEANS
- BIG COLD WIND
- JEREMIAH PEABODY'S POLY UNSATURATED QUICK DISSOLVING FAST ACTING PLEASANT TASTING GREEN AND PURPLE PILLS
- A FAR, FAR BETTER THING
- THE WAY YOU LOOK TONIGHT
- TENNESSEE WALTZ
- THE BELLS ARE RINGING
- SOMEBODY CARES
- BLACKLAND FARMER

HOT 100—A TO Z

Amor	48	Mountain's High, The	68
As If I Didn't Know	21	Mr. Happiness	57
Back Beat No. 1	83	Muscle, Muscle, Muscle	95
Bless You	87	My Claire De Lune	78
Boll Weevil Song	20	My Heart's on Fire	97
Candy Man	69	My Kind of Girl	18
Charleston, The	47	My True Story	32
Cryin'	71	Nag	54
Cupid	23	Never on Sunday	13
Dedicated (To the Songs I Love)	23	No, No, No	55
Does Your Chewing Gum Lose Its Flavor	89	Now and Forever	81
Don't Bet Money Honey	40	One Summer Night	25
Don't Cry Baby	52	Peanuts	60
Don't Cry No More	80	Pitter Patter	100
Dum Dum	4	Please Stay	30
Every Breath I Take	90	Pretty Little Angel Eyes	7
Fish, The	58	Princess	36
Guns of Navarone, The	74	Quarter to Three	19
Hats Off to Larry	14	Quite a Party	27
Here in My Heart	86	Raindrops	50
Hillbilly Heaven	33	Right or Wrong	38
Hully Gully Again	79	Roll Over Beethoven	92
Hurt	15	Run, Run, Run	73
I Don't Want to Take a Chance	42	Runaround	35
I Fall to Pieces	24	Sacred	28
I Like It Like That	56	San Antonio Rose	84
I Just Don't Understand	43	San-Ho-Zay	29
If	82	School Is Out	10
I'll Be There	12	Sea of Heartbreak	39
I'll Never Smile Again	49	Starlight	96
I'm A-Telling You	26	Starlight, Starbright	53
I'm Gonna Knock on Your Door	22	Starlight, Starbright	56
In Time	22	Summer Souvenirs	3
It's Gonna Work Out Fine	64	Take Good Care of My Baby	41
Last Night	3	Tear, A	31
Let Me Belong to You	65	Teardrops in My Heart	77
Let the Four Winds Blow	17	Tears on My Pillow	59
Let's Twist Again	8	That's What Girls Are Made For	37
Lonely Street	72	Thing of the Past, A	46
Lover's Island	73	Time Was	45
Little Bit of Soap, A	67	Together	9
Magic Moon	88	Tossin' and Turnin'	1
Mexico	91	Transistor Sister	62
Michael	6	Water Boy	66
Mighty Good Lovin'	51	Well-A, Well-A	93
Missing You	63	What a Sweet Thing That Was	70
More Money for You and Me	98	When We Get Married	76
		Who Put the Bomp	44
		Without You	61
		Wooden Heart	5
		Yellow Bird	34
		You Don't Know What You've Got	11

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THEME FROM **EXODUS** FERRANTE & TEICHER
NEVER ON SUNDAY DON COSTA
 THEME FROM **THE APARTMENT** FERRANTE & TEICHER
THE MAGNIFICENT SEVEN AT CANTOLA
THE ALAMO NICK PERITO
THE BIG COUNTRY
I WANT TO LIVE
THE VIKINGS THE UNFORGIVEN
ON THE BEACH GOD'S LITTLE ACRE
 SOLOMON & SHEBA THE HORSE SOLDIERS
 THE WONDERFUL COUNTRY SMILE

INCLUDES THE HIT SINGLE "MICHAEL"

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GOLDEN PIANO HITS
FERRANTE & TEICHER
 AND THEIR ORCHESTRA CONDUCTED BY NICK PERITO



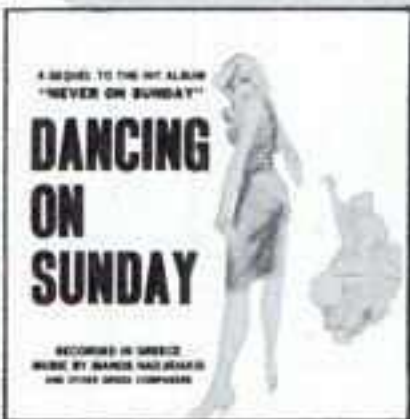
STEVE LAWRENCE



MORE MOTION PICTURE THEMES
 UAS 6158 (Stereo)
 UAL 3158 (Mono.)



LOVE THEMES
 FERRANTE AND TEICHER
 WWS 8514 (Stereo)
 WWR 3514 (Mono.)



DANCING ON SUNDAY
 UAS 6146 (Stereo)
 UAL 3146 (Mono.)



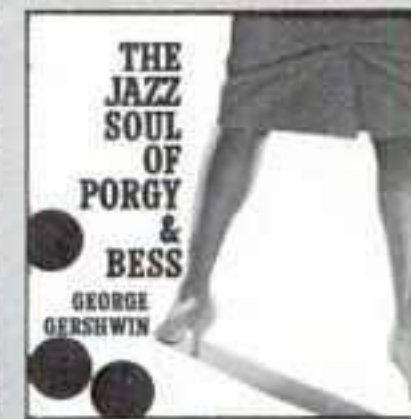
THE SOUND OF THE MILLION SELLERS
 DON COSTA & ORCHESTRA
 WWS 8513 (Stereo)
 WWR 3513 (Mono.)



GOODBYE AGAIN
 ORIGINAL SOUND TRACK
 UAS 5091 (Stereo)
 UAL 4091 (Mono.)



THE MODERNAIRES SING
 GLENN MILLER INSTRUMENTALS
 WWS 8510 (Stereo)
 WWR 3510 (Mono.)



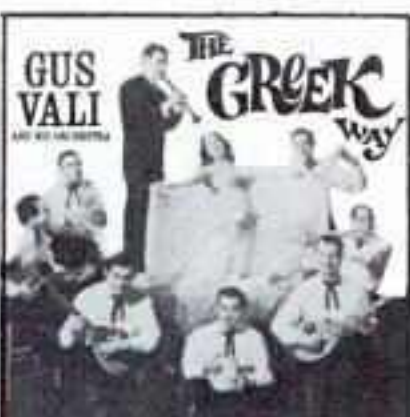
THE JAZZ SOUL OF PORGY & BESS
 GEORGE GERSHWIN
 WWS 8517 (Stereo)
 WWR 3517 (Mono.)



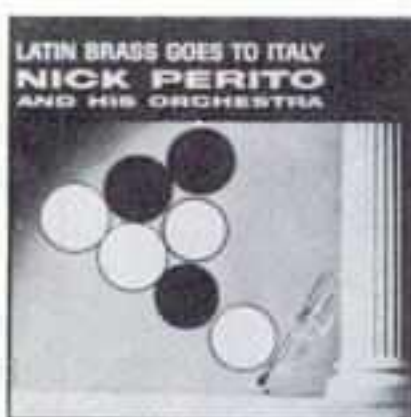
KAYE BALLARD—LIVE?
 UAS 6155 (Stereo)
 UAL 3155 (Mono.)



TITO RODRIGUEZ RETURNS TO THE PALLADIUM
 UAS 6141 (Stereo)
 UAL 3141 (Mono.)



THE GREEK WAY
 GUS VALI
 UAS 6148 (Stereo)
 UAL 3148 (Mono.)



LATIN BRASS GOES TO ITALY
 NICK PERITO & ORCHESTRA
 WWS 8512 (Stereo)
 WWR 3512 (Mono.)



BROKEN SOUL BLUES
 MEMPHIS SLIM
 UAS 6137 (Stereo)
 UAL 3137 (Mono.)



THE HONKY TONK SOUNDS OF THE MILLION SELLERS
 TIL DIETERLE
 UAS 6154 (Stereo)
 UAL 3154 (Mono.)



ROARING TWENTIES CHA CHA CHA
 UAS 6138 (Stereo)
 UAL 3138 (Mono.)

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SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

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

NEW YORK

- MR. PAGANINI
Ella Fitzgerald, Verve
- MUSIC MUSIC MUSIC
Sensations, Argo

LOS ANGELES

- WAY YOU LOOK TONIGHT
Letterman, Capitol

CHICAGO

- STICK SHIFT
Duals, Sue
- MORE MONEY FOR YOU AND ME
Four Preps, Capitol
- MUSIC MUSIC MUSIC
Sensations, Argo
- MEXICO
Bob Moore, Monument

SAN FRANCISCO

- A FAR FAR BETTER THING
Della Reese, RCA Victor
- MAGIC MOON
Rays, XYZ

PITTSBURGH

- FOOT STOMPIN'
Flares, Felsted
- HIMAN
Tommy Hunt, Scepter

BOSTON

- MORE MONEY FOR YOU AND ME
Four Preps, Capitol
- OCEANS OF LOVE
Florian ZaBach, Cadence
- STICK SHIFT
Duals, Sue

ST. LOUIS

- ROLL OVER BEETHOVEN
Velaires, Jamie

BALTIMORE

- YOU'RE THE REASON
Hank Locklin, RCA Victor

SEATTLE

- TENNESSEE WALTZ
Don Robertson, RCA Victor

NEW ORLEANS

- YOU PUT THE HURT ON ME
Prince LaLa, A.F.O.

NEWARK

- THREE GASSED RATS
Handclappers, Collier

MINNEAPOLIS-ST. PAUL

- LOOK IN MY EYES
Chantels, Carlton

• Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

Pop

THE LENNON SISTERS



SAD MOVIES MAKE ME CRY (Acuff-Rose, BMI) (2:40)—The young gals easily have their best single to date in this cute, bright waxing of the fine John Loudermilk tune. Smart arrangement helps, too. Watch this one. Flip is "I Don't Know Why" (Cromwell-Fred Ahlert, ASCAP) (2:15). **Dot 16255**

ELVIS PRESLEY



LITTLE SISTER (Elvis Presley, BMI) (2:30) — **HIS LATEST FLAME** (Elvis Presley, BMI) (2:06)—Elvis is back and the kids will be back buying records of these two sock sides. "Little Sister" is a catchy rocker which Elvis sings with spirit; flip is more in the ballad vein and it's sold smoothly. **RCA Victor 7908**

BROOK BENTON



FRANKIE AND JOHNNY (Ben Day, BMI) (2:27)—**IT'S JUST A HOUSE WITHOUT YOU** (Paly, BMI) (2:35)—Two fine sides by Benton here, showing off both his rhythm and his ballad styles. Top side is a bright new version of the familiar folk tune; flip is a warm and attractive ballad with a country flavor. **Mercury 71859**

BOBBY DARIN



YOU MUST HAVE BEEN A BEAUTIFUL BABY (Remick, ASCAP) (2:10) — **SORROW TOMORROW** (Rumbalero, BMI) (2:32)—Bobby Darin returns to his old swinging form with this driving version of the standard. Flip is a more soulful effort, handled with feeling by the chanter over good support. **Atco 6206**

TONY WILLIAMS



SLEEPLESS NIGHTS (Gleam, ASCAP) (2:51)—A truly fine performance by Tony Williams on his first solo effort for the label. The song is a lovely ballad and Williams' vocalizing is first-rate. Flip is "Movin' In" (Argo, BMI) (2:23). **Reprise 20019**

THE BELMONTS



SEARCHING FOR A NEW LOVE (2:19)—The boys are in showmanly form on this happy rocker. They made it on their first single without Dion, and could chalk up another winner with this one. Flip is "Don't Get Around Much Anymore" (Robbins, ASCAP) (2:00). **Sabrina 501**

EDDIE BO



DINKY BOO (Ron, BMI) (2:15)—This disk was originally released on the Ric label in May. With the added advantage of Capitol's distrib setup it could take off. Bo turns in a solid performance on the catchy blues with effective string backing. Flip is "Everybody, Everything Needs Love." (Ron, BMI) (2:12). **Capitol 4617**

THE CHAMPS



CANTINA (4-Star, BMI) (1:43)—The Champs sell the oldie "Tavern in the Town" with a tongue-in-cheek South-of-the-Border instrumental treatment that could click big. The disk features a lively, rocking beat and solid horn work. Flip is "Panic Button" (4-Star, BMI) (2:10). **Challenge 9116**

KEITH COLLEY



ZING! WENT THE STRINGS OF MY HEART (Harms, ASCAP) (2:06)—The fine standard is wrapped up in a sock off-beat vocal and ork treatment which blends r.&r. and a relaxed bluesy flavor. Watch it. Flip is "It's Nice Out Tonight" (JAF, BMI) (2:18). **Era 3054**

THE HARPTONES



DEVIL IN VELVET (Wemar, BMI) (2:15)—The old group comes back with a hot one in this bluesy item. Side features an emotional lead against fiery backing. Watch it. The flip is "Your Love Is Good Love" (Obie, BMI) (2:15). **Cub 9097**

LEROY VAN DYKE



WALK ON BY (Lowery, BMI) (2:20)—**MY WORLD IS CAVING IN** (Buna, BMI) (2:17)—Van Dyke has two moving ballad vocals here. The first is a power-packed tune that's built solidly on a country theme. Likewise for the second side, another good ballad performance of country-oriented material. Backing on both sides is appealing. **Mercury 71834**

(Continued on page 42)

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

DOES YOUR CHEWING GUM LOSE ITS FLAVOR

(On the Bedpost Overnight), **LONNIE DONEGAN** (Mills, ASCAP) Dot 15911

***TAKE GOOD CARE OF MY BABY**, **BOBBY VEE** (Aldon, BMI) Liberty 55354

***WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)**, **BARRY MANN** (Aldon, BMI) ABC-Paramount 10237

I JUST DON'T UNDERSTAND, **ANN-MARGRET** . (Cedarwood, BMI) RCA Victor 7894

C&W

***UNDER THE INFLUENCE OF LOVE**, **BUCKE OWENS** (Central Songs, BMI) Capitol 4602

R&B

***I'M A TELLING YOU**, **JERRY BUTLER** (Conrad, BMI) Vee Jay 390

***SAN-HO-ZAY**, **FREDDY KING** (Sonlo, BMI) Federal 12428

***SCHOOL IS OUT**, **GARRY (U. S.) BONDS** (Pepe, BMI) Le Grande 1009

TAKE MY LOVE, **LITTLE WILLIE JOHN** (Lois, BMI) King 5516

***BABY YOU'RE RIGHT**, **JAMES BROWN** (Lois, BMI) King 5524

DON'T CRY BABY, **ETTA JAMES** (Advanced, ASCAP) Argo 5393

“HEAR WHAT I SAY”

JUNIOR LEWIS

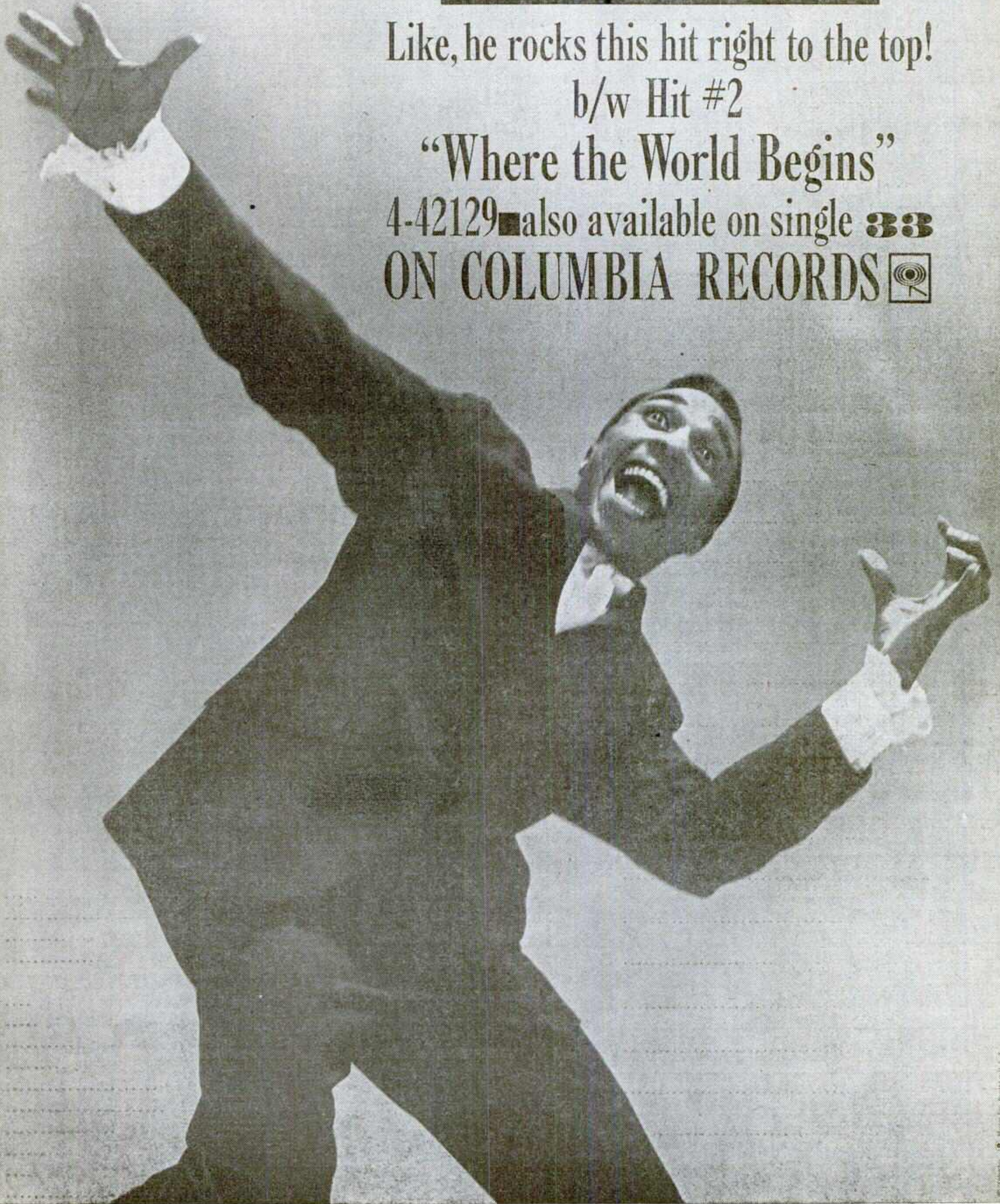
Like, he rocks this hit right to the top!

b/w Hit #2

“Where the World Begins”

4-42129 ■ also available on single **33**

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THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING AUGUST 20

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	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Steven (BMI)	11
2	3	DUM DUM	By Sharon Sheeley-Jackie DeShannon—Published by Metric (BMI)	7
3	2	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)	20
4	4	I LIKE IT LIKE THAT	By Chris Kenner—Published by Tune-Kel (BMI)	7
5	5	LAST NIGHT	By Mar-Keys—Published by East-Bais (BMI)	4
6	9	WOODEN HEART (Muss I Denn)	By Wise-Welsman-Twomey-Kaempfert—Published by Gladys (ASCAP)	4
7	10	MICHAEL	By Dave Fisher—Published by United Artists (ASCAP)	3
8	6	TOGETHER	By De Sylva, Brown & Henderson—Published by De Sylva, Brown & Henderson (ASCAP)	7
9	13	PRETTY LITTLE ANGEL EYES	By Lee-Boyce—Published by S-P-R (BMI)	4
10	11	LET'S TWIST AGAIN	By Mann-Appell—Published by Kaimann (ASCAP)	5
11	8	HATS OFF TO LARRY	By Del Shannon—Published by Vicki-McLaughlin (BMI)	8
12	17	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	By P. Hampton-D. Burton—Published by Sequence (ASCAP)	3
13	16	I'LL BE THERE	By King-Glick-Jones—Published by Progressive-Trio (BMI)	4
14	7	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)	11
15	19	SCHOOL IS OUT	By Anderson-Barge—Published by Pepe (BMI)	3
16	21	HURT	By J. Crane-A. Jacobs—Published by Miller (ASCAP)	2
17	22	LET THE FOUR WINDS BLOW	By A. Domino-D. Bartholomew—Published by Travis (BMI)	2
18	18	MY KIND OF GIRL	By Leslie Bricusse—Published by Hollis (BMI)	5
19	14	QUARTER TO THREE	By Barge-Guida-Anderson-Royster—Published by Pepe (BMI)	11
20	27	DON'T BET MONEY HONEY	By Scott—Published by Figure (BMI)	2
21	12	SAN ANTONIO ROSE	By Bob Willis—Published by Bourne (ASCAP)	8
22	—	HILLBILLY HEAVEN	By Dean-Sothorn—Published by Sage & Sand (SESAC)	1
23	15	YELLOW BIRD	By Luboff-Keith—Published by Frank (ASCAP)	10
24	20	CUPID	By Sam Cooke—Published by Kags (BMI)	6
25	—	AS IF I DIDN'T KNOW	By Kusik David—Published by Winneton-Glenville (BMI)	1
26	—	I'M GONNA KNOCK ON YOUR DOOR	By Wayne-Schroeder—Published by Sigma (ASCAP)	1
27	—	ONE SUMMER NIGHT	By Webb—Published by Melody Lane (BMI)	1
28	—	I FALL TO PIECES	By Harlan Howard & Cochran—Published by Pamper (BMI)	1
29	—	J'M A-TELLING YOU	By Butler-Mayfield—Published by Conrad (BMI)	1
30	—	QUITE A PARTY	By Tomso—Published by Dundee (BMI)	1

RECORDINGS AVAILABLE (Best Selling Record Listed in Bold Face)

- 1. TOSSIN' AND TURNIN'**—Bobby Lewis, Betone 1002.
- 2. DUM DUM**—Brenda Lee, Decca 31272.
- 3. NEVER ON SUNDAY**—Lale Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United Artists 304.
- 4. I LIKE IT LIKE THAT**—Chris Kenner, Instant 3229.
- 5. LAST NIGHT**—Mar-Keys, Satellite 107.
- 6. WOODEN HEART (Muss I Denn)**—Joe Dowell, Smash 1078; Gus Backus, Fono-Graf 1234.
- 7. MICHAEL**—Highwaymen, United Artists 258.
- 8. TOGETHER**—Connie Francis, MGM 13019; Steve Gibson, ABC-Paramount 10105; Guy Lombardo, Decca 27560.
- 9. PRETTY LITTLE ANGEL EYES**—Curtis Lee, Dunes 2007.
- 10. LET'S TWIST AGAIN**—Chubby Checker, Parkway 824.
- 11. HATS OFF TO LARRY**—Del Shannon, Big Top 3075.
- 12. YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)**—Ral Donner, Gone 5108.
- 13. I'LL BE THERE**—Damita Jo, Mercury 71840.
- 14. BOLL WEEVIL SONG**—Brook Benton, Mercury 71820.
- 15. SCHOOL IS OUT**—Gary (U. S.) Bonds, LeGrand 1009.
- 16. HURT**—Timi Yuro, Liberty 55343.
- 17. LET THE FOUR WINDS BLOW**—Fats Domino, Imperial 5764.
- 18. MY KIND OF GIRL**—Matt Monro, Warwick 636.
- 19. QUARTER TO THREE**—Gary (U. S.) Bonds, LeGrand 1008.
- 20. DON'T BET MONEY HONEY**—Linda Scott, Canadian-American 127.
- 21. SAN ANTONIO ROSE**—Floyd Cramer, RCA Victor 7893; Frantics, Dolton 33.
- 22. HILLBILLY HEAVEN**—Tex Ritter, Capitol 4567.
- 23. YELLOW BIRD**—Bards, Cuck 1038; Gary Crosby, MGM 13017; Arthur Lyman Group, Hi Fi 5024; Mills Brothers, Dot 16234; Lawrence Welk, Dot 16222; Roger Williams, Kapp 408.
- 24. CUPID**—Sam Cooke, RCA Victor 7883.
- 25. AS IF I DIDN'T KNOW**—Adam Wade, Coed 553.
- 26. I'M GONNA KNOCK ON YOUR DOOR**—Eddie Hodges, Cadence 1397.
- 27. ONE SUMMER NIGHT**—Diamonds, Mercury 71831.
- 28. I FALL TO PIECES**—Patsy Cline, Decca 31205.
- 29. I'M A-TELLING YOU**—Jerry Butler, Vee Jay 390.
- 30. QUITE A PARTY**—Fireballs, Warwick 644.

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Reviews of New Singles

Continued from page 42

harmony vocal job by the group. Flip may have an edge. (Metric, BMI) (2:08)

get a fine reading from the gal and vocal backing. (4-Star, BMI) (2:06)

THE FOUR COINS

★★★★ The Moon of Manakorn—MGM 13031—Soothing, relaxed vocal treatment of the lyrical oldie. Nice jockey side. Disk was produced by Leiber and Stoller. (Frank, ASCAP) (2:09)

★★★ Pretty Nina—An unusual folk-styled tune is sung by the group with vitality and showmanship. Two strong sides from the lads. (Kryder, BMI) (2:10)

HAL DAVIS

★★★★ You're the Girl—The Girl for Me—FEDERAL 12429—Fervid chanting by Davis on an emotional up-tempo r.&r. tune. Has pop and r.&b. market appeal. (Avenue, BMI) (2:05)

★★★ My Only Flower (Please Come Back to Me)—Moving rockballad is handed feelingful reading by Davis. Also a strong side. (Avenue, BMI) (2:35)

THE KINGS MEN

★★★★ Lady's Choice—JALYNNE 108—Relaxed, sultry instrumental treatment of an attractive bluesy theme. Nice jockey side that could get a lot of air play. (Curton, BMI) (2:22)

★★★ Dig This—Catchy instrumental treatment of a bouncy blues-rhythm ditty with infectious tempo. Another spinnable side. (Curton, BMI) (2:02)

DAVID ROSE

★★★★ Concerto—MGM 13030—Rose is in fine dramatic form on this moving ork treatment of an expressive theme. Both tunes on platter were penned by Rose. (David Rose, ASCAP) (2:47)

★★★ The Truth—Exotic theme is presented in strikingly effective instrumental dress. Quality jockey wax. (David Rose, ASCAP) (2:21)

PAUL EVANS

★★★★ Over the Mountain, Across the Sea—CARLTON 558—The old rock ballad, once a hit for Johnny and Joe, is revived for spinnable effects by Evans. Side could generate some action. (Arc, BMI) (2:28)

★★★ Sisi Twin—Evans turns to a calypso effort here. He turns in a good performance and he's backed well. (Pambill-Lyle, ASCAP) (2:22)

THE SPYDELS

★★★★ Boll Weevil Is Back—CRACKER-JACK K 4001—An answer song to the smash Brook Benton hit, done in a similar rhythm but with a singing rather than spoken lead, as in the original. Group could grab some support with this. (Saturn, BMI) (2:30)

★★ We'll Be Together—A slow ballad sung with sincerity by the lead. Flip is much stronger. (1:57)

BETTY JOHNSON

★★★★ My Kind of Guy—REPUBLIC 2021—Betty does a delightful job on this answer to the Matt Monro hit. Side moves along with a happy lilt against good ork backing and effective use of vocal group. (Hollis, BMI) (2:25)

★★★ A Gal's Best Friend Is Her Makeup—A cute novelty side here from Betty. Lyrics are in the special material field and

KAY ARMEN

★★★★ Papa (For Me You Build a Balcony)—20th FOX 271—Kay Armen returns to wax with a cut reading of a Far Eastern-type melody penned by the writer of "Never on Sunday." Manos Hadjidakis with English lyrics by Dick Manning. Cute side that deserves a lot of play. It's in the old "Come On-A My House" tradition. (Leeds, ASCAP) (2:18)

★★ Don't Stop Now—Warm ballad is handled smoothly by the lass over simple ballroom styled backing. Flip side means more. (Pickwick, ASCAP) (2:15)

CILE TURNER

★★★★ The Happy Song—COLONIAL 7018—An exuberant side by Turner here. The tune is in the kind of folk ragtime groove. An infectious rhythm and wide-open vocal group add to the gleeful atmosphere which could get this kind of disk some juke plays. (Bentley, BMI) (2:36)

★★ The Winds Call It Home—Another in a growing list of "wind songs." Turner does a nice enough job on the vocal which is backed simply by rhythm and an appropriately wispy vocal chorus. Flip is better. (Bentley, BMI) (2:06)

★★★ STRONG SALES POTENTIAL

POPULAR

FRANK CHERVAL

★★★ What Did I Do? — ★★★ My Own. 20th FOX 278 .

CLINT EASTWOOD

★★★ Unknown Girl of My Dreams—★★★ For All We Know. GOTHIC 005.

RAYMOND LEWIS

★★★ Miss Sticks — ★★★ Miss Sticks Again. INSTANT 3233.

THE CHUCK-A-LUCKS

★★★ Cotton Pickin' Love—★★★ I'm Hospitalized Over You. WARNER BROS. 5234 .

JULES BLATTNER

★★★ Slip 'n Slide — ★★★ Heartbeat. NORMA N509.

GINAFAY

★★★ Grad-Wedding Ring — ★★★ Hey Baby. COLUMBIA 42130 (33).

THE ALAN LOGAN COMBO

★★★ Love Is Like a Violin — ★★★ Pretty Girls. CORAL 62281. . .

SONNY HINES

★★★ Give Me Back My Heart — ★★★ Teardrop Avenue. DECCA 31290.

BOB LEE

★★★ You Mostest Girl — ★★★ Uh Oh. SKYLA 1117.

CINDY MALONE

★★★ Young Marriage — ★★★ Weird Beard. RCA VICTOR 7924.

FABULOUS FOUR

★★★ Prisoner of Love — ★★★ Betty Ann. CHANCELLOR 1085.

(Continued on page 48)

Best Selling Sheet Music in U. S.

Tunes are ranked in order of their current national selling importance at the sheet music jobber level.

This Week	Last Week	Tune	Weeks on Chart
1	1	NEVER ON SUNDAY—Esteem-Sidmore (BMI)	16
2	3	MICHAEL—United Artists (ASCAP)	3
3	10	WOODEN HEART—Gladys (ASCAP)	2
4	2	EXODUS—Chappell (ASCAP)	38
5	5	TOGETHER—De Sylva, Brown & Henderson (ASCAP)	3
6	4	CALCUTTA—Pincus-Symphony House (ASCAP)	33
7	8	WONDERLAND BY NIGHT—Roosevelt (BMI)	20
8	7	LAST DATE—Acuff-Rose (BMI)	34
9	9	HEY, LOOK ME OVER—Morris (ASCAP)	29
10	13	DUM DUM—Metric (BMI)	2
11	14	WHEELS—Dundee (BMI)	26
12	12	YELLOW BIRD—Frank (ASCAP)	9
13	6	SAN ANTONIO ROSE—Bourne (ASCAP)	7
14	—	HILLBILLY HEAVEN—Sage & Sand (SESAC)	1
15	15	APACHE—Regent (BMI)	23



THEN, ALL OF A SUDDEN...

We believe that the "right" record will sell if it's heard. We also believe that when "right" records are heard, radio ratings rise. Our history of hits prove that the time we take to blend talent and technique together produces many Cadence records that are "right." We had such a record several months back but, truthfully, it was a little sleepy. All it needed to make it popular and saleable was the ears of the public. Then the DJ's from KXGO (Fargo, N.D.) and WTRY (Troy, New York) awakened it one day. To make a long national story short...and strong...check the charts for Eddie Hodges' I'M GONNA KNOCK ON YOUR DOOR. It helps us prove that most Cadence releases have an ability to appeal to an audience and sell. All they usually need are ears. Maybe so many Cadence records "wake up" because of all the

sleepless hours that we put into producing quality...not quantity. Our present releases certainly look awake: Don Shirley's WATER BOY, The Chordettes' NEVER ON SUNDAY, The Everly Brothers' ALL I HAVE TO DO IS DREAM. (This one awakened after three years of resting on its million and a half 1958 sales to hit the charts again.) Two new singles that seem "right" are Johnny Tillotson's WITHOUT YOU and Don Carroll's SEVEN-UP AND ICE CREAM SODA. Whether you play records on the air...or sell them, chances are Cadence releases can mean more to you in audience appeal or saleability...because they mean more to us than a piece of plastic. They mean our reputation for quality hits. That's why we mean to stay awake to the tastes and demands of the American public...your public!

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RONNY DOUGLAS
RUN, RUN, RUN



EVEREST
19413

Reviews of New Albums

Continued from page 32

medleys, two in a highly post-30-year-old danceable fox trot tempo and another in waltz time. The tunes are old favorites that are bound to appeal to Lombardo's many fans. Some of them are "South of the Border," "Sweet Sue," "Memories of You," "Anniversary Song," "Beautiful Ohio," "Exactly Like You" and "Side by Side."

★★★★ ROUND MIDNIGHT
Dakota Staton. Capitol ST 1597 (Stereo & Monaural)—A scorching performance from Miss Staton on this classy LP. From the first track, which contains the title tune, Dakota roars right into her material. The set is solidly programmed, full of smoky ballads, infectious middle tempo tunes and a charging up-tempo or two. For the most part though she sticks to the smooth ballads and finger-snapping beat. Both strong items in her style. Benny Carter's arrangements are a perfect frame for the girl's style. Set should be a very strong seller for la belle Staton.

★★★★ MONDAY EVERY DAY
Al Hibbler. Reprise R 2005—Al Hibbler's latest LP outing is a torchy and moody compendium of 12 lost love tunes. Hibbler is in strong voice and the backings are appropriate to the material: light and swingy on three medium-tempo tracks and full of strings and vocal effects by the Jud Conlon singers on the slower ballads. The album is curiously subtitled "Sings the Blues" but no 12-bar tunes appear. Instead, there are such choice standards as "Laughing on the Outside," "I Got It Bad," and "The Party's Over."

★★★★ MAGGIE'S THEME
Vardi and the Medallion Strings. Medallion ML 7527—This is the third pop album by Vardi and his large string ork, for the label, and a good one it is. Vardi and crew perform smooth and persuasive instrumental arrangements here of a group of movie and show songs, neatly recorded for stereo. Songs include "La Dolce Vita," "The Bilbao Song," "Theme From Good-bye Again" and the title tune. Very attractive sides here, aimed at the hi-fi and stereo market.

★★★★ DYNAMIC HANDS!
Shay Torrent (organist) Liberty LST 7193 (Stereo & Monaural)—Strong performance by Shay Torrent on Hammond organ of a collection of familiar standards. Torrent handles the songs with a lot of sparkle and they should grab a lot of air time. Songs include "Tuxedo Junction," "Bugle Call Rag," "Hawaiian War Chant," and "Muskrat Ramble." Good set for the adult trade since the LP is good for both background music or for listening.

★★★★ THE LURE OF HAWAII
Sam Makia and His Islanders. Riverside RLP 97503 (Stereo & Monaural)—The increasing acceptance of Hawaiian music should make this album a steady seller.

It features Sam Makia and His Islanders, playing both traditional and pop-type Hawaiian songs. Included are "Hawaiian War Chant," "Hano, Hano Hanalei," and "Lilie." Well played and well recorded in stereo, the set is a most attractive one, with a lovely cover.

★★★★ DRUMSVILLE
Earl Palmer. Liberty LST 7201 (Stereo & Monaural)—A swinging instrumental set in the rock groove. The Palmer drums are featured with a honking band on such pop hits of recent vintage as "What'd I Say," "Teen Beat," "Raunchy," etc. Two other sides, "New Orleans Medley," and "Honky Tonk, Part II," were released as a single this week and are listed as a single spotlight elsewhere in this issue. The LP has a lot to attract teens and should do brisk business.

LP REVIEW POLICY

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

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

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

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

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

★★★★ LOU MONTE SINGS THE GREAT ITALIAN-AMERICAN HITS
Reprise R 6005—Monte selects a brace of tunes—some American strictly, and others of Italian derivation, and does them in his own inimitable style—with lyrics in both English and Italian. Selections include "A Good Man Is Hard to Find," "Volare," and "O Sole Mio." Strong appeal for the Italian market particularly and some of the tracks could even grab jock spins. It's his first for the label.

★★★★ THE SOUND OF KATHY YOUNG
Indigo IND-LP 504—Miss Young's unique style is heard here on her original singles hit, "A Thousand Stars," plus assorted other hits, both her own and others, such as "Happy Birthday Blues," "Will You Love Me Tomorrow" (the Shirelles) and "Gee Whiz" (Carla Thomas). As in her hit singles, she's well backed all the way by the Innocents, a male vocal trip, who have also scored in their own right.

★★★★ ROCCO AND HIS BROTHERS
Original Sound Track. RCA Victor FOC 2 (Stereo & Monaural)—Nino Rota, Italian composer of the score of "La Dolce Vita" and the earlier "La Strada," has turned out another emotion-packed score to accompany this highly acclaimed new film import. The music is of many moods and styles, designed to forward the movement of the film's own action, yet it has considerable interest as a listening experience too. As the picture eventually makes its country-wide rounds, this album can be expected to do good business.

★★★★ WHATEVER JULIE WANTS
Julie London. Liberty LST 7192—Julie London applies her smoky and torchy pipes to a string of 12 tunes tailor-made for the worldly-wise woman. She sings the tunes in her own breathless style with nice ork backing. The worldly, gold-digger motif is carried through with such titles as "My Heart Belongs to Daddy," "Daddy," "Love for Sale," and "Take Back Your Mink." Good jock wax here too.

★★★★ GENE McDANIELS SINGS MOVIE MEMORIES
Liberty LST 7204 (Stereo & Monaural)—The "Hundred Pounds of Clay" man has his second album release for the label. Here, there's quite an about-face from the earlier, more rock-oriented stylings, with McDaniels essaying a tasty, straight ballad singing style on a number of great movie hits like "Three Coins," "Secret Love," "Tammy," and "Around the World." Nice listening and pleasant slow dance fare. Good jockey material too.

★★★★ ROMANTICA
Martin Denny. Liberty LST 7207 (Stereo & Monaural)—Martin Denny's lushy effective instrumental style is showcased here on a group of romantic standards. Fine wax for jocks, sound-bugs and mood music fans. Selections include "And This Is My Beloved," "Romance," and "Tenderly." Strikingly beautiful girl on cover gives package strong display value.

★★★ MODERATE SALES POTENTIAL

★★★ THE MOST EXCITING GUITAR
Roy Lanham. Dolton BST 8009 (Stereo & Monaural).

★★★ DANCE MUSIC FOR PEOPLE WHO DON'T DANCE ANY MORE
Sy Oliver and His Ork. Riverside RLP 97502 (Stereo & Monaural).

★★★ EXPLOSIVE VOCAL PERCUSSION
Myran March and Strand Percussion Ork. Strand SLS 1033 (Stereo & Monaural).

★★★ CY COLEMAN PLAYS HIS OWN COMPOSITIONS FROM WILDCAT
Indigo GMB 502A.

★★★ EXCITING SOUNDS OF THE SOUTH SEAS
Leo Diamond. Reprise R 6002.

★★★ THE VERYEST!
George Young Revue. Chancellor CHL-5021.

JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ AFRO-JAZZ
Eddie (Lockjaw) Davis. Riverside RLP 9373 (Stereo & Monaural)—Eddie (Lockjaw) Davis is caught up in the Afro-Jazz movement on this wailing LP. The hard-charging tenor man's style is propelled on a Latin-rhythm section and is supported by a brass backing that sports some of the top trumpeters in jazz. Clark Terry and Ernie Royal are two. Gil Lopez did the arranging and many of the seven tracks are the result of his pen. "Star Eyes," and "Tin Tin Deo" are two of the more familiar titles.

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

CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ DAME NELLIE MELBA
Angel COLH 125—One of Angel's Great Recordings of the Century series, this package is a must for class shops. Collectors of the great classical singers of the past will want this, despite the shortcomings of sound at the time the performances were cut. Packaging is in Angel's fine style, with a brochure giving texts and a critical sketch. The disk is packaged as an operatic and song recital and includes "Mattiata," "Mad Scene" from Lucia Di Lammermoon," Arias from "Faust," and "La Traviata."

C&W LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ DANCE ALL NIGHT WITH A BOTTLE IN YOUR HAND
The Laurel River Valley Boys. Riverside RLP 97504 (Stereo & Monaural)—A true
(Continued on page 52)

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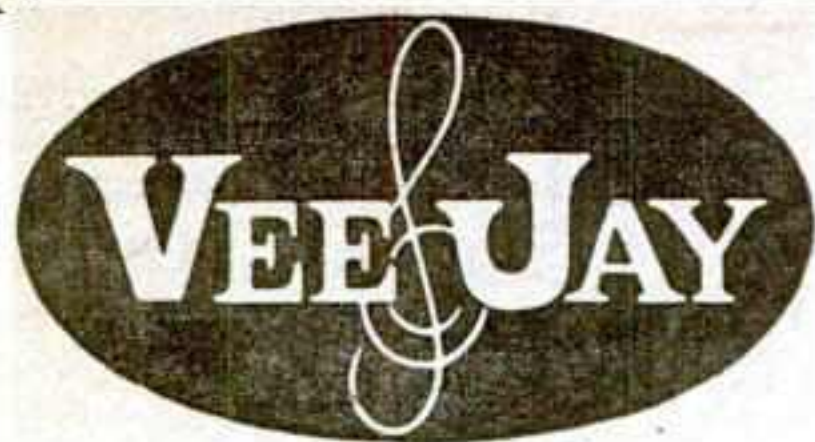
Tri-Phi's only 2 months old, but already we've made a mistake and now we have to flip the side!

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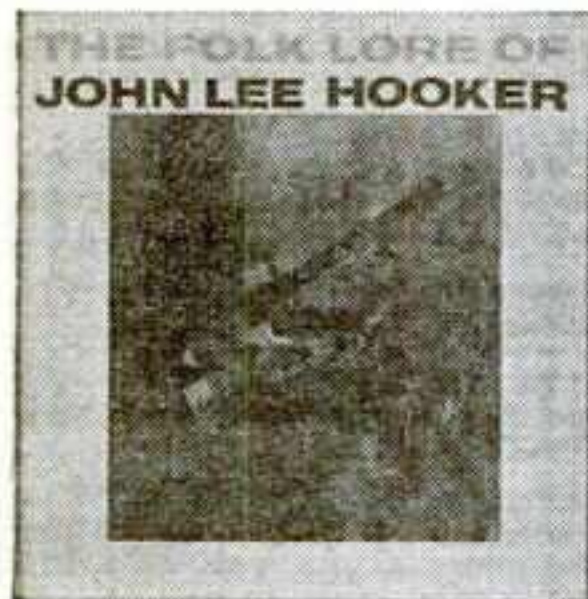


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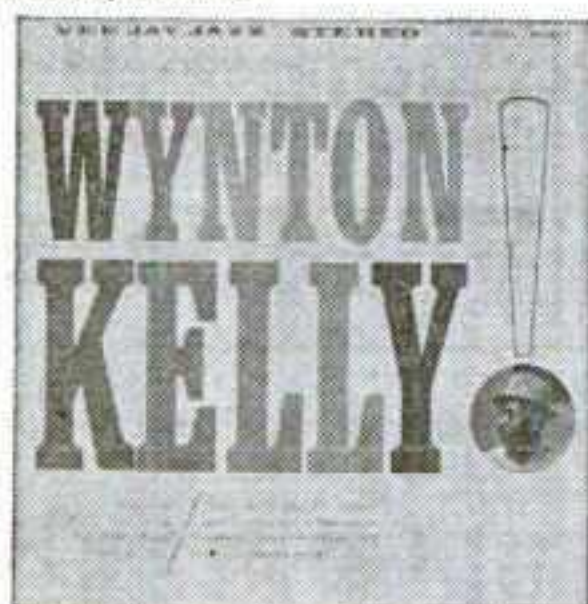
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● **Reviews of New Singles**

● *Continued from page 44*

LILLIAN BROOKS
 ★★★ You're Foolin' Someone—★★★
 Yes Dear. NEWPORT 101.

DARRELL McCALL
 ★★★ (What'll I Do) Call the Zoo—
 ★★★ Loneliness. CAPITOL 4609.

RAVON
 ★★★ Cool Swimming Pool — ★★★
 Vikki's Lament. RECORDO 503.

PHIL SOFFOS
 ★★★ Please Tell Me—★★★ Rock All
 Night. MEM 103.

DAVID ROMAINE ORK
 ★★★ Teasin' Melody — ★★★ Marcheta.
 SAVOY 1604.

TEX AND THE CHEX
 ★★★ I Do Love You—★★★ My Love.
 ATLANTIC 2116.

JACK BAILEY
 ★★★ Oh What Love Is — ★★★ Be-
 neath The Moonlight. FORD 105.

DAVE ROMAINE
 ★★★ Cascade—★★★ Marcheta. DORE
 599.

RONNIE TOTH
 ★★★ Someone Like You — ★★★ Miss
 Lazy. ABC-PARAMOUNT 10234.

THE PARIS SISTERS
 ★★★ I Love How You Love Me—
 ★★★ All Through the Night. GREG-
 MARK 6.

JOE SIMON
 ★★★ The Pledge—★★★ It's All Over.
 HUSH 106.

THE FAGAN BROS.
 ★★★ Wild In the Country—★★★ Sad
 Dance. ADAIRE 88.

LEO DIAMOND
 ★★★ Sweet and Lovely — ★★★ The
 Dream of Olwen. REPRISÉ 20,016.

SHIRLEY ELLISTON
 ★★★ A Beautiful Love—★★★ Love Can
 Make You Know. SHELL 307.

KIRK TAYLOR
 ★★★ Your Love — ★★★ This World.
 MISS 118.

THE SOUND BREAKERS
 ★★★ Lover's Beach — ★★★ Marooned.
 RADIANT 1502.

DICK STYLE
 ★★★ Too Marvelous for Words —
 ★★★ Come Rain or Come Shine.
 RADAR 102.

THE DEVOTIONS
 ★★★ Rip Van Winkle—★★★ (I Love
 You) For Sentimental Reasons. DELTA
 1001.

SAM BUTERA
 ★★★ Love Lessons—★★★ The Grass-
 hopper (Let Him Hop). DOT 16250.

FRANKIE SANDS
 ★★★ If I Had a Sweetheart—★★ I'm
 Afraid of Tomorrow. MASTERSOUND
 50000-1.

ZIGGY GONZALEZ
 ★★★ Cheerke—★★ Let Me Walk You
 Home. GLEN 5002.

RINALDI
 ★★★ Soft Sands—★★ Unpetit Pou Ec-
 core. REPUBLIC 2019.

TURNER DI SENTRI
 ★★★ Spanish Lace — ★★ Ten Million
 Tears. TOPIX 6001.

THE ITELs
 ★★★ Chubby Isn't Chubby Anymore—
 ★★ Star of Paradise. MAGNIFICO 101.

JIMMIE HOLT
 ★★★ Read a While in Bed—★★
 Spellbound. VAN 2004.

MARIE ANN
 ★★★ I Know That Your Heart's Not
 Made of Wood — ★★ Dear Teddy.
 EPIC 9465.

BILLY STEWART
 ★★★ This Is a Fine Time—★★ Young
 in Years. UNITED ARTISTS 340.

LINDA HALL
 ★★★ You Don't Have a Wooden Heart
 —★★ Treat Me Nice. CUCA 1044.

★★★ STRONG SALES POTENTIAL

COUNTRY & WESTERN

THE STANLEY BROS.
 ★★★★★ I'd Worship You—KING 5518—
 An authentic performance by this fine
 standard country act. Sids has the true,
 haunting mountain sound as they deliver
 a weeper. (Lois, BMI) (2:14)

★★★★ I'll Take the Blame—He now
 knows what it means to live without the
 chick . . . and wants another chance. A
 strong weeper. (Lois, BMI) (2:05)

HARLAN HOWARD
 ★★★★★ We're Proud to Call Him Son—
 CAPITOL 4612—Cleffer Harlan Howard,
 in one of his few appearances as a singer,
 turns in a cuty ditty about a little boy who
 creates many problems in the home. Good
 backing features an accented bass drum.
 (Central, BMI) (2:35)

★★★ Legion of the Lost—A weeper bal-
 lad is sung in classy style by Howard. He
 gets a good assist from a choral backing.
 Good, spinnable wax. (Pamper, BMI) (2:06)

WARREN SMITH & SHIRLEY COLLIE
 ★★★★★ Why I'm Walking — LIBERTY
 55361—A good and convincing country-
 styled weeper. Smith and Collie turn in a
 nice rural harmony-sound against a tradi-
 tional backing with weepin' fiddle. Can
 grab spins in the country marts. (Ernest
 Tubb, BMI) (2:20)

★★★ Why, Baby, Why—The old Webb
 Pierce hit is done in country harmony
 by the pair. Listenable wax but the flip
 has a more salable sound. (Starday, BMI)
 (2:26)

★★★ MODERATE SALES POTENTIAL

COUNTRY & WESTERN

ERNEST STACY And HARLIN KAZY
 ★★ Love Unclaimed — ★★ No One
 Crying Over Me. VAN 2003.

DALE RICHARDS
 ★★ Wedding Band — ★★ Lonely Old
 World. VAN 2001.

LUKE THOMPSON
 ★★ I'm Lost Between the Falling Snow
 —★★ Mountain Sweetheart. HAM-
 MOND 4461.

CLAY ALLEN
 ★★ Takki Ti Takki Tu—★★ Doubt-
 fullness. LONGHORN 515.

INTERNATIONAL

MARIA CANDIDO
 ★★ Tu N'es Plus La (You're No
 Longer There)—★★★ Par Dela (Al Di
 La). DECCA 31291.

LIMITED SALES POTENTIAL

POPULAR

MARGARET MANNING
 I'll Remember You—Until We Kiss Again.
 SILVER LEAF 1202-3.

PAUL CHAPMAN
 You're My Inspiration—I Need Your
 Love. TALA 708.

DOTTI DEMERELLE
 Is There Somebody Somewhere for Me?
 —Mister Jack Frost. HOT FOOT 13.

JOANIE HALL
 Climbing This Mountain—Just Because.
 HACIENDA 004.

THE FREDDY JOY TRIO
 The Thirsty Coppersmith—The Velvet
 Swing. DECORA AMPHORA 1004.

HAYDEN THOMPSON
 Summer's Almost Over—Watcha Gonna
 Do. PROFILE 4015.

THE LYRICS
 The Girl I Love—Oh, Please Love Me.
 WILDCAT 0028.

SAMMY VAUGHN & THE STAR MARKS
 Always Be Mine—Midnite Shuffle. STAR-
 DOM 0012.

STARDUST GREEN
 Too Many Times—I Can't Give You
 Anything But Love. ARDORE 780.

DON LEONARDI
 I Aimed at a Little Star—Would You
 Give Me All Your Love. DECORA
 AMPHORA 1005.

COUNTRY & WESTERN

RANDY NUNLEY
 Are You Missing Me—I Don't Know
 Why. VAN 2002.

CURT BURRELL
 Just a Long, Long Road — The Best
 Performance of the Year. LIFETIME
 1008.

RHYTHM & BLUES

LITTLE BETTY
 I May Be Wrong—Why Did You Do
 It? SAVOY 1603.

SPIRITUAL

JOAQUIN SINGERS
 I'm Searching—Looking Down. JOA-
 QUIN 102.

WATCH THIS ONE!

"TEASIN' MELODY"

b/w
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"MARCHETA"
 Savoy #1604

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"LET'S GET TOGETHER"

b/w
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 By **JERRY VINAR**
 ON VARIETY RECORD 45V-1028

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JAMIE

"GUNS OF NAVARONNE"

JOE REISMAN
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 Phila. 23, Pa. CE 2-3333

RUNNING WILD!

"JUST OUT OF REACH"
 (OF MY TWO OPEN ARMS)

Solomon Burke
 Atlantic 2114

WESTERN UNION

NASHVILLE, TENN., AUG. 9, 1961

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Best Selling Singles

- | | |
|---|--|
| #15911 Does Your Chewing Gum Lose Its Flavor
(On The Bedpost Overnight)
<i>Lorrie Donegan</i> | #16220 Blue Tomorrow
<i>Billy Vaughn</i> |
| #16243 Black Land Farmer
<i>Wink Martindale</i> | #16235 We Kiss In A Shadow
<i>Sonya</i> |
| #16222 Yellow Bird
<i>Lawrence Welk</i> | #16209 Moody River
<i>Pat Boone</i> |
| #16249 Because Of You
<i>Louis Prima and Keely Smith</i> | #16234 Yellow Bird
<i>The Mills Brothers</i> |
| | #16250 The Grasshopper
<i>Sam Derrera And The Witnesses</i> |
| | #16248 Cat Walk
<i>Annalee McDevote</i> |

Best Selling Albums

- | | |
|--|---|
| DLP 3388 Yellow Bird
<i>Lawrence Welk</i> | DLP 3386 Orange Blossom Special and Wheels
<i>Billy Vaughn</i> |
| DLP 3280 Golden Waltzes
<i>Billy Vaughn</i> | DLP 3363 San Antonio Rose
<i>The Mills Brothers</i> |
| DLP 3384 Moody River
<i>Pat Boone</i> | DLP 3398 Polkas: Greatest Hits
<i>Six Fat Dutchmen</i> |
| DLP 3387 Dearly Beloved
<i>Keely Smith</i> | DLP 3396 Yellow Bird
<i>The Mills Brothers</i> |
| DLP 3386 Blue Moon
<i>Louis Prima</i> | DLP 3399 Calcutta
<i>Lawrence Welk</i> |



“THE NATION’S BEST SELLING RECORDS”

Stalemate Grips R.&R., 'Good Music' Format Air

• Continued from page 1

cent preferred current pop hits including the wilder rock and roll items; 21.15 liked current pop hits, excluding wild r.&r. disks; 8.6 liked familiar standards; 1.9 wanted "all gold records" (million sellers excluding rock and roll fast tempo disks); and 0.96 per cent preferred familiar and unique arrangements with a "modern" jazz sound.

On the basis of these survey results, Station KSTB has completely changed its musical policy and adopted one that reflects the majority of its listeners' preferences—namely, current pop hits, including rock and rollers.

The KFMB, San Diego, Calif., survey, made by Pulse earlier this year, indicated that Top 40 stations rank well ahead of "soft music" stations as news sources and are also "more actively listened to"—meaning that the dialers heard more of what the Top 40 deejays say than on the "pretty music" programs. However, it should be noted that network stations—with their "talk" programming—came out ahead of both types of music outlets.

On the other hand, deejay Steve May, WINY, Putnam, Conn., recently conducted an on-the-air survey of his listeners' musical tastes and r.&r. lost. The jock played old and new disks on an alternate basis, and asked dialers to write or call and tell him which records they would like to hear again. Such oldies as Tommy Dorsey's "Stardust," Art Lund's "Mamselle,"

Buddy Clark's "Linda," and the Mills Brothers' "Till Then," were among the top winners. Consequently, WINY now utilizes its library of 78 r.p.m. oldies on a daily basis, along with its regular programming of new releases.

Station WGST, Atlanta, last month, adopted a "good music" programming format. As a result, veteran deejay Paul Drew has left that outlet and moved over to Top 40-styled Station WAKE, same city.

Sing Along Trend

Meanwhile, the Sing Along trend continues to grow. Station WORL, Boston, credits its doubled revenues to General Manager George Gray's endorsement of Sing Along type programming, which was launched on WORL, via an all-day sponsorship by a skin-diving equipment manufacturer. Gray predicts that Sing Along wax will have a lengthy vogue in the broadcasting and record field.

Sing Along stations are particularly enthusiastic about the format as a merchandising plus with advertisers. They also report that Sing Along programming is a sure-fire mail pull gimmick. For example, Station WMNI, Columbus, Ohio, which started Sing Along programming March 9, 1961, with 20 Sing Along hours a week, reports they have "received more mail since we went into our new format than we have received in the past three years in the way of unsolicited complimentary mail."

MOM & DAD DO A MEAN TWIST

PHILADELPHIA — Rock and roll may finally be getting through to adults. At least it has here, where after-hours spots and regular night clubs report that their middle-aged clientele is doing "The Twist" between cha chas.

According to Joe Brooks, publicity - promotion chief of WIP, here, it all started at the R.D.A. Club which staged a "Twist" dance contest for adults last month, and pulled in 500 patrons. The suburban Philly branch of the Sinatrama Clubs is also featuring "Twist" dance competitions, and other nitery ork leaders are hastily putting the r.&r. novelty into their books, sandwiched between "Tea for Two" and "Night and Day."

Pastore Bill Seeks Radio Net Control

• Continued from page 1

vantage via program selection to any product or service owned or controlled by the net.

The proposed amendments to the communications act forbid any contract or "understanding" with affiliate stations that would hamper individual programming in the public interest, involving any of these network practices: exclusivity agreements; optioning of station time; duration of the agreement; acceptance or rejection of the net program by the station; or influence of non-network rates. Scope of these considerations is "without limitations" under the proposed law.

The broad legislation (S.2400), while not going as far as to license the nets, does permit FCC to limit the number of stations nets can own, and the number of networks under one control. FCC can prohibit or control net representation in non-network time.

Nets would be required to make "reasonable distribution" of their programs to stations; forbidden to use discriminatory practices in selecting affiliates, or discriminate between affiliates; required to maintain fair play in political and controversial broadcast matter on the air.

Pastore, in releasing the request letter and progress report from the FCC on network regulation, said hearings would be held in the near future by the Senate Commerce Subcommittee on Communications of which he is chairman.

diskeries charge, however, that music taping, at least in Germany, has swollen to almost awesome proportions.

Teen-agers, instead of buying singles as before, now worm taping clubs which meet regularly to pirate radio music and improvise dance music programs. "This has a subtle effect which is not generally appreciated," a GEMA official insisted: "It damages not only disk sales but also the live band. These kids are becoming entirely dependent on taped music for dancing. They not only buy fewer disks but they seldom dance to live bands any longer."

Grundig and the other recorder producers are refusing to budge. Tape recorder production is soaring and manufacturers are cutting prices to move output. They are advertising as never before the high-fidelity reproductive qualities of their recorders, and stereo tape recorder sales in particular are at an all-time peak. The price of recorded has plummeted as low as \$35 for Grundig's battery-powered midjet model.

VOX JOX

• Continued from page 12

... Howard Lloyd is the new manager of the Western Division of Storer Programs, Inc., newest subsidiary of the Storer Broadcasting Company. ... Dick Hoyt writes that he has just given up being "Smilin'" Johnny Davis at WVOK, Birmingham, to move to "Good Music" Station WBRC in the same city, where he will be on the air (under his own name, Dick Hoyt) from 10 a.m. to 2:30 p.m. daily. Hoyt, who started his career as a singer, has a release coming out this month on the Arliss label—"Wasted Years."

Ken Gaughran, formerly with WACE, Springfield, Mass., has joined WWCO, Waterbury, Conn., in the 10 a.m.-2 p.m. time slot. ... Mike Hoey, program director of KSYD, Wichita Falls, Tex., is spending two weeks training with the Army Reserve this month. Meanwhile, the FCC has officially granted the transfer of KSYD from Grayson Enterprises to new owners, R. E. Glasgow and Bob Walker, general manager of the station. Its call letters will be changed shortly.

Bill Jones, WIBG, Philadelphia, has completed the first of what may turn out to be a series of taped "State-side" record hops for U. S. servicemen overseas. The first hop was taped live in East Greenville, Pa., and was rushed for broadcasts to U. S. Armed Forces in the Far East area covering Japan and Korea. Jones said he will be happy to forward enough tapes for a three-hour program to members of the Armed Forces Network who request them.

Station WMIX, Mt. Vernon, Ill., is spotlighting hour-long "Sing Along" shows on Wednesday nights and Sunday afternoons. The shows feature variations on the "Sing Along" theme—"Roaring 20's," "Dixieland," "Serenade to the Ladies," "Memory Lane," etc. ... Stations KLIF, San Jose, Calif., and WRVM, Rochester, N. Y., are new affiliates of the Mutual Radio Network.

FRED WEISS, WXYZ, Detroit, is deejay-host of the new "Teen Bulletin Board" show sponsored on WXYZ by the Coca-Cola Bottling Company every Tuesday and Thursday, 7:30-7:45 p.m. Weiss will continue to pilot his regular nighttime 7:15-10 p.m. series, Monday through Friday. ... Michael Adams (Andrark) has been promoted to program director status at WWIZ, Lorain, Ohio. The 24-year-old exec has only been in full-time radio since February, 1961. Prior to that he was a part-time staffer at WEOL, Elyria, Ohio.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Neal Merritt, deejay at KENS, San Antonio, has a new record out on the Manco label, "Can You" b.w. "Stop Talking." ... If you haven't received your copy of Johnny Horton's new release, "Miss Marcy" b.w. "Ole Slewfoot," drop a line on your station letterhead to Tillman Franks, 604 Commercial Building, Shreveport, La. ... Jimmy Simpson, who along with his duties as superintendent for Inlet Construction, Anchorage, Alaska, presents his "Far North Jamboree" on KBYR, that city, began a daily early-morning show on the new KBYR-FM in Anchorage August 1. Jimmy's is the only c.&w. program in the Anchorage area.

Neal Bunch, of Country Music Promotions, Route 1, Box 544, Suffolk, Va., has available copies of Connie Hall's new Decca release, "Fools Like Me." Drop him a line on your station letterhead. Neal says he'd like to hear from c.&w. jocks not getting proper record service. He says he can help them get records from companies that are hard to crack. ... In need of records, station breaks and intros from the various country artists are George Hammil, who has a daily hour-long show over WFIW, Fairfield, Ill.; Buddy Morris, Eureka, Calif., and Frank Kenny, of WPUP, Gainesville, Fla.

Jack Roberts continues to whirl the c.&w. biscuits weekdays, from 4:30 to 6:30 p.m., over KNBX, Kirkland, Wash., while doubling weekends with his Evergreen Drifters at Heiser's Shadow Lake Ballroom, near Seattle. Other c.&w. jocks at KNBX are George Boucher, Lloyd Allen

and Jay Marlowe. ... Doc Watson has been handed a 30-minute extension on his daily platter seg, "Look or Listen," aired over KYVW-TV, Tacoma, Wash. He's now on from 7-11:30 a.m., five days a week. ... Fred Carr recently left the West Coast to take over the post of program director at KOYL, exclusive c.&w. outlet at Odessa, Tex.

"It is amusing to read about the great efforts being put forth by some of the major recording companies in promoting country music, principally RCA Victor and Capitol records," writes Rene Fontenot, chief announcer for the KSLO Broadcasting Company, Opelousa, La. "Although we program five hours daily of country music, and in spite of every effort we have made with distributors, promotion departments of these companies and any other level where we thought would bring results, we are still waiting to receive our first copy of a country from them. The sole exception is when we receive promotional copies from Acuff-Rose. We realize that both Capitol and RCA Victor will continue to operate in the black without our playing a single one of their records, but it seems to me that if they were honest and sincere about wanting to promote country music, they would make the small sacrifice of sending us promotional material. Records doing well in our area receive four and five exposures per day. Our salute goes to Columbia, Decca, Hickory, MGM, Liberty, Mercury and others for supplying us with their disks. Needless to say, we do all we can to promote their artists. So many great artists are on RCA Victor and Capitol, and we would like to see to it, if possible, to do our part for them as well. Without records, we can't play them."

GEMA Would Have German Tape Firms Dig for Royalty Payments

• Continued from page 6

record industry. Some disk executives reproach their own industry for underestimating the taping threat. They accuse the State-owned radio networks of being an

accessory, albeit unwitting, to the taping problem.

A radio station, they point out, pays around \$3 for the tape of a dance hit song which would cost \$500 to air live. Legal defenses against magnetic tape should have been erected before the present threat materialized, it is contended. Now, say many music executives in Germany, it is too late to fight anything but a rearguard action against the onslaught of tape.

Most diskeries, furthermore, concede that other factors aside from taping have contributed to the skid of single sales.

The electronics concerns say GEMA and the diskeries are trying to make the tape recorder the whipping boy for the shortcomings of the platter trade. Instead of seeking a scapegoat for their woes, advise the tape recorder manufacturers, the diskeries should concentrate on reducing disk prices and promoting sales.

GEMA is accused of obtruding into a purely commercial field in which it has no proper concern. Most electronics executives maintain that GEMA should be content to collect the standard royalties from disks and other conventional channels and desist from invading the privacy of the home.

A court in Berlin has just sided with the electronics industry, rejecting GEMA's suit to compel Grundig to furnish it the names of purchasers through wholesale and retail channels. However, GEMA is appealing the decision and is expanding the scope of its legal offensive into other German courts.

Another Question

Aside from the question whether music taping is primarily responsible for declining disk sales, GEMA and recorder manufacturers differ on the magnitude of illicit taping.

The manufacturers say that such taping as goes on is of the family fun type and harmless as concerns the influencing of disk sales. The

WINS Joining Mutual Chain

• Continued from page 2

which dates back to September 15, 1934, when the Mutual web was formed, was made to obtain more exposure for the web's programming in the Greater New York area.

Station WOR's heavy emphasis on 15-minute local news shows and "talk" programs apparently didn't blend with Mutual's policy of issuing brief five-minute national newscasts on a quantity basis.

Such a service, plus special news and commentary spots, can "readily be incorporated within WINS' new music and personality structure," according to WINS General Manager Ted Steele. The station will also make its own news staff and mobile units covering the Greater New York area are available to Mutual. Steele said WINS will also continue and augment its own local news coverage.

Although the Storer Broadcasting Company's purchase of WINS is still up in the air, pending FCC approval of the sale, a spokesman for Mutual said the sale will not interfere with the affiliation of WINS with the web.

In recent months, WINS has undergone a considerable change in its personnel. Ted Steele moved over as general manager from a similar post at WNTA, Newark, N. J., last month, and prior to that two ex-WNEW, New York, deejays—Lonnie Starr and Jack Lazare—joined the outlet. At the same time, Top 40-styled, Stan Richards left the station.

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Watch for it...
Plan for it...
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Freddy King 12428

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Charles Brown 5523

**THE HAMMER
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HATTIE NOEL
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**"KOKOMO ME
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A BIG HIT!
CLAY COLE
**"Happy
Times"**
#5771

IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 28, Calif.

Reviews of New Albums

Continued from page 46

three-man mountain string band hailing from western North Carolina, the Laurel River Valley Boys feature a mountain fiddler, a five-string banjo and a guitar. The trio sings and plays a brace of well-loved

tunes, some of which are "Good Old Mountain Dew," "John Henry," "Sourwood Mountain," "Cumberland Gap," and the title song. Authentic fiddling and string picking will appeal to country music fans.

SPECIALTY LP'S

★ ★ ★ ★
STRONG SALES POTENTIAL

LATIN AMERICAN

★ ★ ★ ★ **ADIOS MUCHACHOS**
Noro Morales and His Ork. Riverside RLP 97501 (Stereo & Monaural) — Noro Morales has been a leading name in Latin dance music for over a quarter of a century. This latest LP finds the maestro and his band in fine fettle in danceable arrangements of famed Spanish and Latin American standards. The perform the title song and "La Cucaracha" as merengues, "El Choclo" and "La Violetera" as cha chas, "White Orchids" as a bolero, "Come Back to Sorrento" as a mambo cha cha, and "La Paloma" as a bolero cha cha. A tasty mixture for Latin dance fans.

★ ★ ★ ★ **INTERNATIONAL SONGS AND BALLADS**

Frances Archer and Beverly Gile. Stand SLP 408—The Misses Archer and Gile have a presentation of much charm here as they lend their duet harmony style to a broad selection of what they themselves would call art songs, based on folk material. The songs chosen here range from "Rock the Cradle Mary" (Southern spiritual), to "Chezzetcook Song" (Nova Scotian), to "Oif'n Pripchick" (Yiddish). Their only accompaniment is Miss Gile's solo guitar. Much warmth and honesty in these offerings.

FOLK

★ ★ ★ ★ **I KNOW MY LOVE**
Salli Terri. Capitol SP 8556 (Stereo & Monaural)—Salli Terri's voice has the haunting quality of the great folk artists. Here she sings "I Must and I Will Get Married," "The Turtle Dove," "I Know Where I'm Goin'," and others—all with artful simplicity. A good one for connoisseurs.

SPECIALTY

★ ★ ★ ★ **X-15 AND OTHER SOUNDS OF ROCKETS, MISSILES AND JETS**

Reprise R 6003—This album should become a favorite among young boys, from, say, 10 to 15. It tells the tale of the X-15, the experimental plane, and what preceded it. In addition to the X-15 story, narrated intelligently here, it also contains a section called "Sounds of the Skies" which includes sounds of sonic boom, F-104 landing and slow pass, and 707 landing and take-off. Interesting wax for students and hobbyists, and a wonderful present for a son or nephew.

★ ★ ★ ★
MODERATE SALES POTENTIAL

FOLK

★ ★ ★ **IRISH AND BRITISH SONGS FROM THE OTTAWA VALLEY**
O. J. Abbott. Folkways FM 4051.

★ ★ ★ **ACCENT ON ROOTS**
Brock Peters. Strand SLS 1029 (Stereo & Monaural).

★ ★ ★ **BOTHY BALLADS OF SCOTLAND**
Ewan MacColl and Peggy Seeger. Folkways FW 8759.

COUNTRY & WESTERN

★ ★ ★ **HARDROCK GUNTER PLAYS POPCORN DANCING FOR THE SOCIAL SET**
Gee Gee LP 161.

LATIN AMERICAN

★ ★ ★ **LET'S DANCE THE PACHANGA AND CHARANGA**
Armando Boza and His Ork. Monitor MP 555.

SPOKEN WORD

★ ★ ★ **DERRY DOWN DERRY**
Lesley Frost. Folkways FL 9733.
★ ★ ★ **THE MINORITY PARTY IN**

AMERICA
Norman Thomas. Folkways FH 5512.
W. E. B. DuBOIS
Moses Asch. Folkways FH 5511.

INTERNATIONAL

★ ★ ★ **C'EST MAGNIFIQUE-DANCE ME IN PARIS WITH CHAUNCEY GRAY & HIS ORK**
Riverside RLP 97505 (Stereo & Monaural).

**LIMITED
SALES
POTENTIAL**

POPULAR

MARILYN...THE MOST
Holly HO 4.

DOCUMENTARY

RADIO MOSCOW AND THE WESTERN HEMISPHERE
Cook LP 5050.
WE SHALL OVERCOME
Folkways FH 5591.

Two Boston Rack Jobbers Tottering

Continued from page 1

terms, Lesley will take over current accounts and will guarantee exchanges. Toy Distributors had serviced a number of the First National and Stop and Shop supermarket operations.

Original appraisers said the Toy Distributors inventory came to approximately \$251,000. Later, however, other experts appraised the inventory at \$25,000, about 10 per cent of original estimates.

In the case of Cardiff Enterprises, creditors were still meeting at week's end. The situation was not clear as to whether Cardiff would declare bankruptcy or whether the company would obtain new money, and hence, new life.

At one point sheriff's men moved into Dave Friedman's Cardiff office but later these were withdrawn

when a mortgage trustee took over the reins.

The Massachusetts developments follow by a week the disclosure from the West Coast of the bankruptcy of Record Enterprises, oldest and one of the largest rack operations in the Los Angeles area.

Credit difficulties within recent months have not been limited to racks. On other fronts, too, of the nation's biggest one-stops, Williams in Philadelphia, and Leslie in New York, have both been involved in special proceedings with creditors. In the case of Leslie, which first broke open last winter, a settlement plan is still being mulled by leading creditors. It's reported that settlement is being held up by distributors for two major diskeries, one of which does not go for the plan. The other has agreed to go along when everybody else comes in.

Station KNOB Jazz

Continued from page 24

tions to supply them with as much jazz fare as they desire. He said the KNOB service does not have to go necessarily to all jazz operations, but is available to any outlet, regardless of their programming policy. In fact, Stein expects a stronger representation of non-jazz stations in his syndicate. The reason for this, he pointed out, is the fact that the non-jazz operation, seeking to round out its programming fare with a sampling of good jazz, will realize that it lacks jazz programming know-how. As a result, Stein said, such stations will welcome shows programmed by experts in the jazz field.

Without going into details of his syndicate's rates, Stein said "the charges are so inexpensive," that the service is within easy reach of the average FM operation. At this point, he stressed the fact that the service is being offered to AM as well as FM outlets, but used "the average FM operation" reference to indicate the low cost of the service.

KNOB, founded in 1949, is the oldest FM station in this area. It embarked on its all-jazz policy in 1957.

Revision Halts

Continued from page 4

renegotiate new contracts. Assignment of rights on a "continuing royalty basis" could be for any period decided upon, without the 20-year automatic cutoff.

Sales of all rights for a lump sum are generally the most hazardous to creators, the Copyright Report points out, but are in some cases a practical necessity.

In the "Moonlight and Roses" case, which was settled for the Daniels firm, an Aberbach property, against Miller Music, dissenting Supreme Court Justices said that "slavish adherence" to the copyright law's renewal provision for arbitrary succession, had produced an unjust and unsettling decision. Justice Harlan said the decision to disallow the author's assignment of renewal rights to Miller Music before his death, undermines the sale value of renewal rights to authors, and families, and leaves the publisher-buyer without protection. During the Supreme Court hearing, this point was strongly made by Julian Abeles, counsel for the losing Miller Music.

Hall of Fame

Continued from page 4

deavors indicated the following: 1. The CMA brochure has drawn much praise; (2) excellent co-operation from broadcasters has been reported in connection with the CMA's survey of radio use of country music. When tabulated, results will be made available generally; (3) Dal Stallard, manager of KCKN, Kansas City, is also preparing a sales aid kit for station use.

The meet was held at the Capitol Park Inn.

TORONTO — Arcadia Records of Canada, Ltd., a new label slated to confine itself to the country and western field exclusively, will make its bow here soon. President and founder of the new firm is Fred Roy, well known in the c.&w. music field in Canada.

In addition to recording Canadian c.&w. talent, the firm will release in Canada records cut from masters leased from American indie firms, Roy says. Firm's initial releases will be those of Larry Harvey, of Toronto, formerly heard on King Records, and Jack Silvers, popular in the Ontario-Quebec sector via his weekly TV show on CJSS, Cornwall, Ont.

If you want records authentically recorded in Hawaii, be sure to order **WAIKIKI RECORDS**. Write for free catalogue: **WAIKIKI RECORDS** 529 Kamakee Honolulu, Hawaii

THE SPANISH TWIST
BY **BILL HALEY** & His Comets
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Original Hit!!
Theme from
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LATEST RELEASE
I'VE SEEN EVERYTHING
by **THE ELEGANTS**
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ABC PARAMOUNT

Growing Fast!
MY FUMBLING HEART
JIMMY IVES
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Record Buying Upswing Delights Distrib, Dealer

NEW YORK—In spite of the hot summer period, cautious optimism is noted among record people. The reason is the pickup in business that is being experienced on the dealer as well as the distributor level. A few weeks ago it was the manufacturers who were cautiously optimistic about the fall season, now it has quietly extended itself to other levels of the trade.

Manufacturers felt the increase in orders at their fall conventions last month. Many manufacturers then noted that their fall lines had drawn bigger initial orders than they did last year, and some manufacturers exceeded the quotas originally set up for fall distributor orders.

Dealers and distributors are now reporting a rising business, sparked by the strong new product released by manufacturers for the fall season. The strong product covers not only albums but singles, too. The new Elvis Presley, Brook Benton, Bobby Darin, Paul Anka disks are getting good action at the box offices and at the dealer's counters. Hot new LP's are also feeling the rising tide as well. Mercury reports that it has shipped 75,000 of the new Brook Benton "Boll Weevil" albums. ABC-Paramount reports shipments of over 70,000 on their Erroll Garner LP. Capitol reports shipments of over 100,000 on its Judy Garland two LP packages, "Judy at Carnegie Hall." These are just random samplings of strong album sales that indicate better tidings these days.

The increase in record sales will soon be accompanied by a rising tide of consumer advertising that will break in September. These are ad campaigns planned by the majors and indies to accompany their fall LP product. The money laid out for the fall product packages and recording this year was heavier than ever and the ad budgets are also heavier than ever.

AUDIO FIDELITY RECORDS

DFM 3010
DFS 7010

SOUND EFFECTS
Volume 2

Doctored for Super Stereo

NEW SOUND EFFECTS ALBUM!

FLASH! SMASH! CASH!

Sammy Salvo
THE BULLY OF THE BEACH
HICKORY 1150

His Newest Smash!

ADAM WADE
"AS IF I DIDN'T KNOW"
Coed #553

COED RECORDS
1619 Broadway
New York, N. Y.

DIRECTIONAL

THE MIRACLE OF SOUND IN MOTION

BRILLIANT BRASS

III SOUND III

A PRODUCT OF PREMIER ALBUMS, INC.
356 W. 40 St., N. Y. C.

"THERE THEY GO"

HAROLD DORMAN
Sun #362

639 Madison
Memphis, Tenn.

MUSIC AS WRITTEN

Continued from page 6

similar recording ventures in the works, Miss Carson reports. . . Key jocks in the Northwestern Ohio area were the recipients last week of a pillbox full of green and purple pills (simulated) sent out by Tom Lipuma, promotion man with M. S. Distributing Company, Cleveland, to plug Ray Stevens' new Mercury releases. The gimmick won Tom Mercury's "Promotion Man of the Week" award. Mercury promotion men everywhere also got a sample of the promotion piece with the suggestion that they in turn service the key jocks in the area with the gimmick.

Bill Sachs

Boston

The largest crowd in the history of Castle Hill, Ipswich—some 3,500—heard the Kingston Trio this week before the group reportedly breaks up. Many tried to get money back after the trio canceled out at George Wein's Storyville Cape Cod believing boys wouldn't show. Cancellation cost Wein his summer profit. . . Jerry Simon, VIP of Serene label receiving congratulations around town from the deejays and the trade for his "Gotta Go, Go, Go" by the Styles. . . Jack Levinson of College Music says his sales are reflecting the impact of the new Negro program format at Station WILD.

Decca Manager Alan Ross will take a slight vacation after the rigors of staging the Decca, Brunswick and Coral fall showings at the Somerset with the VIP's from New York in attendance. The one disappointment in the otherwise smoothly managed affair was a baby sitter with a better offer that prevented Alan's wife from attending. . . Herb Johnson of Dumont preparing for a big local promotion for the Bobby Darin record, "Come September," in conjunction with the movie.

Cameron Dewar

Philadelphia

Stenton Records, record manufacturer and distributor, purchased a building at 10th and Reed streets for \$120,000. Extensive alterations are planned for the plant, which occupies a lot of 65,000 square feet. . . Rocco Ochulda has joined the executive staff at Chancellor Records. . . David White, leader of the Four Lads, accordionist Marge Iacovone, John Madara, and Aram Boornazian have joined forces to establish Jadco Music Publishing Company. . . Barry Abraham, former record promotion man for Chips Distributors, has been named road manager for Chubby Checker. . . Charles Rizzo adds another local label in setting up C. R. Records. . . Jerry Ragovoy, former a.&r. man for Chancellor Records, teams with Bill Fox, local real estate broker, to form his own label, Utopia Records, with the singing of "She Cried," by Teddy Darrel, their first side. . . Pete De Angelis, who left Chancellor Records to pursue serious music, left for a month's honeymoon in Rome with new wife Diane De Nota.

Maurie H. Orodener

Pittsburgh

Jim Mitchum, son of actor Robert Mitchum, spent Monday (7) in Pittsburgh promoting his new 20th Century-Fox single, "Lonely Birthday." Jack Hakim, Cosnat Record publicity manager, set up press, radio and TV interviews for Jim. . . Another visitor here was Columbia's Dorothy Jones, the Nevins-Kirshner discovery, who spent the weekend meeting the deejays under Solly Solmon's direction to plug her first platter, "It's Unbearable." She also appeared on the Clark Race show August 5 over KDKA-TV.

Leonard Mendlowitz

tone ukulele; Shari, 14, guitar, and Anita, guitar. Vocally, the girls run the gamut from folk and pop thru medleys and hymns. In addition, they do tap, ballet, and soft-shoe.

Lawyers' Assn. Backs Drive Vs. Record Bootlegs

Bobby Barnett was in Nashville last week to cut a Razorback Records sessions at the Owen Bradley Studio. His new release is due out Tuesday (15). . . Canon Records, St. Louis, has taken over production and distribution on Bobby Griggs' Razorback Records' release of "Please Devil" b.w. "Just Call My Name." . . Curtis Artists Productions, Goodlettsville, Tenn., announces upcoming bookings as follows: Ernest Tubb and the Texas Troubadours, Austin, Tex., September 1; Dallas, 2; Kansas City, Mo., 4-9, and Anderson, Ind., 10; Ray Price and the Cherokee Cowboys, Savannah, Ga., September 1; Charlotte, N. C., 2; Huntington, W. Va., 3-4; Jim Reeves and the Blue Boys, Fort Worth, September 1; Oklahoma City, 2; Buck Owens, Columbus, O., August 19-20; Martinsville, Va., 22; Carl Butler, Roger Miller and Bill Anderson, Oklahoma City,

Warren Smith is slated for a Liberty Records session at the Bradley Studios, Nashville, Tuesday (15), with the label's Joe Allison on deck to direct. Smith's current release, "Old Lonesome Feeling" b.w. "Call of the Wild," continues to ride at a merry pace in sales, Liberty execs report.

ST. LOUIS—The Patent Trademark and Copyright Section of the American Bar Association (ABA) at a meeting here last week, adopted a resolution backing the drive against disk counterfeiting and endorsing the enactment of legislation at State and federal levels to combat this practice. The resolution was sponsored by ARMADA attorney Sigmund Steinberg.

The ABA also held a special symposium on recommended revisions of the U. S. Copyright laws, and it was decided to discuss the advisability of such changes at meetings to be held later this year in New York and Los Angeles.

During the debate on the counterfeit resolution, Steinberg reviewed ARMADA's activities in fighting this evil over the past year. The resolution asks that the State Trademark Statutes or the State Criminal Codes be amended where necessary to provide that the forging or counterfeiting of any registered trademark constitutes a criminal offense.

Commenting on the adoption of the resolution, ARMADA prexy Art Talmadge said: "This is a significant step forward in the continuing program to eliminate this cancer from our industry."

Smash Singles!!

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b/w
You Ought To Know Him
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Peacock 1905

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ABP MEN WHO READ BUSINESS PAPERS MEAN BUSINESS

Oriole Issues Australian Singles

• Continued from page 28

an LP "For Mother," an LP "For Father," an EP by the Kenny Ball jazz band "For the Teen-Ager" and a comedy EP "For Junior."

No releases were scheduled by any of the majors for last weekend following the annual holiday period when factories were closed down or nearly so. Pye is first to announce a resumption—Wednesday (16).

Another Pye effort aimed at sponsoring the Golden Guineas range was to take over a huge ballroom in Blackpool, a major resort; 9,000 people attended and now a series in major cities is planned during the fall. The firm is also planning a new label for September 5 launching. It will be called Pye-Jazz, drawing on material from U. S. affiliates and its British artists. . . . Since Rosemary Clooney is no longer a U. S. Columbia artist, Philips had no new material for

issue to coincide with her current visit for TC dates. An archives search, however, produced a single, "A Foggy Day," which she recorded in London in 1957 with the Wally Stott ork and this is now scheduled for August 19.

The speech-track of a highly successful BBC-TV interview of Peter Ustinov about his American experiences is to be issued by Parlophone as an LP. . . . Former Interdisc production chief, Ed Michel, has been appointed managing director of the British operation. New production manager is Chris Went. . . . Death claimed H. V. Slade, chairman of Garrard Engineering. He was a pioneer of many technical developments in British gramophone industry.

Mexican Newsnotes

• Continued from page 28

issue the following LP's: "Bright and Shiny" by Doris Day, "Tara's Thema" and "Mucho gusto" by Percy Faith and, from their Argentinian catalog, the first two volumes of Hector Varela and his tango orchestra. . . . The same company received orders from its affiliates Sono-Radio (Peru) and La Discoteca (Venezuela) to send them the tapes of the first LP all Latin melodies in swing rhythm by Chuck Anderson and his orchestra.

Record Congress

Invitations were received by the Mexican industry to attend the first Congress of the Latin American Record Industry, to be held at Rio de Janeiro, September 4-7. Up to now, only Columbia de Mexico has decided to attend, as they were present at Columbia's first Latin American Convention (Rio, June 6-7).

FRANCE

Operettas Hitting High Sales Notes

By EDDIE ADAMIS
92 quai du Maréchal Joffre
Courbevoile (Seine)

Artéco-Odeon report high sales of semi-classical operettas in French featuring Marcel Merkes, leading man at popular theater Mogador, chief tourist attraction for provincial Frenchmen making an annual pilgrimage to the capital with families: Pat Amore, Odeon a.&. chief, plans further releases with this top Paris cast also embracing popular Viennese operettas in French, particularly in view of heavy demand from Canada.

Publishing Row

Rolf Marbot (Editions SEMI) has bought the publishing rights to two BMW toppers, "Tossin' and Turnin'" and "Lazy River." . . . Les Editions Barclay announce that they will try and bring back the samba and the Brazilian march next September. . . . In view of that prospect, they bought the publishing rights to two Brazilian songs called "Aluaedofnamorabot" and "Medaumdineiro Al."

Belgian Newsnotes

• Continued from page 28

sales from January 1 through July 31. Here are the first 10:

1. "Wheels" by the String-Along—615;
2. "Wooden Heart" by Elvis Presley—600;
3. "Surrender" by Elvis Presley—473;
4. "Baby Sitting Boogie" by Buzz Clifford—267;
5. "Der Rote Tango" by Die Regenpeifer—252;
6. "Blue Moon" by the Marceles—195;
7. "Are You Lonesome Tonight" by Elvis Presley—177;
8. "Hello, Mary Lou" by Ricky Nelson—159;
9. "Dance On, Little Girl" by Paul Anka—156;
10. "Kili Watch" by the Cousins—154.

Notice the great difference between the first three numbers and all the others. Naturally, some of these figures are still changing. It is remarkable, too, that Elvis Presley has three records among these 10, and yet it should not be a surprise, for Elvis still is the top disk star in Belgium.

Jazz Festival

The third Jazz Festival of Comblain-La-Tour was a great success, despite poor weather. On July 29, some 10,000 spectators were present, but on Sunday, July 30, almost 25,000 enthusiastic jazz fans turned out. The English Dixieland band of Chris Barber with singer Otilie Patterson was the hit of the Festival. Guest star, French singer Sacha Distel, Rita Reys and the Pim Jacobs Trio and our own the Cousins were the other big attractions.

Teen-Age Festival

Another big teen-age festival will take place on Monday, August 14 at Zeebrugge at the Belgian coast. Top stars there will be: German teen-age idol Conny; Udo Jurgens, with his own composition, "Jenny"; Los Machucambos, with their hit, "Pepito"; Los Amadores, who also hit the chart with "Maria Magdalena Cha Cha"; Will Tura, our leading young Flemish vocalist; the Cousins.

Check-Mate Debs Singles

CHICAGO — A new label, Check-Mate, headed by Billy Davis, Detroit, was introduced last week with a pair of singles, "Memories," by Ty Hunter, and "Just to Be Loved," by LaMont Anthony.

The label is being distributed nationally by Chess Producing Corporation. Both artists, as well as Davis, were formerly with Anna Records, which has since ceased operations. Plans call for additional 45 singles releases on the Check-Mate label.

Panel Picks Disks for Polydor

• Continued from page 28

disk, "O sole mio." Bruce Low will record a German vocal version on Ariola titled "Blue Missouri."

Montana Music Publishing Company has started close co-operation with the French publishing companies of the Vogue label, which have taken over a number of the Montana titles for release in France. Connected with this, Montana has published several titles on Pop, distributed by Deutsche Vogue Schallplatten Gesellschaft, Bremen, with French accordionist Aimable, who is currently in the German charts with his musette version of the famous German march "Alte Kameraden." Deutsche Vogue, which up to now issued only French titles on Vogue and Pop, English numbers on Pye, and Italian titles on Durium and Circus, intends to put more attention on German productions suited to the German record buyer, has begun with attractive instrumental versions by Aimable of recent hits such as "Drei weisse Birken," "Adieu-lebewohl-Goodbye," "Wir lagen vor Madagaskar" as well as German sung titles with English Petula Clark or French Claude Goaty.

New Record Company

A new record manufacturing and distributing company, Miller International Schallplatten Gesellschaft mbH, has opened in Hamburg, Spaldingstr. 160. The firm, managed by Gerhard Golzo and D. L. Miller, intends to represent a small number of U. S. labels in Germany. Representatives of the firm will come to New York, Chicago and Los Angeles from September 1 to 15 and are interested in contacting interested firms.

New Publishing Company

Bert Kampfert joined the Aberbach Organization recently with a new publishing company, Tonica. First title published is "Ein Mann, der nicht nein sagen kann" (A man Who Can't Say No) by teenage singer Tommy Kent on Polydor.

Move

As Karl Heinz Plotz, sales manager of Deutsche Vogue Schallplatten Gesellschaft, Bremen, distributing the labels Vogue, Pop, Pye and Durium, reports, the firm will move their administrative offices to Frankfurt-on-Main, Sophienstrasse. In Frankfurt the firm is holding an affiliate meeting

SPAIN

WB Disks in Spain Soon

By RAUL MATAS
Editor, Discomania
32 Av Jose Antonio, Madrid

"You can be sure that WB's records will be on the Spanish market no later than October," says Robert B. Weiss, international director of Warner Bros. Records, who recently visited Spain. He also contacted Mr. Carmona, of Ediciones Modernas, the firm's music publisher in this country, and interviewed many record personalities.

Bernard Ness, connected with EMI in London, has recently been appointed managing director for RCA in Spain.

Disk Shorts

"Wheels" rolling along in Spain with Billy Vaughn and the String-Along. . . . "La Novia" has two new renditions recorded by Luis Mariano in France, Jose Luis in Spain. . . . "Spanish Harlem" has become "Aquella Rosa" (That Rose), Dalida and Luis Mariano have made French releases. . . . Dalida's version is called "Nights of Spain." . . . Al Calola's "Wheels" already on the market too. . . . "Exodus" kept the fans' attention last week, but "Tonight My Love, Tonight" is moving with Paul Anka, who is supposed to be in Madrid within a few days.

under the management of Mr. Gayer.

The second German Song Festival at Baden Baden, organized by Deutsche Schlager Festspiele E.V., will take place February 17 next year instead of June, as in 1961. This will enable the winning melody to represent Germany in the "Grand Prix Eurovision" in March.

Radio Lux Festival

The German Song Festival of Radio Luxemburg is the second of two big pop festivals this year. The Baden Baden festival in June produced hardly one title for the charts, and the record business is wondering what will be the results of Radio Luxemburg's Festival in Wiesbaden on September 23. A journalist jury recently judged the 45 titles for this festival, and Radio Luxemburg has cut these titles on records to be sent to a cross-section of listeners asking them for votes on the different tunes.

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A New Jersey dealer reported selling \$400 worth of stereo equipment to a customer who came in for HIGH FIDELITY, took his copy home, read the HF Reports section and came back to buy three of the items reported on. . . . An Illinois dealer tells of selling a HIGH FIDELITY buyer seven new record releases reviewed in the magazine—before the customer left the store!

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Store _____

Address _____

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CMC FATE HANGS IN BALANCE

Coin PR Group Needs Quick \$ Or All Is Lost

By GLORIA MANLONG

CHICAGO—Unless the Coin Machine Council meets much-needed financial support within the next 90 days, the public relations arm of the coin machine industry will be forced to disband.

The announcement last Tuesday (8) came on the heels of CMC's election of the 1961-1962 board of directors and officers which, the Council stated, had been held to fulfill a necessary legal requirement binding CMC during its existence.

Lou Casola, newly re-elected president, said the decision was reached only after a six-month effort to promote membership had failed. He called the election meet-turned-news conference a form of "reverse salesmanship" but said CMC should "at least let the industry know we may have to discontinue."

Low Funds

Lack of funds has resulted from a disproportionate amount expended to gain members and promote the Council within the industry itself. Little revenue has been left for CMC's primary purpose—active promotional efforts outside the industry.

CMC reported a 40 per cent membership renewal this year. Among operators, 147 new members were gained, but less than 46 per cent renewed their memberships. Of the distributors, 43 per cent renewed and only three new members were added. The manufacturer level showed three

(Continued on page 67)



DISTRIBUTORS AND WIVES take a lunch break during Rock-Ola's recent unveiling of its new Princess phonograph in New Orleans. Shown are Mr. and Mrs. Lawrence LeStourgeon, Charlotte, N. C., on the left, with Mr. and Mrs. Ed Daniels and son, Ed Jr., Capitol Music, Jackson, Miss.

All-Out Effort May Keep PR Program Alive

By NICK BIRO

CHICAGO—With the Coin Machine Council fighting for existence, the question that suddenly pops up is "why," and even more importantly "What can be done?" The answer to the second part is perhaps the easiest, though the effectiveness of the answer has yet to be determined.

Council members are following up this week's press conference and disclosure that they are facing bankruptcy with mailings to members — "further notification," the Council calls it—that they are in trouble. The mailings, said a Council official, will be blunt. In plain language, the Council can not possibly continue its work without more support.

What else can the Council do? And what will be the result of these mailings? That's the big question, and Council members aren't saying. They're waiting for what effect the mailings as well as their press conference announcements will have. The obvious and blunt conclusion is this: Without more support from all segments of the coin machine industry—operators, distributors and manufacturers — without more money in the till, the Council will go out of business.

Cost of Operation

The money is needed to finance the cost of an effective public relations program. It goes toward payment of a public relations consultant—in this case, the Public Relations Board, a Chicago-based public relations firm that has been guiding the campaign. It goes toward mailing expense, travel expense, printing costs, and all the other miscellaneous fees that constitute getting the myriad facts about the coin machine industry across to the public. And, it goes toward getting new members.

The membership problem has already been cited by Council officials as one of the main reasons the Council is in trouble. Of total income received by the Council, "a disproportionate amount has had to be spent for getting new members."

This then gets to the problem of (Continued on page 67)

New Rock-Ola Princess Bows; Compact Unit Plays 2 Speeds

CHICAGO — Rock-Ola distributors are conducting a series of operator showings throughout the country of the firm's new Compact Princess phonograph, a 100-selection monaural-stereo juke box with three-way flexibility.

Rock-Ola has dubbed the occasion Princess Week, and distributors are conducting various ver-

sions of parties, open houses and other celebrations which started Sunday (13) and will run through the week.

Cabinet of the Princess is completely new, and Rock-Ola has added numerous features that include 33 and 45 r.p.m. intermix play, compact mechanism, simplified selector, feather-touch tone arm and plug-in cartridge, snap-in stylus.

The "tri-fonic flexibility" permits conversion from monaural to stereo or reinforced stereo with extra speakers. In the monaural position, all sound comes through two built-in main unit speakers—one heavy duty 12-inch speaker and a wide dispersion high compression driver horn.

Extension Speakers

In the stereo sound position, all sound power comes from a pair of extension speakers, eliminating output from the main unit speakers.

In reinforced stereo sound position, sound comes from both the stereo extension speakers and the main unit monaural speakers, giving stereo sound in even "the extra large or odd-shaped locations."

Reverbera-sound is optional on all phonographs. The intermix turntable allows 33 and 45 r.p.m. disks to be played in any sequence or from any bank of records.

Compact Mechanism

The compact mechanism has been specifically designed for the smaller phonograph and has fewer moving parts, faster cycling and maximum ease of servicing, say Rock-Ola officials.

Another feature is Rock-Ola's new simplified coil-less selector. Selections are achieved by spring-loaded, self-cleaning selection levers activated by two motor-driven revolving carriages.

Accessories include remote vol- (Continued on page 67)

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.

DUM DUM AND EVENTUALLY	BRENDA LEE Decca 31272
TOGETHER AND TOO MANY RULES	CONNIE FRANCIS MGM 13019
DON'T BET MONEY HONEY AND STARLIGHT, STARBRIGHT	LINDA SCOTT Canadian-American 127
LET THE FOUR WINDS BLOW AND GOOD HEARTED MAN	FATS DOMINO Imperial 5764
A THING OF THE PAST AND WHAT A SWEET THING THAT WAS	SHIRELLES Scepter 1220
MY CLAIRE DE LUNE AND IN TIME	STEVE LAWRENCE United Artists 335
CANDY MAN AND CRYING	ROY ORBISON Monument 447



JACK BARABASH, Rock-Ola field service engineer, explains the mechanics of the new Princess phonograph to an interested group of Chicago-area distributors at the factory's distributor preview held at the Pick-Congress Hotel there recently.

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verted for 100 ct. B.G.	6.50
Silver King 1/2 B.G. or Mds.	8.50
ABT Guns	30.00
Mills 1/2 Tab Gum	12.00
Model #33 Peanut, 1/2	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.75
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.63
Pistachio Nuts, Vendor's Mix	.57
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.70
Cashew, Butts	.60
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.32
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey's	.47

Rain-Bio Gum, 72 ct.	.32
Maltette, 100 ct., per 100	.38
Rain-Bio Ball Gum 140 ct., 170 ct.,	.32
210 ct.	.32
Rain-Bio Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all	
Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.48
Wrigley's Gum, all flavors, 100 ct.	.45
Besch-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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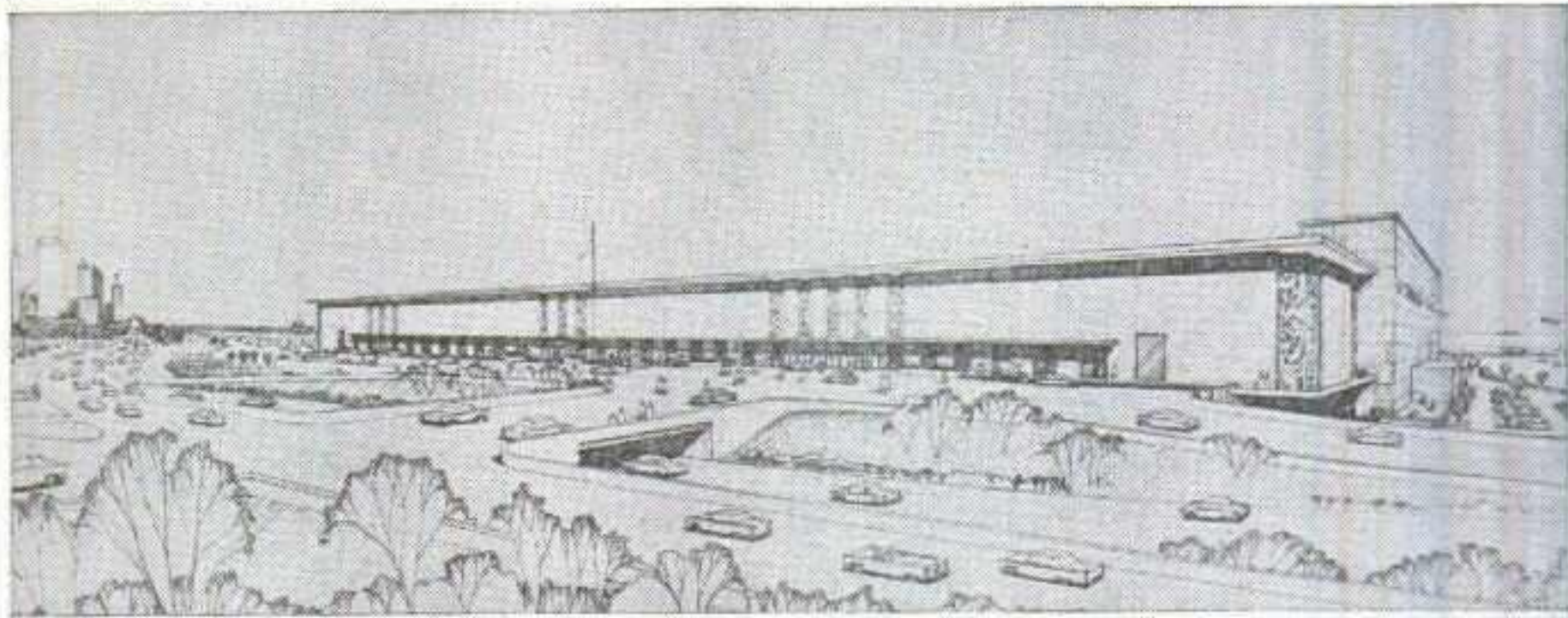
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THE NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION'S FALL CONVENTION will be in McCormick Place, Chicago's new \$35 million exposition center, which is three blocks long, a block wide and equal to a 10-story building in height. Over 300,000 square feet of uninterrupted exhibition space will be available for what is expected to be NAMA's largest equipment showing to date. Other features of the vast hall are 16 meeting rooms, a 5,000-seat theater, a 500-seat Little Theater, President's Walk Restaurant, a lakeside cafeteria, gift shop, art gallery and 10,000-space parking lot.

**Colorado Bulk Op Plans Route
Business Visits Well in Advance**

GOLDEN, Colo.—Bulk operators who complain that they can't get enough work done on the routes because of lack of co-operation from location owners will find it wise to "package up the day's business in advance" according to Clyde McCathren, dean of bulk route operators in Colorado.

Most of the high expense of route operation today comes from such factors as stores not open when they should be, requiring doubling back, machines put away out of sight, and nobody to identify their exact location, misplaced keys, lack of parking space, etc.

McCathren, who is accompanied on his long trips of as much as 600 miles by Mrs. McCathren, has found through bitter experience, that "it's best to clarify things in advance." The McCathrens, out on the job, carry a metal file along in their station wagon, which represents every stop on the route being covered. Each card is as replete with facts on the location, the spot owner, etc., as it can be, to the point that if the location owner has a habit of taking off on sudden fishing trips without warning, the fact is entered on the

card. Likewise included is the telephone number, address, and the name of the No. 2 man in each spot, always useful in the event the boss isn't available.

Telephone Number

The inclusion of the telephone number is particularly important, according to McCathren, inasmuch as he can select all cards which have to do with "problematic" location stops, and telephone first, to determine whether the customer is going to be there, that parking space is available, that the machine is where it should be, etc. If all of these factors are resolved, one by one, McCathren can be sure of zipping through the route with a minimum amount of effort. In fact, location owners often go as far as to have bills laid out to buy pennies, some machine-cleaning materials, etc., on hand. While several phone calls may be required to "set up" a route in advance this

way, the results are always worthwhile.

Being able to call the location owner by name on the telephone, is important, of course, as is the ability to ask for an assistant by name if necessary. Over the space of several years, McCathren, of course, knows not only the name of the owner, but has gotten familiar with everyone else in the organization, so that in exchanging first names, he can depend upon absolute co-operation.

McCathren has built up a reputation for unique memory among his location owners extending out into the hinterlands of Nebraska, Colorado, Oklahoma, etc., but actually, it is simply the morning perusal of his card file which does the actual job. "I don't mind if they think that I am a mental wizard," McCathren said, "so long as they think enough of me to co-operate in running the route.

**Repair School & FTC Talk
Highlights of NAVTA Meet**

CULVER CITY, Calif. — Discussions of the proposed school for vending machine repairmen and an outline of functions of the Federal Trade Commission in aiding small business people will highlight the first National Automatic Vendors Trade Association conference, which has been extended from one to two days, in Long Beach, September 2-3.

B. J. (Bob) Grenier, founder of the organization, said that Mrs. Margaret Hamilton of the California Department of Employment will discuss the proposed course to

be offered on a junior college level and free to Californians. Daniel Zumuda, FTC district representative, is scheduled to talk on assistance to small businesses.

Mrs. Hamilton said that the department is continuing its survey as to the need for the repair school. At the conference, however, she will report on the progress of the study and invite suggestions as to expanding the curriculum.

Grenier said that the conference, originally scheduled for Saturday only, September 2, was being extended to the second day to take care of the added programs. Sunday's schedule will include a board of directors' meeting in the forenoon with a cruise of the Long Beach Harbor and dinner at The Reef following in the late afternoon and early evening.

**New Capsule
For Charms**

NEW YORK—A new seamless capsule for the bulk vending trade was introduced this week by Paul Price, local charm manufacturer.

The Papco Sta-Tite Capsules are completely rounded and can hold large charm items because of their shape. Price claims that the new capsule is easy to assemble and will not open in the machines. Sta-Tite Capsules are available in two tones or as transparent capsules. Price is \$5.50 per thousand, f.o.b., New York.

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Look Like Gimmicks, Are Gimmicks,
Give Results Like Gimmicks.
SAMUEL EPPY & CO., INC.
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SPECIAL DEAL

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**JOBBERS
and
ROUTE
SALESMEN**



Ultra-modern,
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two-column,
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STAMP VENDOR

Beautifully designed, attractive front, sturdily built.
Vends 4-1c Stamps for 5c
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EXCLUSIVE TERRITORIES AVAILABLE
Write Dept. SM for prices and complete details.

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Philadelphia 23, Pa. **WALnut 5-2676**

**OPERATORS
STAY OUT
IN FRONT—
Receive...**

- ★ Advance information on what's new in BULK VENDING.
- ★ Latest news on money-making hits like the MOON ROCKET, 60 Quick-Tach, 60—3 for 5c.
- ★ The Northwestern, full of news, operating hints, photos, all for the BULK Vending Operator.

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WITH QUICK-TACH®**

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1012 Balls 100 Count Gum
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365 Regular Capsules
*AT SLIGHT EXTRA COST



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BRINGS LUCK TO YOUR MACHINES

You can't afford to be without this item!



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Authentic! Mystical!

Casts all evil away from those who possess it!

Brings Good Luck to your machines — they'll empty fast.

Available in assorted two-tone colors.

Vends perfectly in all machines.

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MYRTLE THE TURTLE
SHAKES & WIGGLES

Write for price list and full sample line.

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33 UNION SQUARE
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NICKEL & DIME MACHINES OUTSELLING PENNY UNITS

DALLAS—The need for a greater return per location has brought about a revolutionary change in bulk-operator machine buying habits, according to Everett Graff, veteran bulk machine distributor here.

For all of 1961, and a large portion of 1960, Graff Distributing Company has been selling 5 and 10-cent machines two to one over the familiar penny-operated vender, Graff reports. There is even a healthy turnover in 25-cent machines, vending novelties, which, however, he confesses, are still largely in the experimental stage, so far as everyday route operations go.

Only a few operators are using more than half a dozen of the 25-cent machines, and these operators are primarily in the Dallas-Fort Worth area. Included, of course, is Bob Graff, Everett Graff's brother, who supervises one of the largest chains of routes in the industry's history.

Changing Tastes

Prompting the decision of many bulk operators to switch to 5 and 10-cent machines is the fact that most mothers are just about as willing to hand their children a nickel or a dime as a penny nowadays. Likewise, youngsters are inclined to prefer such items as rings, charms, capsule novelties, wiggle worms, pearlescent jewelry, necklaces, brooches, to the familiar ball of gum. To date, no operator who has tested a worthwhile line-up of 10-cent and 5-cent machines in the area served by Graff Distributing Company has been anything less than enthusiastic.

Graff is extremely fortunate in the close co-operation of brother Bob Graff, who can run thoroughly valid tests on any development in his far-flung routes which extend as far north as Denver, and equal distances east, west, and south. The results which are determined by the younger Graff can usually total up to a sound merchandising platform in selling the same equipment to other operators in other areas.

A half dozen Texas operators visited at random confirm the Graff statement that 5-cent and 10-cent machines are "the thing" today. Many of them are operating "multiples" with as many as six and eight machines on a single stand, all at the 10-cent or 5-cent level.

Dunbar Sells Bulk Route to Whitfield

PRINCETON, Ky.—Pyron Dunbar, who formerly operated the largest bulk vending string in Caldwell County, has sold his route to Bill Whitfield, juke box operator

from Madisonville, Ky. Whitfield will relocate Dunbar's bulk vending machines in his combination juke box and cigaret spots throughout the Northern Kentucky territory along Kentucky Highway 91.

Dunbar plans to concentrate all of his time on a men's clothing store in Princeton.



CUPID FLICKER RING

Pulsating Red Heart pierced by arrow.

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

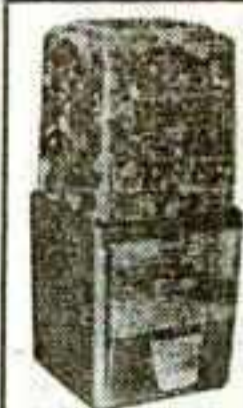
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World's Largest Selection of Miniature Charms



Penny-Nickel ATLAS MASTER Vendors

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
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CITY _____

Fill in coupon, clip and mail to:

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

We handle complete line of machines, parts & supplies.



ROBERT SIMPSON, second right, Waco, Tex., operator, is presented with a door prize of a Northwestern vending machine by Vernon Jackson. Looking on are Mr. and Mrs. Glen Moore, El Paso.

Jackson Vending Treats Texas Bulk Ops to Fine Foods & Info

GRAND PRAIRIE, Tex.—Texas bulk vending operators were recently guests of the Jackson Vending Machine Supply Company at a dinner and open forum here.

Introductions were made by Vernon Jackson, and J. W. Mitchell delivered the invocation.

Speakers were Mitchell on "Helpful Tax Hints"; Ralph Lacy, "The Best Methods Used in Packing Machines and Sorting Mixed Gum and Charms"; W. D. Martin Jr. "Importance of Giving Quick Service and Improving Re-

lations With Supermarket Managers"; Glen Moore, "Importance of Keeping Machines Clean and Sanitary"; Louis Becker Jr., "Insurance, How It Can Help the Vending Operator"; Vernon Jackson, "Importance of Using Legal Merchandise in Vending Machines," and H. V. Jordan, "Machine and Product Diversification and Route Improvement Methods."

Robert Simpson, Waco, won the door prize, a Northwestern vending machine filled with merchandise.

National Names Marketing Head

CHICAGO—H. George LeClerc will be in charge of a three-point marketing expansion program at National Rejectors, Inc., that includes new product development, securing additional sub-contract work and expansion of national's service organization to handle equipment of other firms.

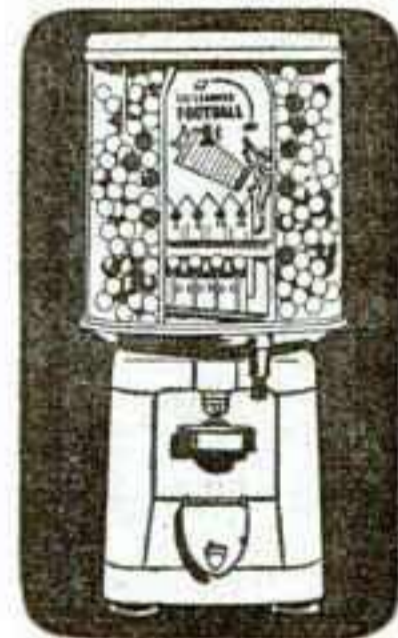
LeClerc, a former vice-president of the Link Division of General Precision, Inc., has been elected to the newly created post of vice-president in charge of marketing.

Time payments available on Oak machines through all distributors.

WE HAVE oaks'

All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

"BIG LEAGUE"



Ball Gum Vendor

The bases are loaded with profits for the smart operators who install Oak's Big League on key locations. The machine provides a fun filled game while it vends ball gum. Adaptable to any seasonal game and also to present Oak equipment.

- AMERICAN NUT 1061 Tremont Street Boston 20, Massachusetts
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- DALE DISTR. (B.C.) LTD. 1168 Seymour Street Vancouver 2, B.C., Canada
- GRAFF VENDING SUPPLY 2817 West Davis Dallas, Texas
- OAK SALES COMPANY 2033 Fifth Avenue Pittsburgh, Pennsylvania
- IMPRONTO VENDING 300 North Gay Street Baltimore 2, Maryland
- LOGAN DISTRIBUTING CO. 1850 West Division Street Chicago 22, Illinois
- H. B. HUTCHINSON CO. 1784 N. Decatur Road, N.E. Atlanta 7, Georgia
- OPERATORS VENDING 1023 South Grand Avenue Los Angeles 15, California

factory authorized dealers.

- RAKE COIN MACHINE EXCH. 609 Spring Garden Street Philadelphia, Pennsylvania
- SAMUEL J. PHILLIPS CO. 4372 Lindell Boulevard St. Louis 8, Missouri
- OAK SALES OF FLORIDA 1121 - 71st Street Miami Beach, Florida
- JACK SCHOENBACH 715 Lincoln Place Brooklyn, New York
- SIEGEL DISTR. CO. LTD. 837 Yonge St. Toronto, Ontario, Canada
- SOUTHERN ACORN SALES 526-30 Bruns Avenue Charlotte 8, N.C.
- STANDARD SPECIALTY CO. 1028 44th Avenue Oakland, California
- STAR VENDING SUPPLY CO. 6327 Calhoun Road Houston 21, Texas

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The Finest for Vending Flat Pack Products
1c, 5c, 10c, or 25c Operation

Vends flat packs up to 1/8" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

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President 2-2900

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We handle complete line of machines, parts & supplies.



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

Vogue Intros 33 Single; Juke Ops Cold to Switch

• Continued from page 1

Most German operators are even hostile to devices converting their equipment from 45 to 33. The operators argue that any converter device will put them to expense without necessarily boosting their collections.

A veteran Frankfurt operator summarized this opposition, "Will the 33 single save us operating expense? Will it increase our aver-

age per-box collections? What will we gain from a switch to 33 singles? Nothing as far as I can see."

Better Programming

Minority opinion is interested in the "something new" aspect of the 33 single. Some operators believe it might make possible better (higher quality) music programming.

A few highbrow operators and

location proprietors point to the "longhair" trend in disk sales. While rock 'n roll is taking its lumps and pop subsiding in popularity, classical music is climbing in German disk sales.

It took German operators a considerable time to credit this fact, but classical disk sales not only have held firm but actually are rising month by month.

Three B's

Consequently, more and more operators are experimenting with longhair in juke box music programming. The results have been gratifying. Some operators profess astonishment at how the German juke box public is digging Bach, Brahms and Beethoven. The forecast here is for a classical music splurge with once-over-lightly treatment.

The 33 single, say its German partisans, would make it much easier to produce a wider range of juke box disks.

However, such musings appear at the moment to mirror only minority opinion. German platter potentates are cocking a still-jaundiced eye at the 33. The Organization of German Record Dealers sharply disputes claims that the 33 single is pushing the 45 single to the side.

"Our inquiries from the appropriate experts establish that on the German market at least there is no intention to discard the 45 single," the disk dealer group said. "We are informed by these experts, furthermore, that the situation with the 33 single is stalemated in America."

German diskeries are playing the 33 vs. 45 dissonance by ear. Their statements on the subject are models of circumspection and circumlocution.

Watching Situation

Teldec says, "We have not as yet programmed 33 singles production. Whether their production is feasible remains to be established. However, we are watching the situation, and, technically speaking, the production of 33 singles would present no problems."

Jupiter adds, "It may be that within a few years the 33 single will dominate the market, but the time in Germany is not ripe. Our production is geared to juke boxes, which are still almost all 45."

Electrola summarized the position of German diskeries: "Once the demand is there, we will move to meet it. But so far the demand is not there."

The Germans are employing two precedents, very much dissimilar, to gauge the 33 singles issue: the 78-speed disk and stereo.

Too Soon

In general the industry tends to gauge the 33 singles in terms of the shift from the 78 shellac to the 33 and 45 plastic disks. It seems like to most disk executives that in time the 33 will supplant the 45 single for juke box play. But it is too soon to tell, and most diskeries prefer to let the United States pioneer the switch.

On the other hand, there is a minority which suspects that the 33 single may turn out to be something akin to stereo, which is here but yet is not here. Stereo has been an exciting "something new" talking point for the German phonograph trade, but few operators claim to have full stereo set-ups—with flawless stereo sound and adequate disk stocks in stereo.

For most operators stereo is a case of gimmickry—much ado about stereo but relatively little completely bona fide stereo listening.

A great many phonograph and diskery moguls are wondering if perhaps some new radical sound system will be on the market be-

Arnold Harlem Tagged SFC Acceptance Vice-President

NEW YORK—Arnold Harlem, veteran coin machine executive and for the past six-years associated with Automatic Canteen Company of America and its AMI subsidiary, has been elected executive vice-president and general manager of the SFC Acceptance Corporation.



ARNOLD HARLEM

The newly formed, wholly owned subsidiary of the Standard Financial Corporation will specialize in coin machine paper. SFC Vice-President Arthur F. Silbert explained that the parent company had, in the past, handled coin machine financing.

However, Silbert explained that the new subsidiary, headed by a man with long experience in the coin machine field, will be able to concentrate a large part of its efforts to the automatic phonograph and vending fields.

Financial V.-P.

Harlem's last assignment with Canteen had been as financial vice-president of AC Automatic Services, Inc., an operating subsidiary of the parent company. Before joining Canteen, he had been

with the C.I.T. Corporation for three years.

Harlem, a resident of Springfield, N. J., is a graduate of New York University and holds a law degree from Duke University.

Standard Financial, a pioneer
(Continued on page 71)

Roulette Juke-Box-Only Disks Culled From Albums

• Continued from page 1

Kolsky, Roulette vice-president, the series "will rely heavily on top-name artists and selections culled from best selling albums."

Labels and title strips will indicate from which album each selection is taken. Ten of the releases are from Roulette albums, while two are from the label's jazz subsidiary, Roost Records.

Featured artists are Pearl Bailey, Joe Williams, Maynard Ferguson, Harry (Sweets) Edison, Johnny Smith, and Sonny Stitt.

The initial package was based on a survey of Roulette distributors. Subsequent series will be programmed in the same manner.

Bud Katzel, sales - promotion

chief, is preparing a direct promotion campaign aimed at one-stops and operators.

Roulette's action will help soothe the ruffled feelings of the nation's juke box operators. These automatic music merchants have long complained that while they account for nearly 45 per cent of the single business, they are generally forgotten in the programming process.

They have also complained about the lack of stereo product in singles for juke box locations. Roulette's move, coupled with actions of the other labels during the last month, will take a lot of the edge from this complaint.

Stern Seven-Nation Trip Keys Williams Export Intensification

CHICAGO—Sam Stern, president of Williams Electronic Manufacturing Company, embarks on a seven-country tour of Europe, as Williams steps up its activity in the export field.

Stern indicated that Williams is substantially increasing its export shipments and has several game models that it is specifically aiming at the European market.

Emphasizing Williams' concentration in the export field was the recent appointment of Jack Baigleman as sales manager. Baigleman has an extensive background in the import-export field and also heads a new export department set-up at Williams in addition to its domestic sales organization.

Baigleman says that Williams intended to concentrate on Asia and South America as well as the European market. Stern's current tour takes him to Italy, Switzerland, France, England, Germany, Sweden and Denmark.

Baigleman said the Asia and South American markets are next on the agenda and that Williams had already sent feelers to Asia.

Execs on Tap for New Roanoke Co. Showing

KNOXVILLE—Jack G. Bess, president of Roanoke Vending Exchange, Richmond, Va., and George Klersey, AMI factory representative, were on hand at the Andrew Johnson Hotel here recently for a showing of the AMI Continental 2 phonographs. Also on hand from Roanoke Vending were Mrs. Bess and Eldridge Fink.

Knoxville operators attending included Whitton Florida and Darrell Warwick, H & D Music; H. J. Nichols, Atchely Music, and Lewis Eldridge and Ralph M. Eldridge, Knoxville Music.

From Maryville, Tenn., were William Leonard, Faye Leonard, Gene Underwood and Albert Welch, Leonard Music, and Mr. and Mrs. George W. Camper Jr., Blount Amusement.


fore a switch to the 33 single can be made. To these skeptics the 33 single seems a half-way measure en route to something more startling.

Prior to the entry of Vogue into the 33 singles field, this production had been restricted to a mail-order house in Southern Germany, Quelle, which experimentally produced a few stereo and monaural disks.

But Quelle's customers showed little interest in the 33 single.

Operators Pay

Most music industry bigwigs concede that the 33 single's fate
(Continued on page 71)



its Princess week!

AT INTERNATIONAL VENDING CORP. ROCK-OLA presents a new concept in phonograph design... the Princess ... a symphony of high style! ... a rhapsody in magnificent color! ... a new experience in music!

look to Rock-Ola for advanced products for profit

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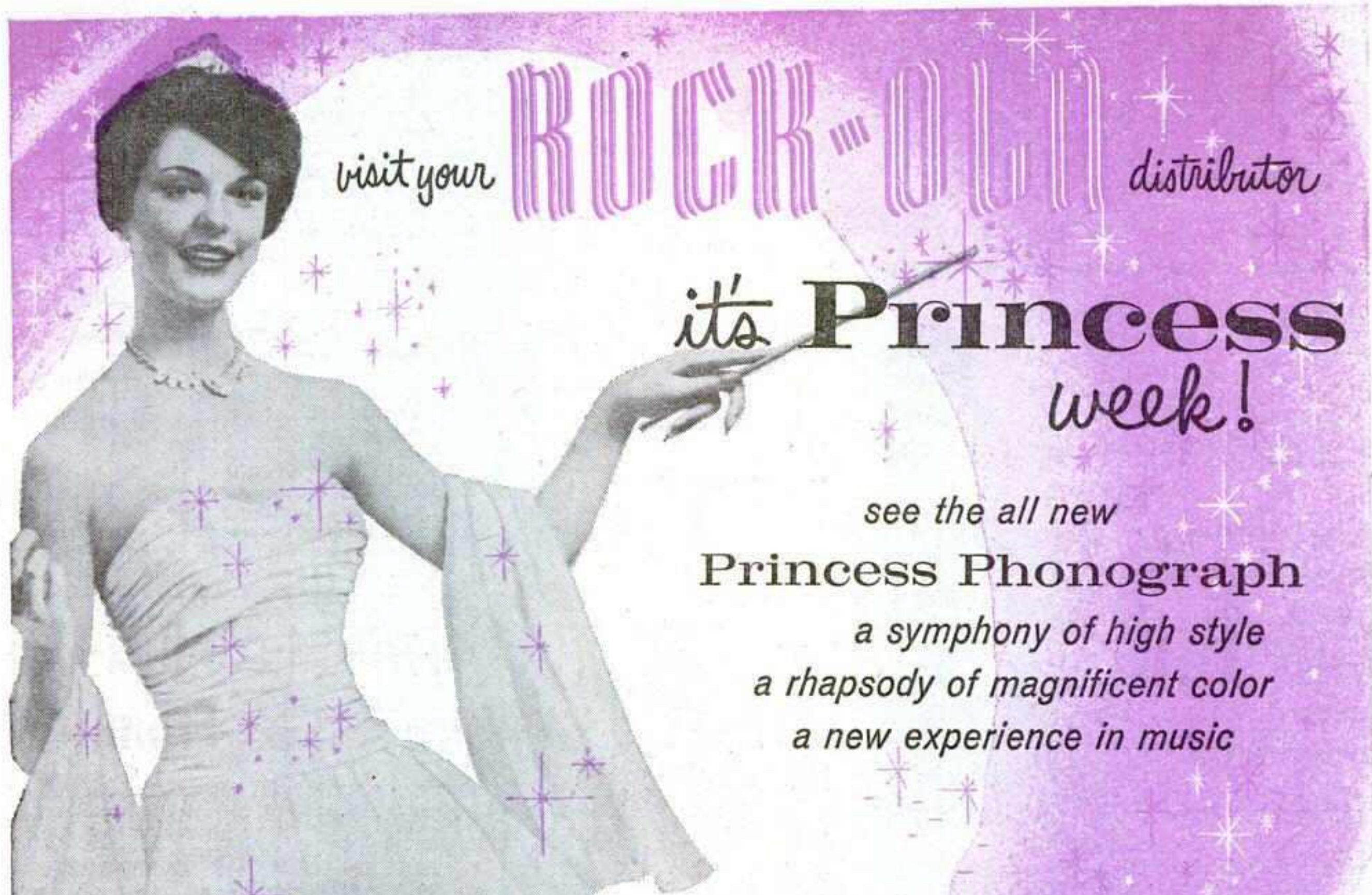


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WALBOX DISTRIBUTING COMPANY

3909 Main Street
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WESTERN DISTRIBUTORS

8126 Elliott Avenue
Seattle 1, Washington



Memphis Coinmen Speak Up & Dissuade City Licensing Comm. From Bond Levy

By ELTON WHISENHUNT
 MEMPHIS—The coin machine operators here won a major victory last week when John S. Collier, chairman of the City Licensing Commission for beer sellers, said the commission had no intention of seeking a bond of \$500 from coin machine operators on each restaurant lease.

Several weeks ago a member of the commission, John Dunlap, an

attorney, proposed this as a "solution" to cut down the numerous beer violations committed in small cafes and restaurants, main locations for coinmen.

Collier said such a bond, besides being discriminatory, might well be unconstitutional.

Canale Role

The coinmen's victory stemmed from an appearance before the commission by Drew Canale, past

president of Memphis Music Association, and Frank Smith, organizer of the group some years ago.

Canale has a large music and cigaret route, operated mainly as Canale National Tobacco Distributors, Inc. Smith is president of S & M Distributing Company, phonograph and game distributor, and S & M Sales Company, music and game route.

Smith explained that with his 30 years in the business, he could tell the commission that amusement company owners had nothing to do with violations committed by customers of location owners which result in them losing their beer license. (Such offenses consist of fighting in a cafe and not calling police, the owner's drinking beer on premises, selling beer to a minor, etc.)

When a small cafe owner loses his beer license, his main source of revenue ends and he has to go out of business. If an amusement company owner had subleased the restaurant to him, then a new location operator is sought, and a beer license sought for him.

Normal Turnover

This turnover, normal in the business, is what brought a blast of criticism last month from Dunlap, who wanted to blame it all on the amusement company owners.

Canale and Smith quickly raised up in defense of the industry. They acquitted themselves well before the commission, and as coincidence would have it, Dunlap was not present the day Canale and Smith appeared.

Canale read a lengthy letter to the five-member commission (minus Dunlap), parts of which are quoted below:

"I would like to explain that I have no direct control over any parcel of real estate which my company has leased or sublet as a restaurant.

"I try to be particular as to my tenants because any signed lease is considered a liability and the wrong tenant can cause many miseries.

"I am interested in leases such as oil companies, ice cream companies, etc., to protect my investment such as loans, chattel trust deeds on trade fixtures plus the tremendous investment of setting up speakers, wall installations, wiring, etc. This initial investment and installation can run as high as \$2,000 to \$4,000.

"I have secured my company in some leases because back over the years I have direct knowledge that undesirable from another section have been to Memphis to sound out the possibility of moving into this area. Their financial capital is unlimited.

"I feel that the leases that have been taken, plus the close connection between the Memphis Association and the Memphis Restaurant Association, plus positive police action, has offset the desire of any hoodlums or undesirables trying to move into this city for the purpose of corruption.

"The men in the coin machine industry of Shelby County (Memphis) are local citizens and civic-minded individuals who are interested in church, civic clubs, charities and a better Memphis.

"I do not want to defend anyone who violates the rules set by the city Licensing Commission, but actually such violations or misdemeanors are of insignificant nature and is not 1 per cent per week of the total restaurant business."

After Smith and Canale had spoken, Collier, the beer commission chairman, apologized for the commission. He said Dunlap was not speaking for the commission when he made his sweeping criticisms and suggestion for a \$500

(Continued on page 61)

EUROPEAN NEWS BRIEFS

Want Unified Payout Laws

AMSTERDAM—Dutch operators are campaigning for a unification of Holland's laws regulating the operation of payouts. At present payouts are under the jurisdiction of the local communities. This has produced a crazy quilt of laws which vary radically from community to community. This makes it impossible for operators to conduct large-scale operations, blanketing a number of local communities. Juke box operators contend that the possibility of operating payouts as well would put them in a sound financial position, but that dual phonograph-payout operation is impossible without unified payout laws.

Germans Train for Fanfare

BINGEN, West Germany—Loewen-Automaten, the sales subsidiary of NSM, is operating one of Europe's largest service training programs for its Fanfare juke box. Maintenance men employed by Fanfare distributors are brought to Bingen from all countries of Europe for service instruction in NSM classrooms and workshops. The program has been in operation for several years. It is being expanded and revised constantly to accommodate more students and to deal with new technical features. For instance, stereo has been getting prime attention from Loewen, reflecting the firm's contention that expert installation and maintenance is necessary to stimulate stereo sales. Loewen has sold 12,000 Fanfares around the world since starting production of the box at the beginning of the German juke box boom.

(Continued on page 63)

its Princess week!

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presents a new concept in phonograph design...

the Princess

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 ... a rhapsody in magnificent color!
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Abe Susman Takes Honor

DALLAS—Abe Susman, owner of State Music Distributors, Inc., in Dallas, was voted a lifetime membership in the Sheriff's Association of Texas when the group met recently for its 83d annual convention.

The association said that Susman "had exemplified through the years those qualities of public support which are so essential to the advancement of Texas law enforcement officers."

Susman, widely known in the trade for his public relations efforts in behalf of the coin machine industry, was present at the convention as a member and in behalf of his Abe Susman Texas Lawman Awards Contest.

Seven Texas law enforcement officers were named as winners at the convention.

Contestants had submitted their "most memorable experience as a law enforcement officer" to be judged. The winners will receive their pick of one of 18 different firearms as prizes.

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THRU RED CROSS

Euromat Juke Box Plan Revived

By OMER ANDERSON
BONN — The Euromat scheme for a European Common Market-wide phonograph industry pool has been revived in the wake of the meeting here of the heads of government of the six Common Market countries.

The conference in Bonn of the six leaders cleared the way for the accelerated creation of a single economic community of 160 million people. Trade barriers, which already have been reduced 30 per cent among the six countries, are expected to crumble rapidly.

There is speculation, indeed, that the big market of West Germany, France, Italy and the Benelux States can be achieved by 1967—a full three years ahead of the target date.

Self-Help Plans
There is a scramble of industrial groups within the six-nation area to organize horizontally for common self-help programs.

Euromat, first proposed three years ago, would encompass the coin machine manufacturers, distributors, and operators in the six Common Market countries. The organization would have the following objectives:

1. Protect and advance the industry's position vis-a-vis the world market, meaning primarily competition with the seven nations of the European Free Trade Association and with the United States.
2. Represent the industry in negotiations with the European Common Market central authority, and with the individual national governments forming the Common Market.
3. Sponsor and undertake programs of technical and commercial benefit to the industry.
4. Serve as a general clearing house for the national industries in the six countries.

Common Trade Barrier
The European Economic Community or Common Market, while dissolving internal trade barriers among the six nations, will erect a common trade barrier against non-member States. This means that the six national industries, in effect, will become a single supranational industry competing as such in the world market.

Competition can be effective and fair only if the six national industries in the coin machine, as well as other branches, are placed on equal footing. This seems obvious, but it isn't to the big market bigwigs. It is, however, to coinmen in the six countries.

For example, Euromat not only would represent the six-nation trade in dealings with government authorities, but would also handle relations with the performing rights organizations, the BIEM and GEMA, and with other similar groups.

Pooled Research
And, as the cost-price squeeze tightens, there is increasing interest in the trade in trade-wide technical research and export sales promotion. Nobody is proposing that inter-firm competition be eliminated but there is a body of opinion that certain areas exist in which pooled research and sales promotion would be in the common interest.

A conspicuous example is the 33 vs. 45 speed controversy. In this hypothetical instance, Euromat would sponsor research into the advantages and disadvantages of a 33-speed industry and the technically most feasible means of conducting a switch. Its report would be presented for the edification of the trade as a whole on an impartial basis, with each firm free to draw its own decision.

Another function of such a research and development arm might

be the standardization of certain components, particularly power supplies, for the export trade.

German Support
Euromat is ardently endorsed by the West German coin machine trade, the most vigorous on the Continent. It has powerful support from the French trade and particularly from Jacques Marchant, France's leading manufacturer.

There is considerable sentiment for anticipating developments in the Common Market-European Free Trade Area deadlock and inviting Britain, Denmark, Switzerland and Austria to enter Euromat. If EFT eventually joins the Common Market, Euromat would be in tune with the times; and if the deadlock continues, Euromat would be organized to handle problems and matters cutting across trading-bloc lines.

Euromat's sponsors propose organizing the supranational trade area as an association of existing national trade organizations. Western Europe has a highly organized coin machine trade which, say Euromat's sponsors, could be redirected into the supranational channel.

National Groups
Backbone of Euromat would be the five German and four French national groups. The German groups are the Association of the German Coin Machine Industry (VDAl); the German Coin Machine Wholesaler Association (DAGV); the Central Organization of Operators (ZOA); the Association of German Coin Machine Technicians (VDA); the Federation of German Amusement Hall Proprietors; and the Federation of Vending Machine Operators (BWA).

In France the principal organizations are: Federation Francaise

Memphis Coinmen

• Continued from page 60
bond. Collier indicated Dunlap may simply have been seeking publicity.

Edward H. Newell, president of the Memphis Music Association, also sent a letter to the board signed by him as president and Klyce Perry as secretary. Perry is office manager for S & M distributing Company.

The letter said, in part: "Some of the rapid turnover in the restaurant business is not caused by acts of the restaurant operators alone. Some have been victims of the beer board, acting as investigator, witness, prosecutor and judge. Never in a court of law is this type of hearing permissible."

The letter defended the record of coin machine operators as citizens, church workers and participants in charitable and civic organizations.

The letter said, "We invite anyone to compare the morals of the people in the coin machine industry in Memphis with those of any other industry or profession."

Smith added before the hearing ended:

"The coin machine companies deserve credit, along with the police and sheriff's force, for keeping gangsters out of the juke box and vending machine business in Memphis.

"Our system of leasing restaurant premises and subleasing to operators is a big factor in barring the lawless element that has corrupted this type of industry in many cities."

The beer commission was receptive, apologetic and assured the coinmen the matter was at an end—and strongly hinted that Dunlap should have kept his big mouth shut.

des Exploitants et Commerçants de l'Automatique; Syndicat National des Fabricants d'électrophones Automatiques; Syndicat National des Importateurs - Exportateurs d'Appareils Automatiques; Syndicat National des Importateurs - Exportateurs d'appareils Automatiques.

The Italian trade is represented by the Associazione Nazionale Esercitanti Spettacoli Viaggianti (SADAR) and the Associazione Nazionale Noleggiatori Apparecchi Automatici (ANNA). There are also strong organizations in Bel-

gium — Union Belge de l'Automatique; and in Holland — Bond van 'Muziek-en Amusementsapparaten (AUTEK).

Negotiations to bring the British into Euromat would involve the Phonograph Operators' Association, the Amusement Trades Association, and the Amusement Caterers' Association.

The meeting here of the six heads of government of the Common Market countries marked, in the opinion of observers, the beginning of the showdown phase of trading-bloc development.

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MORE ROCK-OLA Eastern distributors hear about the firm's new phonograph at the recent unveiling at the Park Lane Hotel, New York. Left to right: Irv Blumenfeld, Baltimore; Mickey Anderson, Erie, Pa., and Mickey Anderson Jr.

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Bulgarian Reds Ban Juke Jazz; Blast Imperialistic Cha Cha Disk

• Continued from page 6

The commission reported that the juke box at the city airport "played only Western music—a distressing commentary upon the failure of our cultural program."

All this, the commission observed sadly, "merely reflects the general tastes of the public. The music played on our juke boxes is merely a reflection of the type of music being played by our dance bands and orchestras."

"Only think of it? There are 200 salon orchestras in our country, some 1,300 instrumentalists, and more than 100 night club singers and, every night, they are performing to some 100,000 of our people. Finally, there is the radio, and, frankly, from what we have heard there we cannot affirm that the radio has remained uninfluenced by Western music."

Bulgaria's Western jazz inundation, according to the commission, is the work of an official agency known as Estrada, which has been responsible for dance music in public places and for juke box music programming.

Jazz Needed

Estrada, complained the commission, is operated by a director and 24 officials, all but five of whom are "businessmen," totally devoid of "musical appreciation." The Estrada director, in reply to the commission's criticism, protested that "good, dynamic jazz is what our young people want." The director, however, was summarily sacked.

Apparently it is only Western jazz—not juke boxes—which are under fire in Bulgaria. The Bulgarian Communist cultural censors seem to be taking the position that the phonograph is simply a mechanical instrument—neither good nor bad of itself; and the problem is to control music programming rather than proscribe the instrument.

Juke Box Import

Indeed, Bulgaria has been encouraging, in a modest way, the importation of juke boxes as a Western tourist amenity. The government is trying to spur Western travel to Bulgaria's Black Sea beach resorts, and government tourist strategists have approved the purchase of reconditioned Western juke boxes for location at tourist centers.

It seems, too, that the Bulgarian attitude toward Western jazz is a localized aberration, and does not reflect the general Red line. Elsewhere in the Communist bloc Western jazz is still music grata.

The Soviet Union has endorsed jazz as "the folk music of our anti-imperialist African friends." Jazz is probably the most popular in Poland, but it is accepted in East Germany and Czechoslovakia, although the Czechs are warned by the government to be on guard against the smuggling of Western influences into the country disguised as "nothing but pure African folk music."

"Jazz may conceal a wicked Western imperialist garbed in the dress of an exploited African native," the Czech Communist Party organ Rude Pravo warned.

Ops Pooh-Pooh Owned Locations

MILWAUKEE—Recent claims that location ownership of juke boxes is on the increase and threatens the existence of operators here caused quite a stir (BMW, July 17).

A number of coinmen have taken issue with operator Frank Bartnik's estimate that "... 25 per cent of metropolitan Milwaukee locations have already shifted to self-owned music equipment."

Carl Betz, P. & P. Distributing Company route foreman, says, "I think that the figure would be somewhere between 10 and 15 per cent." Sam Hastings, Hastings Distributing Company, agrees with Betz's estimate.

Leo Dinon, H. & G. Amusement Company, makes this point: There's another side to this problem. Many locations are continually after us to step in and take over their juke boxes. After they own a juke box for a couple of years, most locations realize they made a mistake when they bought it. Then they start shopping around, trying to get back their investment by selling

it to an operator," Dinon says.

What causes this change of heart? Why do these location

owners eventually decide they would be better off reverting to operator-run juke boxes?

According to operators checked on this problem, location owners soon learn that operating just one juke box can be a costly, time-consuming project.

(1) Very few location owners have the time to go shopping for records. And their knowledge of pop tunes is inadequate to the challenge of keeping the boxes filled with coin-luring tunes.

(2) Location owners also soon discover that juke box repairs and regular maintenance costs can be higher than anticipated.

(3) The biggest shock of all comes when the location owner investigates the possibility of trading in his unit for a new one. To his dismay, he learns that his juke box may have depreciated as much as \$1,000 in a three-year span. After all, he comes to learn, the purchaser of a single juke box doesn't qualify for quantity prices, as does a juke box operator.

Add up these factors, the dissenting coinmen here claim, and it is easily seen why location-owned juke boxes cannot be a major threat to the industry.

3 Tapped for Seeburg Div. Managerships

CHICAGO—Seeburg is steadily expanding its background music organization and last week named three new division managers.

John E. Malone has been named for the South, with headquarters in New Orleans. Myles Horwitz, headquartering in New York, will handle the East, including Quebec and the Maritimes. Stanley O. Raaen, headquartering in San Francisco, will handle the West, including Western Canada.

R. Traut has been named musical director by Seeburg to work with Milton Blink, Seeburg's executive producer.

Announcement of the appointments came from Stuart F. Auer, vice-president and sales manager of Seeburg's background music division, who noted that the expansion of the company's background music sales and production staff underlines the emphasis that Seeburg will put on background music sales during the next few years.

DENVER—Leo Negri of Draco Sales Company, local Wurlitzer distributor, has sold his interest in the firm to partner Mike Savio, who will continue to operate the firm. Negri, who spent several years in Southern California before moving to Denver, will probably operate in Los Angeles. His brother Frank Negri remains with another Denver phonograph distributor.



IT'S A FREE TRIP TO LAS VEGAS for Everett Robertson, Clinton, Okla., courtesy of A C Automatic Service, Inc. Drawing the winner's name is Nick Biro, BMW, as Tom Sams, A C Automatic music sales manager, holds the hat, and Lee Brooks, Cashbox, looks on. The drawing is the second since the contest was announced last spring.

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DOUBLE BARREL

CHICAGO—A pair of shooters firing balls at a moving target are the big features in Williams' new two-player pin game called Double Barrel.

The shooters are at the bottom of the playfield, and hitting a center star target increases the value of two-side pockets.

The game may be adjusted for three of five-ball play. Features include two launch pads at the lower playfield that bang balls back at moving targets, boosting values of the two-side pockets; rollovers increasing values of jet bumpers, single or twin chutes, slug rejector, locked coin box, plasticote finish and modernized cabinet.

GINSBERG WINS U. S. GOLF BERTH

PHILADELPHIA — Jim Ginsberg, a salesman for the Banner Specialty Company, here, has won a spot on the 12-man United States golf team in the Maccabiah Games. The games, also known as the Jewish Olympics, will be held August 29 to September 4 in Israel. Ginsberg, who is 27, defeated eight other Philadelphia area golfers in a 36-hole play-off for the spot. He fired a 146. The member of the Ashbourne Country Club is a former State junior champion. He is the son-in-law of Albert M. Rodstein, Banner president.

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EUROPEAN NEWS BRIEFS

• Continued from page 60

Algerian Jukes Pose Problem

PARIS—French juke box distributors and operators have begun the "repatriation" of machines from Algeria. Most major firms are preparing for a period of turbulence cutting heavily into juke box sales and operation. This applies also to games and to lesser extent to vending equipment. The deadlock in peace talks between the Paris government and the Algerian Nationalists has contributed to the unrest. Most coin machine firms based in metropolitan France are contracting, if not liquidating, their Algerian operations. President de Gaulle's decision to begin withdrawal of the French army in Algeria has increased the anxiety among coin machine firms with substantial holdings in Algeria.

Belgian Assn. Hits the Top

BRUSSELS—Union Belge de Atumatique, Belgium's national trade association, has attained an all-time peak in membership. The association, ranked as one of Europe's top organizations, now has 600 members, operators and exporters. The association not only has a large membership but also one unmatched in Europe for affluence. Members include members of the House of Deputies, city councilmen, at least one mayor, and professional men, all of whom are operators. Major credit for success of the four-year-old organization belongs to Alex Van De Wege, a leading operator and veteran newspaperman. Van De Wege has made public relations a primary concern of the association, which maintains regional trade groups in the nine provinces.

Red Jukes in the Black

VIENNA—Juke boxes have become a profitable enterprise for Communist Hungary's government, which theoretically is opposed to the profit incentive. State-owned cafes, bars and other sites are acquiring juke boxes, mainly through Viennese distributors, as rapidly as foreign exchange becomes available. The play price is the local equivalent of 5 cents, which is a higher price than in most countries of Western Europe. The 5-cent price is even larger when calculated against the Hungarian wage scale: store clerks earn \$60 a month and TV repairmen \$80. This means that the 5-cent play would be roughly equal to a 25-cent price in the U. S. Boxes are in continuous play, despite the high price. And the Red juke box entrepreneurs pay no performing rights royalties—on either side of the Curtain.

Juke Movies Score in Europe

MILAN—Cinebox, the juke box size movie "theater," has become an overnight sensation in Europe. The Italian-made machine is a complete, self-contained high-fidelity sound and motion picture unit. It has push-button selectivity from 40 easily changeable 5-minute films, according to the producers. The Cinebox company promises, for exclusive distribution via cinebox, thousands of films never before released generally. Cinebox is now distributing in Western Europe and has opened a world-wide exporting drive. Distributors are being appointed in every major country. The firm has just announced the appointment of Don Twomey Associates, Inc., New York, as U. S. general distributor. Cinebox opens up the possibility of deriving revenue from advertising via film trailers.



West

CALIFORNIA CAPERS

Charles Koski, Long Beach operator, was tendered a surprise party at his mountain retreat on the occasion of his birthday. The party was a few days in advance, being given over a weekend when the Koskis were visiting their cabin. About 15 friends turned up for the occasion. . . . The many friends of S. L. Griffin of Valley Coin in Pomona will be glad to hear that he has recuperated sufficiently to be out and about. . . . Chico Landin, local coin operator, made the Coin Row rounds recently.

Walter Cook of Palos Verdes Estates left on a six-week motor trip to Alaska. Cook and his wife will visit their daughter, who lives there with her husband, a geologist. . . . Speaking of Alaska recalls to mind the fine trip Johnny Nelsen, Inglewood operator, had there some years ago. . . . Jack Leonard of Badger Sales Company and his wife Dorothy are back from Hawaii. They made the trip with members of their Reseda bowling team. Seems that the members put in so much a week and then spent it on a trip. They flew both ways and Leonard wants to go back. He will make the trip one way, at least, by boat.

Jess Blake and Paul Clar had an Auto Photo and sketching concession at the recent Southern California Exposition and San Diego County Fair. They plan to make the California State Fair & Exposition in Sacramento late in August with their sketching stand. Both are with BBC Company in Los Angeles. . . . Chuck Klein, general manager for R. F. Jones Company, has bought a home in North Hollywood and not Sherman Oaks. . . . Hank Tronick of C. A. Robinson Company is back on the job following a vacation.

(Continued on page 65)



Joe Ash says . . .

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Say You Saw It in
Billboard Music Week

Susman Is One-Man Lobby For Texas Coin Machine Trade

By O. R. ALLEN

DALLAS—Abe Susman, owner of State Music Distributors here, not only believes in public relations for the coin machine industry, but is doing something about this belief. Susman is a registered lobbyist in the State Capital in Austin; and, as far as can be learned, he is the only registered lobbyist for the coin machine industry in the State of Texas.

Primary target of his public relations work during the past several years has been enactment of equitable tax laws for the coin machine industry.

As part of his effort to bring coin machine taxation more in line with reality, Susman was instrumental in founding and is now a member of the board of directors of the Texas Amusement Operators Organization, a group pledged to present the facts on coin machine taxation to State lawmakers, to point out the present inequalities which those machines suffer from antiquated tax laws.

At present the organization is working full schedule, for on July 10 the State Legislature reconvened in a special money-raising session. Susman and his fellow workers hope that this will not mean an increase in the heavy burden which coin machines already bear.

This work on his part, Susman explains, is not an effort to deprive the State of any needed revenue. On the contrary. It is his belief and it is the belief of the organization of which he is a director, that a straight tax of \$10 on each machine would bring in more State revenue.

Added Revenue

This is based on the theory that with the tax thus more evenly distributed more operators would have more machines in more locations. The added volume, of course, would bring added revenue.

"The present tax is so high," Susman pointed out, "that it has killed off a lot of games. With a lower tax the operator would pay more taxes because he could afford more machines!"

Then he went on to explain, "Tax laws in the State were written years ago and were made to cover games of chance. These games of chance no longer exist. Now Texas is strictly an amusement play State—so far as coin machines are concerned—with no awards or anything of a like nature being made."

And, of course, gambling machines of the past, with their huge profits, were in a much better financial position to absorb a high tax.

Efforts Pay Off

Susman is convinced that the efforts at education of his group have begun to pay off, for he says, "Officials are now beginning to realize that men in the coin machine business in this State are dependable businessmen who have a big investment

in their businesses and who are getting a very low return on their money invested."

He expressed optimism concerning the future results in informing the public. Part of this optimism is due to the fact that the operators themselves are now actively working. "This is the first time in history," he said, "that the operators have had any recognition."

There are a number of phases to this work of educating the public, and a great amount of the work is concerned with letters to persons who are in a position to help the coin machine industry. There is also the work of appealing to the operators themselves to keep in touch with their Senators and Representatives, to explain their plight to these members of the Legislature.

A quick look at some of these letters which the organization sends to the operators in an effort to get them to work actively for tax reforms shows such phrases as: "The members of both the House and Senate are conscious of the problems of our industry. We should make every effort to contact these men immediately upon their returning to Austin."

Another part of this same letter explains to the operators that an equitable tax "... will correct a situation which is making our industry lose thousands of dollars each year."

The letter also explains that the individual operators who have made an effort in this direction have had good response. And it ends with the warning that "If you are paying a \$60 tax per machine next year it will be due to those who did not try."

Still another phase of Susman's campaign for the benefit of his industry is close co-operation and work with law enforcement officers throughout the State. "By working closely with these authorities," he said, "we are able to make sure that our industry does not even get a hint of a bad name."

In this respect, as a part of his close co-operation with the officers, he founded in 1959 "The Annual Abe Susman Awards Contest," a contest for Texas law enforcement officers at all levels of jurisdiction in Texas—city, precinct, county, State and federal.

To enter the contest it is necessary for the entering officer to submit a written account of some experience he has had in his work, an experience which can be humorous, tragic or otherwise. Title of the entry is "My Most Memorable Experience as a Law Enforcement Officer."

There are seven winners in the contest each year, and each winner has his choice of one of five expensive firearms. Susman will make the awards this year at the annual conference of the Sheriff's Association of Texas.

It's all a part of the continuous, tireless and expensive fight Susman wages to see that the coin machine business is understood and given as fair a chance as any other legitimate business.

Milwaukee Coin Ops Name Mount Counsel

MILWAUKEE — Attorney Herbert L. Mount has been retained as legal counsel by the Milwaukee Coin Machine Operator's Association. He was selected by the trade group's board of directors at a special meeting this week, to replace Joseph E. Tierney, who died recently. Mount and Tierney were associates, conducting their practices in the same office.

According to Sam Hastings, Hastings Distributing Company, association president, "We felt that Herbert L. Mount, through his direct association with our former attorney, Joseph E. Tierney, is well acquainted with coin machine industry problems. That is why we selected him to succeed Tierney. Naturally, it will take a little longer now to get some favorable action in our association's struggle with the Internal Revenue Department's ruling on converted pinball games. All the briefs that have been submitted were in Tierney's name. Our new attorney will also have to take time to study the situation more thoroughly."

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Federal Court to Fix Coin Gambling Machines Decision

SOUTH BEND, Ind. — U. S. District Court here was asked to decide last week whether coin-operated gaming devices can be destroyed after seizure for unpaid gambling taxes.

Authority for the destruction of 10 machines confiscated at a picnic Saturday (5) is being sought by the federal government in a petition filed by Assistant U. S. District Attorney Phillip C. Potts. The equipment was seized at a picnic of the Fraternal Order of Police.

Also asked in the civil suit is a determination on the right of the

government to retain the money found in such machines.

Failure to obtain \$250 gaming device stamps was the basis of the action by which the machines were confiscated.

Pending a decision in the case, the machines and the money will be held in the office of the U. S. marshal here.

South Bend authorities have also filed suit in local courts for a judgment of police power with respect to the destruction of gaming equipment.

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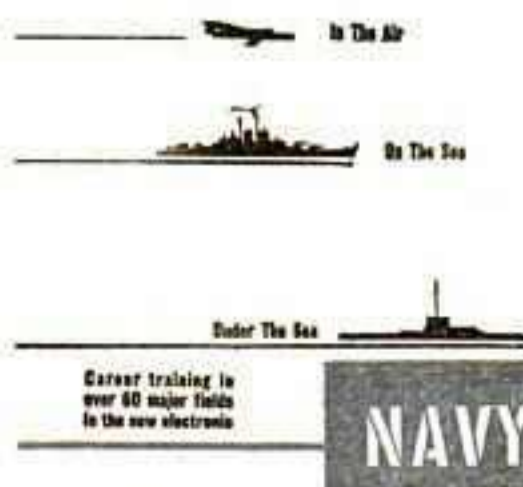
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NAVY



FRANK AND JOE GRECO, of Greco Bros., Glasco, N. Y., one of Rock-Ola's big Eastern outlets, get the word on the new Princess phonograph unveiled recently at the Park Lane Hotel, New York.



DONNA LYNN KANER, 8, daughter of Lee Kaner, legal counsel for Music Operators of America, is the proud winner of two superior ratings and gold medals in The Chicago Tribune Festival Contest here and will compete in the festival finals, August 19, at McCormick Place, Chicago. Donna has been a national winner for four successive years in the piano playing auditions held under the auspices of the National Guild of Piano Teachers and American College of Musicians.



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GIVE TO DAMON RUNYON CANCER FUND

COINMEN
in the **NEWS**

• Continued from page 63

Paul and Dorothy Laymon of Paul A. Laymon, Inc., attended the Rock-Ola showing at the Mark Hopkins Hotel in San Francisco. . . Don Peters of the Laymon service department is back from three weeks' vacation in Utah, and Bill Fritz of the parts department is in North Tonawanda, N. Y., visiting his old stamping grounds. . . Ginny Wilkins, wife of Jimmy Wilkins of the Laymon company, is making a three-week auto tour of Canada with their three children. In the meantime, Jimmy is practicing hiking, doing 10 miles every weekend in preparation for a 65-mile trek in the Sierras after the family returns Labor Day.

DENVER DOINGS

The biggest route sale in many years took place this week down in Colorda Springs when Pete Vandenberg, Modern Music Company, sold out to Acme Cigarette Sales Company, in Amarillo, Tex. No immediate changes in the type of operation are planned, according to Vandenberg, who is remaining on the payroll as general manager for Modern Music. Blanche Jones, a partner with Vandenberg in the original Modern Music Company, is undecided as to her future plans. . . Gus Brown, formerly owner of Brown Music Company, has sold his route to Apollo Music Company, and gone on the payroll at Draco Sales Company, Wurlitzer distributor, as a technician.

Collections skidded throughout the entire Denver metropolitan area in early July, concurrently with the opening of Denver's huge Mile Hi greyhound racing track, which often pulls as many as 20,000 people per night. The number of possible juke box and amusement machine players subtracted by the greyhound racing operation is enough to chop collection figures in half, report such operators as Sam and Dan Keys of Apollo Music Company, Glen Pierce and Frank Huber of Century-Supreme Music Company.

Birthdays celebrated during July in the Denver phonograph and amusement fraternity, include Fritz Scranton of Powell, Wyo., Syliva Haefner of Pueblo Music Company, Pueblo, Colo., and N. Pacino of Trinidad, Colo. . . Mr. and Mrs. Mike Savio, Draco Sales Company, celebrate their 25th anniversary on July 12.

Sam and Dan Keys, brothers who operate Apollo Music Company, are happy over the success of their newest arcade, located across from the famous gilded Garter Saloon in Central City, Colo. This mountain town, 40 miles from Denver, is a real mecca for tourists, and the Keyes brothers have provided a lot of convenient entertainment for the tourist traffic in a complete arcade, with 40 amusement and vending machines. Success in a previous arcade, of approximately the same size at Denver's Stapleton Field, the municipal airport, encouraged the brothers to take a stab at the Central City location. It is already showing collections well above original expectations. Manager of the new coinorama is Robert Hilderbrand, who is a real expert at machine maintenance.

Stan Bennett and Mrs. Bennett, who sold part of their route centered on Sterling, are "taking it easier" these days. Both made frequent shopping trips over the 120-mile distance to Denver. . . Chuck Morrison, local operator, was off for an extended vacation in Phoenix, and Los Angeles recently. . . Tony Lucero, South Denver phonograph operator, has presented his wife with a new all-white Ford Thunderbird, as a 10th anniversary gift. . . Resort-area play is definitely up this year over 1960, report mountain-area operators Ray Samuelson, Ben De Garmo and Wilbur Beyer. Robert Latimer

South

Chester Richardson, who operates a music and game route at Greenville, is off on the road now with a small carnival he tours with

(Continued on page 66)

ONE WORLD

See Redd Coin The World Over

BOSTON — The one-world concept is beginning to take hold more and more with distributors of music and amusement games. While the Redd Distributing Company, which holds the New England Seeburg franchise, has had considerable dealings in the European and South American export market, the firm now plans to make personal contacts in Europe as a start to exploring the further possibilities of that market with a view to expanding this branch of its operation.

In line with this policy, Bob Jones, sales manager, left this week for a month-long tour of Britain and the European countries. He will attempt to cement relations with those firms already in the Redd orbit and try to make contacts that will bring about an expansion of this branch of the business. This will be Jones' first trip to Europe. He has been in the music and games business for 25 years, starting as a mechanic. He joined the Redd company 22 years ago as a salesman and has been with it ever since.

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CHICAGO 1, ILL.



Continued from page 65

each summer... Grady Wallace, Wallace Amusement Company, Columbus, is pleased with his big, enlarged route. He bought out another operator recently... Pat Harrington, Houston Music Company, put out some new games on his route. He said the game business picks up for him during summers when students are out of school.

Vernon Vandervander, Red's Music Company, Booneville, reports his drive-in restaurant and several coin machines in it are pulling top business from the junior college crowd in Booneville... E. E. Steed, Steed Amusement Company, sold several hundred chickens (raising them is one of his diversifications) last week to a frozen chicken factory... Dominic Fratesi and Raymond Ristum, Dixie Amusement Company at Greenwood was recently on a winning bowling team.

Levaughn Johnson, Johnson Amusement Company, Corinth, is spending most of his vacation time at his cabin on the Tennessee River, where he fishes and boats... Paul Maucell, Paul's Novelty Company, Greenville, reports a nice increase in his collections. He believes that with various industries located recently in his area that the economic situation will continue to improve... Eugene Bullard, BJ Amusement Company, was in Memphis buying records.

Mahon Jones, Jones Music Company, Holly Springs, was also in Memphis to pick up a new game and phonograph... Joe Lavene, Lavene Music Center, Clarksdale, one of the veterans in the business, says the industry is headed for the best year in its history, if business continues the rest of the year for him as it has so far... Clarence Spain, Spain Amusement Company, Tunica, was also out of town on vacation when the BMW scout called. It's that time of year!

ARKANSAS AMBLINGS

Little Rock vacation round-up: Most Little Rock operators have been on vacation and are back on the job by now, but some are still getting away for a few days at nearby lakes. Here's a rundown on what some have done so far: Cecil Hill, Twin City Amusement Company, spent some time with his family on beautiful Lake Hamilton at Hot Springs, where they swam, fished, did some boating and water skiing.

H. G. Yancey, Arkansas Music Company, made a fishing trip to Hot Springs, returned with some big ones... J. D. Ashley, Globe Coin Machine Company, made a three-week hunting and fishing trip to Canada... C. W. Holmes, Western Sales Company, went to Oklahoma on his vacation, did some fishing... James C. Willis, partner in Ace Music Company, is a rare coin collector on the side, attended a rare coin collectors' convention. Pete Gurley, his partner, ran the business in his absence.

Other Little Rock items: Robert Kirspel, president of Kirspel-Hollenberg Music Company, and an alderman at North Little Rock, went to the hospital for a hernia operation, and was there three weeks. His route manager, J. W. Singleton, also went to the hospital at the same time (also for three weeks) to have three discs removed.

Andrew Cassinelli, Little Rock Amusement Company, is opening up a new billiard parlor, Capitol Billiards, and will put some of his machines on location there... Dan Levin, Standard Automatic Music Company, was playing golf when the BMW scout called... Robert Franklin, Southern Amusement Company, was also out of pocket when the scout called. Franklin was at the airport flying his plane.
Elton Whisenhunt

Midwest

MILWAUKEE MEANDERINGS:

Leo Dinon, H. & G. Amusement, marked off another birthday this week. Music takes are holding about even with last year at this time, says Dinon. Game receipts are considerably off, however... A welcome visitor on coin row last week was Woody Johnson, former general manager of United, Inc. He now lives in Tucson, Ariz., and is sales manager for Muzak in that territory. "Joined the enemy," he admits... Optimistic reports come from Doug Opitz, Wisconsin Novelty Company. "Business is holding up well this summer," he says... Up-State operators are buying a healthy number of new disk hits in recent weeks, claims one-stopper Stu Glassman, Radio Doctors. Stopins included Jack Zimmerman, Watertown; Clyde Fessler, Sheboygan; Niles Gluth, Fond du Lac and Williams Amusement, Bailey's Harbor... Two new station wagons were purchased last week by United, Inc., Wurlitzer distributor. Distrib head Harry Jacobs Jr. and his teen-age son, Paul, competed in the Statewide amateur golf tournament last week and both came up with very respectable scores... The Happel brothers, Carl, of Milwaukee, and Bill, of Los Angeles, held a pleasant reunion this week in Chicago. Joining them was Ervin (Billy) Happel, Carl's son, who works with his uncle on the West Coast. These are the widely known Badger Novelty Company distributors and in L. A. for Rock-Ola... Stopins at the Rock-Ola headquarters this week included Raymond Johnson, Crystal Falls; J. H. Mitchell, Waukegan, Ill., and Clarence Eggener, Marinette.
Benn Ollman.

DETROIT DOINGS

"The baseball games are hurting the juke box business this summer," says Carl Angott Jr., of the record department of Angott Distributing Company. "People won't even play the juke boxes in taverns and elsewhere while the games are on. The Detroit Tigers sure better win the pennant—after all this—it's an expensive season for us."

Mrs. Judy Harper is the proud mother of Jody, her first. She is the wife of Joe Harper, mechanic for Angott Distributing Company, and daughter of Carl Angott, founder and president of the company.
H. F. Reves

Forsyth Injured in Vacation Car Crash

TALLAHASSEE, Fla.—William V. Forsyth, owner of Forsyth Amusement Company at Millington, Tenn., near Memphis, was injured here in a car crash last week while on vacation.

He suffered three broken ribs, a fractured bone in his wrist, cuts and bruises. Physicians did not consider him in serious condition, though the injuries are severe and painful.

He is expected to be moved to a Memphis hospital, or his home, for recuperation as soon as he is able to travel.

Youth Group Invites Drew Canale to Speak

MEMPHIS—Drew Canale, a music and game operator, will speak on a Colored Youth Guidance Commission program September 3 at Fuller Park in Memphis.

Canale, past president of Memphis Music Association and a civic leader, will also present a trophy to the Negro youth who wins the golf tournament sponsored by the Commission.

Canale was invited to address the large crowd who will be at the affair by top Negro civic leaders of the city.

BARGAINS

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Coin PR Group Needs Quick \$

Continued from page 55

renewals from last year's seven members with no new additions.

Trouble

Judging from the plaudits CMC has reaped since its inception, consensus was that many do not realize the grave financial troubles it now faces. The Council stated it would be only too glad to continue if the industry would lend its active support.

In addition to Casola, other re-elected officers are: Herbert J. Jones, secretary; Bally Manufacturing Company, and Bally Vending Corporation, Chicago; Herbert L. Oettinger, treasurer, United Manufacturing Company, and United Music Corporation, Chicago; John Bilotta, vice-president, Bilotta Distributing Company, Newark, N. Y.; and Harold Lieberman, vice-president, Lieberman Music Company, Minneapolis.

Newly elected officers are vice-presidents Les Montooth, Montooth Music Company, Peoria, Ill.; Jack G. Bess, Roanoke Vending Exchange, Roanoke, Va.; and O. L. (Bob) Slifer, National Coin Machine Distributors Association, Chicago.

Directors

Additions to the National Board of Directors include: Mrs. Amelia McCarthy, Catskill Amusements, Hurleyville, N. Y.; Robert Lindoff, General Music Corporation, Skokie Ill.; W. S. (Cy) Redd, Redd Distributing Company, Brighton, Mass.; Joe Westerhaus, Royal Distributing, Inc., Cincinnati; Nathan Feinstein, Atlas Music Company, Chicago; Samuel Stern, Williams Electronics Manufacturing Corporation, Chicago; Irving Kaye, Irving Kaye Company, Inc., Brooklyn; John D. Chandler, Music Operators of Virginia, Ports-

mouth, Va.; Carl Pavesi, Westchester Operators Guild, White Plains, N. Y.; John Fling, Missouri Amusement Machine Association, St. Louis; and William R. Wortham, West Virginia Music Operators Association, Huntington, W. Va.

Besides Casola, Jones, Montooth and Slifer, Clinton S. Pierce and Andy C. Hesch, re-elected members of the board of directors, were present at the meeting.

CMC was founded July 27, 1959, to serve as the fact-disseminating body of the coin machine industry. A not-for-profit corporation, its membership is derived from all segments of the coin machine industry — operators, distributors, manufacturers, suppliers.

Organized

The Council's first year's work was spent primarily in getting organized, enrolling members, and hiring a public relations firm, as consultant.

Its subsequent program of mailings to the consumer press resulted in articles in newspapers such as The New York Times and The New York Daily News. CMC also has supplied information on opportunities in the industry for occupational briefs used to advise students seeking vocational guidance.

The Council's growing reputation as the industry's helping-hand organization spread, earlier this year, to West Germany's coin machine manufacturers, who expressed interest in starting a similar group (BMW, February 13, 1961).

As Herb Jones said, "What has been done in CMC's promotional program has been a great success. It's a tragedy we can't continue, and we won't be able to if industry support is lacking."

Effort May Keep PR Program Alive

Continued from page 55

why the Council is in trouble to begin with. When the Council started out in 1960, it had, in addition to a strong group of enthusiastic distributors, and even smaller but just as enthusiastic group of operators, a good, strong, hard-core group of five manufacturers that were contributing between \$200 to \$600 each into the program. The "founding five," as they are called, were Bally, United, AMI, Chicago Dynamic Industry, and Williams.

Impressive Start

With this money added to the funds contributed by some 80 or more distributors, and a couple of hundred operators, the Council was able to make an impressive start.

And, as the program got under way, a couple of more manufacturers joined the group, distributor membership increased, and even operator memberships went up slightly.

After the initial novelty of the idea, however, were off, interest by members was conspicuously diminished. Memberships up for renewal were allowed to lapse and not enough new members were added to fill the gap. By the beginning of 1961, the number of manufacturers members dropped to three—Bally, United and Kenney—distributor totals remained about even, but operator members were likewise down.

Fund Raising

It was at this point that the Council found itself devoting more and more time and money to getting new members and raising funds to continue its work.

The necessity for this was emphasized by Council officials. Lou Casola said at the CMC meeting, "If we had more operators, the manufacturers would come in." Treasurer Herb Jones added another good reason the morning after the session: "We need operator members for grass-roots sup-

port. We're not giving out an ultimatum on how many dollars we need, but the lack of financial support is indicative of the general lackadaisical attitude of the entire industry toward public relations. Without a good geographic spread of members, we can't function."

Behind Jones' answer is the hard fact that public relations can't be done by a single group or a single public relations consultant or a single contribution by a group of people.

Geographic Support

It needs wide geographic support; it needs renewed contributions of funds; but above all, it needs interest and enthusiasm. The Council estimates it needs about \$50,000 a year to conduct an effective program. This was given by an official as an off-the-cuff figure—"we could do more with more, less with less."

The future of the Coin Machine Council at this point is very plainly hanging on the success within the next three or four months of an effort to gain more members — operators, distributors, and perhaps most important from the standpoint of money, manufacturers. The Council has indicated its willingness to proceed, but it needs help.

Rock-Ola Princess

Continued from page 55

ume control unit, stereo twin speakers, stereo twin junior speakers, wall box, receiver unit, and reverba-sound kit.

Cabinet measures roughly 48 inches high, 21 inches deep and 29 inches wide. Weight is 25 pounds. Finish is in purple and white. A record popularity indicator is a standard feature, as are a single entry four-coin chute and accumulator.

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TO THE VICTORS GO THE TROPHIES—The Lafayette Club, Manchester, poses happily after winning the New Hampshire Shuffleboard League tournament, beating out some 13 other teams. Trophy was donated by Tri-State Amusement Company, distributor for American Shuffleboard Company here. Standing are Robert Martel, Tri-State; Roland Belisle, team captain; Ed Martell, Tri-State; Phil Fortin, president of the Lafayette Club; Armand Dule, sports director. Sitting are Tiny Cooper, Hank Pratte, Leon Marrisette and Tony Trudeau.

3 Stereo Boxes Provide Dance Music for Florida Teen-Agers

By **BOB LATIMER**

LONG BEACH, Fla.—How can an operator obtain maximum returns from a multiple installation of juke boxes, all in close juxtaposition?

The answer is to "separate them psychologically, if not physically, according to Guy Churchwell, who has one of the South's most unusual and profitable phonograph locations directly on famous Long Beach along the Gulf of Mexico.

Churchwell has installed three new 100-play stereo phonographs in three small dance pavilions located right on the beach. Small, with an area of only around 22 feet by 40 feet, the three pavilions consist of a dance floor, supporting superstructure, a heavy thatched roof, and equally strong enclosures which can be locked up for machine guarding at night.

25 Feet Apart

The three phonographs, which, incidentally, have usually been treated with respect by most of the teen-agers who patronize the dance areas, are actually only about 25 feet apart. However, each belts out a continuous flow of Top 40 music for customers in a separate enclosure. The small dance floors are roofed over and feature highly polished, practically indestructible hard cement floors. Partitions effectively cut each enclosure off from the next.

By experimenting with the plywood enclosures which serve as both a soundbox and safe lock protection for the machines, after the beach closes down, Churchwell has found that he can operate all three machines at once, in the side-by-side dancing areas, without complaints.

Directional Spread

The box-like enclosure gives the music some directional spread, so that older customers who want to dance to smooth instrumentals in one dance section are not bothered by young teen-agers who want to hear plenty of rock and roll in the next pavilion. Here, with all traffic to the beach passing through a gateway and a flight of stairs down to the white sand beach, the triple phonograph installation has become a tremendously valuable attraction.

There are usually 40 or 50 teen-agers clustered around the phonograph in at least two of the beach-side locations. Churchwell has made changes in the layout, according to the class of teen-agers. Rerouting a major road into the Long Beach area was typical.

Another was acoustical treatment of the underside of the roof above each of the dancing areas, which helped to cut down on unwanted sound mixing between the side-by-side locations.

Naturally, Churchwell, who has many amusement machines in an arcade in another part of Long Beach, is highly conscious of damages which a beach location such as this can cause. The fine, sifting

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sands of the North-Florida coast from Panama City to Pensacola, used to get into the machines with amazing regularity.

Military personnel from huge Air Force bases nearby taught the operator how to seal up not only his individual machines, but to close off the entire arcade against fog,

and extreme high humidity during rainy weather.

Extra heavy lubrication is used on all moving parts and a thin film of dielectric material guards electrical connections against breakdowns. Because they are set well back into their swinging-door-and padlock enclosures, dancers do not carom into

the fronts of machines, leave cans of beer or soft drinks atop them to complicate the appearance picture, or otherwise create damage.

Soft Wood

The Florida operator used exceptionally effective psychology in building the enclosures over each phonograph from heavy, soft wood. This discourages ebullient and overly excitable customers from trying to carve their names into the plastic. Instead, by providing the soft wood, and permitting teen-agers to whittle away in-between dances, Churchwell has completely eliminated damage to his three juke boxes.

Lastly, of course, each of the enclosures is equipped with a heavy door, fitting tightly over the front of the phonograph, which makes it possible to lock each of them up during the night hours, with a heavy padlock, so that there is no danger of vandalism.

The same covers likewise fit tight enough so that Florida's famed "miniature hurricanes" which dance up and down the North Florida

coast, do not suddenly deposit huge amounts of sand, water and mud on the surface of the machines, and inside them.

As one of the few juke box operators in the country who has three brand-new stereo phonograph locations within 75 feet, Churchwell has been thoroughly pleased with re-

turns. It isn't unusual to see three separate age groups dancing in the three pavilions at the same time, each enjoying the music which has been selected from the phonograph in the pavilion being used, and unbothered by that emanating from the other two phonographs nearby.

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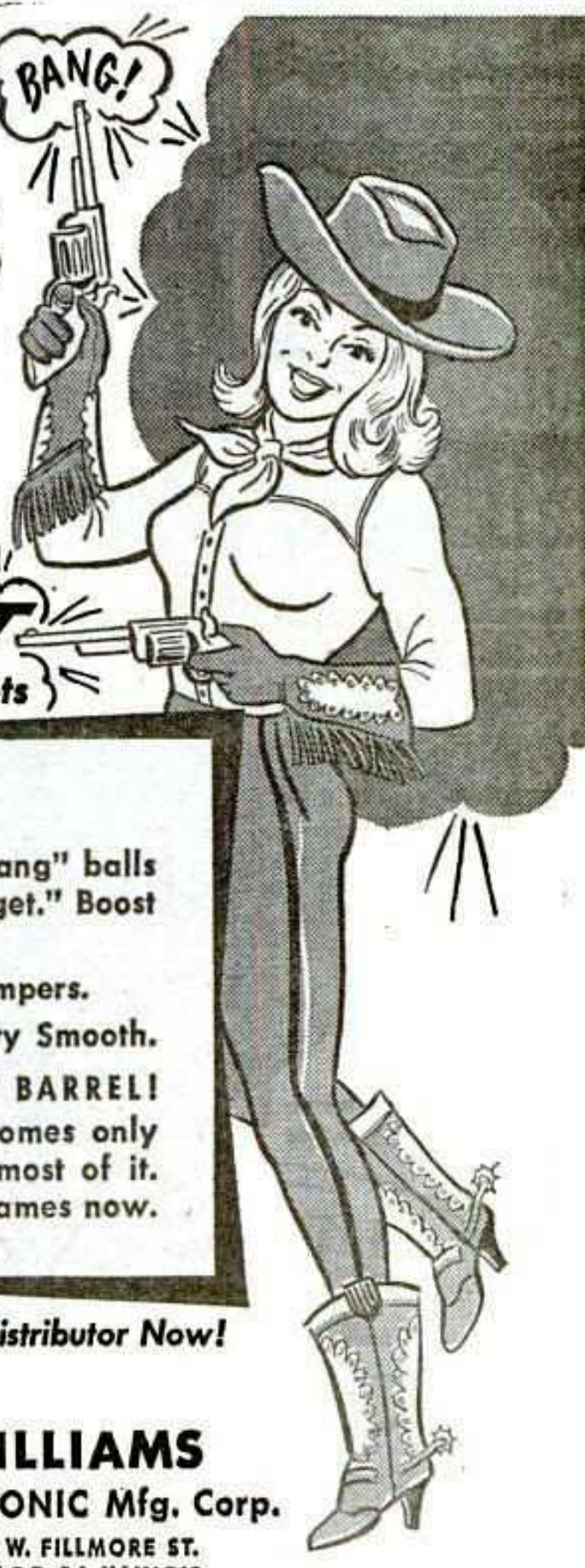
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• *Continued from page 58*

firm in coin machine financing, has headquarters here and subsidiaries and branches in Los Angeles,

Philadelphia, Dallas and New York (SFC Acceptance).

The 29-year-old firm does a current annual volume at the rate of a third-billion dollars a year and has resources of more than \$100,000,000.

Special Meeting

Theodore H. Silbert, SFC president, announced that a special meeting of stockholders, to be held here August 23, will be asked to approve the merger of the Universal Finance Corporation into SFC. SFC will issue its new \$5.80 cumulative prior preferred stock in exchange for UFC common stock. The preferred stock will be convertible between 1963 and 1965 into shares of SFC common stock.

Stockholders will also be asked to approve an amendment to SFC's restricted stock option plan, increasing the number of common shares available for stock options. Eligible to vote will be stockholders of record July 28.

Vogue Intros 33

• *Continued from page 58*

hinges on the attitude of phonograph operators. This fact, in turn, is focusing attention on the powerful—but often unappreciated—influence exercised on disk output by the juke box trade.

In Germany the operator is literally the final arbiter over the 33 single. Whether the 33 single gains ground in this country depends on dissolving operator opposition. Phonograph producers, while including the new speed on their machines, will in the long run bow to the operator attitude.

This may seem a self-evident proposition, but it is particularly

the case in this country where American "planned obsolescent" is under heavy fire.

Otherwise, German diskeries profess no opposition to the 33 switch. The number of 45 record players in this country is too small to be a serious factor.

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