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# BILLBOARD MUSIC WEEK

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

## SORD MEET SHAPING AS TRADE SUMMIT STARTER

By PAUL ACKERMAN and REN GREVATT

NEW YORK—As dealers prepared to pack their bags for the trek to Chicago and the annual conventions of the Society of Record Dealers of America and the Music Merchants Trade Show, there was some indication that the year-old proposal by SORD for a summit conference of the record industry for discussion of mutual problems would reach at least partial fruition.

Following several weeks of behind-the-scenes maneuvers, contacts and invitations to participate in the dealer meetings, there were at least two important acceptances in the mill at press time, Art Talmadge, general manager of United Artists Records, and President Howard Judkins. Earlier, Randy Wood, president of Dot Records, had agreed to take part in the meetings.

Stan Gortikov, recently named general manager of Capitol Records Distributing Corporation, who had earlier tendered his acceptance, was forced to decline late in the week, due to extended company meetings. Invitations to RCA Victor Vice-President and General Manager George Marek, and Columbia Records President Goddard Lieberson, were declined due to

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## RIAA Board Ogles Pilot Model of New Low-Cost 33-Player; See Debut in '62

Price to Disk Firms Reported Possible \$15, Retail \$20; Compact Unit Can Stack 15 Seven-Inch 33-Speed Disks

NEW YORK—The day of the low-cost, automatic 33-only-record player may not be far off. At a meeting of the board of directors of the Record Industry Association of America (RIAA) last week, a pilot model of such a unit was demonstrated and received with considerable enthusiasm.

More than three months ago, RIAA people had in mind the possibility that such a player might be an answer to the so-called "singles problem." At the time, a large and well-established phonograph manufacturer, the identity

of which was not disclosed, was invited to develop such a unit.

Last week's presentation was the culmination of part one of the project. The pilot unit was said to be capable of manufacture at a cost to disk firms of less than \$15. This would make possible the long-sought retail price of \$19.95.

### Stacks 15 Disks

The unit presented employs a changer capable of stacking up to 15 seven-inch 33-speed records. Dimensions of the unit were reported to be approximately 14 by 8 by 4 inches. It is understood that such a unit would be mar-

keted by a record firm under its own name, but it was not ruled out that the phonograph might carry an RIAA stamp of approval.

Disk manufacturer members of RIAA are now expected to discuss the player with their own engineering staffs, with another board meeting tentatively set for the middle of August. If a majority of the firms are in favor at that time, the green light will be given to put the equipment on an assembly-line basis, with specific orders from diskeries to follow. A marketing date of February 1962 was seen as a strong possibility in this event.

## Soundtrack & Score to RCA

NEW YORK — RCA Victor, which recently landed the original cast rights to the Broadway musical "Let It Ride" (BMW, July 3) has landed another musical and a soundtrack. These are, respectively, the original cast rights to "Milk and Honey" and the track of the Italian film, "Rocco and His Brothers."

"Milk and Honey," starring Robert Weede, Mimi Benzell and Molly Picon, is scheduled to open in New Haven, August 28, and in Boston, September 5. Broadway opening is October 10 at the Martin Beck. Book is by Don Appell, with music and lyrics by Jerry Herman. Arrangements to record the show were set by the musical's producer, Gerard Oestreicher, Joe Linhart, RCA Victor director of musicals and films, and

(Continued on page 13)

## 33 PLAYER TO SPUR JUKE BOX

NEW YORK — The introduction of an inexpensive home unit which plays 33's only should spur the use of juke boxes capable of playing 33 singles. Automatic phonograph operators complain that though their new machines are capable of playing both 45 and 33 singles, there is insufficient supply and variety of the latter. The solution will be found in the opening up of a home market for the 33 single. When this home market grows in importance, the record manufacturers will step up their 33 single production. This accelerated production will go a long way in solving the juke box operator's problem.

## Cap Tests New Album Sales Idea

By LEE ZHITO

HOLLYWOOD — Capitol Records is testing a new LP merchandising concept using a record rack described as "a self-contained Capitol store within a store." BMW learned last week. The rack is intended for record dealers use, and is designed to spotlight the label's new releases while offering a full inventory of its all-time "100 finest" albums.

According to the plan, Capitol, in effect, will rack job within the dealer's store. The label's branch representatives will stock the rack with the Capitol product they feel will enjoy the greatest sales potential. This includes a dozen new releases, given full album display, plus an array of sales-proven catalog items comprising what it calls "Capitol's 100 Finest." The rack, a sleek-looking piece of furniture, comes complete with a perpetual inventory control system, designed to keep all items stocked in depth.

### Full Exchange

While the final details will be

crystallized after the test period, the plan as it now stands calls for the dealer to buy the stock which Capitol will protect on a 100 per cent exchange basis. Under this arrangement, Capitol will act as a rack jobber to the extent of determining what selections will go into

## NARM WIDENING MEMBER ROLLS

NEW YORK — The National Association of Record Merchandisers (NARM) has opened up its associate membership to suppliers and manufacturers of polybagging and pricing material, promotion and display fixtures and record accessories. The idea, according to NARM executive Secretary Jules Malamud, is to aid these manufacturers and suppliers in building their relationships with both rack jobbers and record manufacturer members of NARM.

the rack, but the merchandise itself will be owned by the dealer. In turn, the label will back up its choice of product with the 100 per cent protection.

The new merchandising concept will be tested simultaneously in the East, Midwest, and West. Thirty of the expensive, specially designed racks are being placed in the test areas. A special effort is being made to select widely divergent record stores for locations so as to test the rack's effectiveness under all possible sales conditions and surroundings. In all instances, racks are being placed with record dealers or at stores where the sale of disks already has been established.

Purpose of the rack is twofold: to properly showcase Capitol's new releases; to make certain that its 100 top-selling catalog items are kept available in current inventory. Capitol has felt that the industry's ever-mounting product avalanche continues to diminish dealer space for proper display of an individual label's new releases as well as its

established best sellers. The dealers' bulging browsers force retailers to cherry-pick new releases, and to return sales-proven items to make room for more new releases.

Capitol feels that the dealer, caught in this treadmill of product inundation, loses on two counts. He fails to reap the fullest sales benefits of new releases by allowing them to get lost in the shuffle without giving them their proper showcasing send-off. In a desperate effort to keep pace with the industry's torrent of merchandise, he finds himself forced to return well-established sellers for touted but untried new wares.

After carefully studying the problem, Capitol has decided to take matters in its own hands in creating this "store within a store" rack. It hopes this will be one way of rescuing the dealer from his dilemma, at least as far as Capitol product is concerned. At the same time, it will assure its own line of a full display for its new releases, and a constant availability of its top catalog items.

The rack itself occupies only

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## MERC, PHILIPS MAPPING A.&R.

PARIS — Mercury a.&r. men, and perhaps Mercury President Irving Green, are expected to hold talks here this week with Philips' a.&r. executives. The discussions will center around product suitable for the American market. The Mercury a.&r. executives will include David Carroll, Shelby Singleton and Jack Tracy.

The scheduled discussions also lend weight to the report that Green is assuming an increasing role in the over-all Philips operation.

# Disk Trade, Despite Album Growth, Caught in Rampant Price Squeeze

By BOB ROLONTZ

NEW YORK—In spite of the fact that the LP side of the record business keeps expanding, few firms are very happy these days with their record sales. With only a few exceptions, business for most diskeries is off in 1961 as against last year. Some very substantial and usually very stable record firms have told **BILLBOARD** that the last three or four months have been the worst they have experienced in many years.

How can a business that shows an expansion in the number of LP units sold be faced with a decline in profits? The reasons are many and complicated, and they affect all segments of the record business. Possibly, one of the most important reasons is the decline in single sales. More companies have more single records selling, but fewer companies can come up with the big, big sellers. Today a single is very strong when it sells 250,000 to 500,000, whereas two years ago a 750,000-to-1 million-seller was considered a big hit. And singles are a most important part of the profit picture.

## More Labels

There are also more record firms in the business today than ever before, and with so many firms fighting for a share of the pie, the shares of the pie get smaller. There is still a veritable flood of LP's coming out on the market each month, and fewer of these, proportionally, become big hits. It is true that the hit album sells in larger quantity than they used to, but the cost of the flop albums eats up a lot of profits. And albums themselves are getting more expensive to produce, especially in the pop and classical fields. Recording costs are higher, and packaging costs have risen. Royalties to top talent have increased as well. Most companies now also make both stereo and monaural albums, adding another expense in maintaining double inventory.

From the manufacturer end, profits are squeezed also by the deals that practically all manufacturers offer to their distributors every spring, fall and winter. These deals range from a 10 to a 25 per cent discount, and they, in turn, shrink the net. It takes a lot more LP sales to make up for a 25 per cent discount than many manufacturers realized when they first started deals. Although many manufacturers are convinced that the discount deals do not really help business, few have had the courage to eschew them.

## Distributors, Too

The squeeze hits not only the manufacturer. The distributor is caught in a similar bind. Those who pass the discount deals on to the dealer face the same decline in gross and in net that the manufacturers do. Distributors are also giving from 8 to 15 per cent discount to rack jobbers. Sometimes this is made up wholly or in part by the manufacturer, but often it is not. And the "Detroit situation," wherein a group of Detroit distributors gave an extra 10 per cent discount to all of their dealers just a month ago, indicates the extreme pressure that is on distributors and their profit margins these days.

The dealer, large or small, chain, variety, or large general merchandise outlet, has severe sales problems too. The majority of big city outlets in the U. S. sell at a discount that is estimated to average between 20 and 25 per cent. Dealers with LP unit sales ahead of last year often find that their gross income is less, due to the lower sales price. Dealers now have to maintain two inventories, one for mono and one for stereo, and, of course, are plagued with scores of LP manufacturers offering inducing deals.

In sum, the record business, in spite of its steady LP growth, is caught in a price squeeze, making almost everyone unhappy. Some manufacturers have found that they have been successful in upping sales and holding down costs by limiting deals and releases, but so far only a few firms have done this on LP's, although many firms have done so on singles.

# Capitol Tests New Album Sales Idea Using Dealer 'Store Within Store' Rack

Label Will, in Effect, Rack Job in Stores; To Spot 12 Releases, 100 Catalog Items

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five square feet of space, yet is large enough to hold \$1,000 in LP stock. It displays a dozen albums (new releases), showing full cover art. These are stocked in a depth of six copies per LP. In addition, the merchandiser contains three browsers devoted to the catalog selections. Including stereo and monaural, the rack contains a total of 175 different LP's stocked in depth. The bottom portion of the unit contains back-up stock compartments, each capable of storing 60 albums.

The rack is a modular and can be used side-by-side, back-to-back as a wall unit, or as an island merchandiser. If used as an island unit, the full album display potential is increased by an additional

dozen since the back is equipped to contain another 12 covers.

The unit itself is a handsome piece of furniture. It is attractively lighted. The lighting unit is located at the top and illuminates a glass panel containing the store name. The light from above is aimed at the LP's on display as well as providing illumination for the browsers.

Novel features include a gift corner, complete with pen, greeting cards and envelopes, and a writing board. This ties in with Capitol's plan to keep the rack well supplied with appropriate seasonal sellers aimed at upcoming holidays. The idea will be to convince customers to "say it with records" during holidays as well as birthdays and anniversaries.

The plan also calls for all the LP's included in the "100 Finest" to be factory-sealed, bearing a special gold foil sticker proclaiming the LP to be from the "100 Finest" collection. The front of the rack features a catalog holder containing a brochure listing the LP's in the "100 Finest."

Capitol is testing its rack plan in Southern California, Pittsburgh and Milwaukee. Ten racks have been shipped to each of the latter two markets. Seven racks are being placed in San Diego, two at dealers in Inglewood, and one in Van Nuys, both Los Angeles suburbs.

## Atlantic-Atco Notes Distrib Action Tops On LP Sales Plan

NEW YORK—Distributors' response to Atlantic and Atco Records' new album merchandising program was so great, according to album sales merchandising chief Len Sachs, that most of the distributors' initial LP purchases equaled quotas set for the entire two-month duration of the plan.

The new album program—introduced at the label's recent sales meeting in Florida—was highlighted by the presentation of special easel-backed four-color display pieces, featuring new Atlantic and Atco LP releases.

Sachs points out that the album cover display units are unusually mobile, thus enabling dealers to utilize them in a variety of ways in windows and/or inside stores. The albums (mounted in groups of four and two) are set up in different groupings so that they may be used exclusively to spotlight r.&b.,

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## ARMADA Brass To Blueprint '62 At Huddle in Sept.

NEW YORK—The executive board and office of ARMADA and the organization's officers will hold their first post-convention meeting early in September, it was announced by President Art Talmadge. During the talks, plans will be set to implement ARMADA's program of activities for the coming year.

Talmadge also stated that the board may be expanded in order to better handle the planned expansion of activities.

As now constituted, the board includes, in addition to Talmadge, Bob Chatton, vice-president; Nelson Verbit, secretary; Harry Schwartz, treasurer; Ewart Abner Jr., former president; Harry Apostoleris, New York; Amos Heilcher, Minneapolis; Milt Saltstone, Sam Phillips, Al Bennett and William Shockett, regional vice-presidents.

## Norman Distrib Co. Adds Many Labels

ST. LOUIS—Norman Distributing Company here has a batch of new lines. New labels for the operation include Smash, Chess, Regatta, New Jazz, Bluesville, Swingsville and Prestige International.

According to Norm Wienstroer, distributing chief, June has been the hottest month to date for single records at Norman, with Vee Jay and the Canadian American group hot. A "Daily Special" promotion has proven popular with local dealers who telephone for a particular item offered for one day only at a bargain price.

## Radio and Phono Makers Up Promos With Stations

Giveaways, Contests, Write-Ins, Balloting, Hide-&Seek, All Part of Summer Scene

By JUNE BUNDY

NEW YORK—Manufacturers of radios and phonographs are working more and more closely on joint-promotions with radio stations this summer. Stations participating in radio and/or phono promotions and giveaways this month included WQXR and WINS here; WGLI, Bay Shore, N. Y., and WQXI, Atlanta.

Radio and phono giveaways played a key role in WQXR's 25th anniversary contest, which was concluded last Thursday (6) with 31 winners. In addition to the No. 1 prize, a trip to Europe, the WQXR awards featured a Fisher de luxe stereo radio-phono-tape console, valued at \$1,700; three Zenith \$550 hi-fi stereo phono-radio consoles; and a flock of other phonos and hi-fi equipment manufactured by Zenith and Fisher.

These included four AM-FM stereo receiver and separate speaker systems valued at \$434; six \$199.95 hi-fi stereo phono consoles; nine AM-FM table model radios; 10 stereo four-speed portable phonos with removable remote speaker system. Also awarded as prizes were pairs of 1961-1962 season tickets to the New York Philharmonic and the Metropolitan Opera plus free albums to 250 runners-up.

### Write for Prizes

The WQXR contest, which asked entrants to write in 50 words or less "Why I Enjoy Listening to WQXR," pulled more than 36,000 entries. The combined total value of the prizes is about \$12,000.

Murray Kaufman, deejay at WINS, here, was named New

York's 1961 Radio Star last week at Stern's Department store, in a contest sponsored by the makers of Eveready batteries and Emerson Radios as part of Portable Radio Month observances. The contest

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## Liberty's Trade-mark Set On Latin American Scene

HOLLYWOOD—Liberty Records seeks to establish its own label identity throughout the world, and has made its first major move toward that goal by concluding licensing deals that will launch its trade-mark in the key Latin American markets. This was revealed last week to **BILLBOARD** by Dick Annotico, Liberty's international sales director, upon his return from a 10-week south-of-the-border tour.

Liberty heretofore had a worldwide distribution contract with English Decca and was distributed in Latin America under the Odeon label, Decca's affiliate. Liberty recently renegotiated its international distribution deal whereby Decca relinquished its rights to the line in Latin America and in the Orient. Annotico is scheduled to tour the Orient this fall to implant the label's own banner in the Far Eastern markets.

Latin American countries included in Annotico's latest trip were Mexico, Brazil, Argentina,

Chile, Peru, Colombia, and Venezuela. Licensing deals were concluded with Musart in Mexico, and RCA in Brazil. The Liberty line will be shared in Argentina by RCA and Odeon, with the former issuing the disks under the Odeon label. A similar split deal was made in Chile, with RCA there launching the Liberty trade-mark, while some of Liberty's releases will hit that market under the Goluboff banner.

Liberty will enjoy its own label identity in Peru handled by Transmundos, in Columbia by Sonolux, and in Venezuela by La Disco Teca. Annotico explained the reason for the novel split release deals in Argentina and Chile is due to the fact the important companies in those countries are loaded with American lines. Liberty's catalog, Annotico said, is too large for any single company to be able to handle properly. As a result of the split deals, Liberty will receive its own label identity in both countries, and its full catalog will enjoy more concentrated attention.

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# FTC Hits WMGM Buy, WINS Payola

WASHINGTON — Crowell-Collier was stymied on its buy of New York's WMGM because of allegedly unbecoming conduct of its Los Angeles outlet, and New York Station WINS was clobbered last week for payola activities. The Federal Communications Commission trounced both transgressors in individual letters notifying them of need for a hearing before WINS could get its renewal, and C-C could complete its buy of WMGM.

Crowell-Collier was told that complaints on its operation of KDWB, Los Angeles, included: Operation on excess power after midnight; scare broadcasts involving an "amoeba alarm" and an "outer space" message plus "vulgar and suggestive" material of which the FCC has tapes available. The agency brushed aside the KDWB management claim that the odd-ball programming was just "fun stuff" and "promotional gimmickry."

FCC Chairman Newton Minow broke a tie vote to demand the hearing, although he was reluctant to enter the case because his former law connection is presently counsel to Crowell-Collier.

WIN-AM, and its one time employees, deejay Alan Freed, program director Mel Leeds, and record librarian Ronnie Granger, got a scathing bill of particulars on its alleged payola activities from the FCC. Charges included: Acceptance of substantial gifts from record firms by WINS officers and attempts to solicit funds from the companies through intermediary Mel Leeds.

On the Alan Freed programs,

the FCC says at least part of the line charges and engineers' salaries were paid by a record distributor directly to the licensee. WINS billed Alan Freed for the expense of his remote broadcasting, and the bills exceeded his salary from the station. Licensee received 10 per cent of the profits of Freed's promotions which were advertised over the station without sponsorship identification. Licensee Gotham Broadcasting Corporation also tried to induce Freed to get record manufacturing and distrib-

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## Light Sees 35mm. Film Another Big Step in Sound

NEW YORK — Enoch Light, who pioneered his Command label into the hottest "sound" firm in the business, with every Command LP released so far over the 100,000 mark, is taking another venturesome step with his fall releases. According to Light, his six new Command releases (see separate story), all recorded on 35 millimeter film tape, "will have the same effect on the disk industry as the Command 'per-

## Light Stresses Disk Over Deal

NEW YORK — Product is still more important to distributors than price cut and/or guaranteed sales, according to Enoch Light, chief of ABC-Paramount's subsidiary labels, Command and Grand Award. That is what his distributors told him, said the executive, at the label's recent sales meet in Florida.

The occasion was the introduction of Command's new stereo 35-mm. film recording technique (see separate story) and the debut of Light's new classical line, Com-

*(Continued on page 30)*

## AM-PAR PICKS SALES WINNERS

MIAMI BEACH, Fla.—Winners of ABC-Paramount's Spring-'61 sales Contest for distributors were announced during Am-Par's distributor meeting here June 23-24. In all, 10 automobiles were given away to six distributors.

Two cars each were won by Diamond Record Distributors, Los Angeles; Eric Distributing, San Francisco; Gold Record Distributors, Buffalo, and Music Suppliers, Inc., Boston. With a tie for fifth place, one car each was awarded to Garmisa Distributors, Inc., Chicago, and Balverne Distributors, Inc., New York.

## SORD MEET SHAPING AS TRADE SUMMIT STARTER

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pressing company business. Marek, in fact, expected to still be in Europe at the time of the meetings.

The participation of Talmadge, as president of ARMADA, is regarded as of special interest in view of events at the recent national convention of ARMADA in Hollywood, Fla. During the ARMADA conclave much time was occupied in a discussion of the problems of the record dealers. This was highlighted by a lengthy exchange of views on the so-called Detroit situation, wherein certain distributors have leveled out their pricing to all accounts, thus allowing smaller outlets the same favorable price structure as is normally reserved for larger accounts. This was fostered in Detroit because of apparent attempts of rack jobbers there to take over a number of smaller dealer accounts from distributors.

The Talmadge appearance in Chicago is already being hailed by dealers as is the participation there of Randy Wood, the fearless, soft-spoken little man from Gallatin, Tenn., who remembers his own days as a record dealer.

Beyond all this, however, was the curious inability of major diskeries to feel free to talk officially with a segment of the business which still accounts for somewhere between 40 and 50 per cent of their total annual business. It is known that the dealer organization had hoped for considerably more co-operation from this end of the industry.

Various factors are advanced to explain this reluctance to talk. It is no secret, of course, that one of these is the so-called Chicago suit, launched by several dealers there several years ago against the three major companies having disk clubs.

Beyond this, other thinking holds that executives of these top companies represent firms that are merely a part of a much bigger entity. The reasoning goes that such executives would feel in a difficult position, inasmuch as any remarks they might make to the record dealers might have an unexpected bearing on other aspects of the over-all company's business. For example, RCA Victor Records is a part of the far larger RCA organization, and in fact, accounts for only a minor part of that company's total business.

By the same token, Columbia Records is a part of CBS, Capitol is an American wing of the large EMI organization, Decca owns Universal Pictures, and MGM is only a part of M-G-M, Inc. Despite these obvious points of view, the dealers point to the participation of Randy Wood, whose company, Dot Records, is a part of the Paramount Pictures organization.

It is also noted that the dealer organization, in its invitations to these companies, has agreed to screen questions to be asked of the executives in advance, largely negating the possibility of embarrassment.

Despite their obvious disappointment at the failure of major companies to take part, dealers are hopeful that the upcoming meetings in Chicago with those who have accepted will prove the start of a broadening pattern of communications between dealers, and their prime suppliers — manufacturers and distributors.

ussion' sets first issued two years ago."

Light claims that the quality of sound reproduction of the albums he has waxed on 35 mm. film is far beyond what can be achieved presently on tape. He also feels that these albums, one pop and five classical, will add an excitement factor to the disk industry that will interest consumers and make them want stereo LP's. According to the vice-president of Command and Grand Award, these new disks will aid both the disk industry and stereo phono manufacturers.

The key album in Light's new Command releases is a collection of pop show tunes called "Stereo — 35 mm." This set, which features Light conducting an orchestra of 30 men, was recorded at Carnegie Hall, and according to the conductor, cost close to

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## VeeJay Ups Schwartz To Nat. Sales Mgr.

CHICAGO — Martin (Red) Schwartz, Eastern regional sales director for VeeJay Records for the past three years, this week was elevated to national sales manager by E. G. Abner Jr., president of the firm. Schwartz was VeeJay's first regional sales rep, coming to VeeJay after several years of r.&b. deejay work in the Philadelphia area.

## IFPI Denies Market Conspiracy With BIEM on Phonograph Pricing

By DON WEDGE

LONDON — Allegations in Germany that the International Federation of Phonographic Industries was "in cahoots with the Bureau International de L'Edition Mecanique (BIEM) to fix phonograph prices in their mutual interest" have been roundly denied here by an IFPI spokesman. Also rejected were suggestions by the Federal German Cartel Office that the two organizations were collaborating "to sew up the European market... without reference to consumer interests" (BMW, April 24 and May 8).

The IFPI feels it has become unfairly involved in the split between GEMA (the German performing and mechanical rights society) and BIEM, the world-wide organization set up to protect authors' mechanical copyrights (of which GEMA was a major stockholder until December 1960). The withdrawal was said to have been under pressure by the German Cartel Office, although this and many other aspects of the situation are being probed by members of the German Parliament.

The spokesman, in rejecting the charges against IFPI, pointed out that the federation had 300 members in over 40 countries but did not necessarily represent all the record firms in each territory. Germany was one case where membership was not 100 per cent (there were 20 members out of about 30 manufacturing companies).

"We look after the disk industries' interests in non-commercial matters," he stated. "This involves dealings with governments, supra-national bodies such as the United Nations and the Council of Europe, as well as international associations of actors, musicians and, of course, authors and composers. It is unlikely that such a non-commercial organization could ever be held to be a cartel."

"The main allegation against BIEM and IFPI was that there was a tendency to increase prices," he continued. "But authors' royalties are only one part, and not a large one, in pricing a record. The authors — and their publishers — try to get the best price they can. But it is in the record industry's interest to keep them as low as possible."

"Because of these factors, and the acute compe-

titution experienced in all markets, there can be no question of price fixing by agreeing on a royalty rate. In any case, the cost of a finished disk of an identical work and performance varies a great deal in different countries."

IFPI did not conclude any agreements, according to the spokesman. It negotiated to secure the best terms and then a suitable standard contract was suggested to members. This was not binding and some disk firms tried to get better, or different, terms. Negotiations were carried out by teams. They represented as many different facets of the industry — large and small firms, nationalities — as possible in a small unit.

There was no alternative but to deal with BIEM as the representative of nearly all those who controlled the copyright music on which most of today's recordings were based. It would be administratively impossible to deal individually with publishers and authors. From the latter's viewpoint particularly, they were poor by comparison to the disk industry and could not separately defend their rights, the spokesman said.

There were cases of publishers not being affiliated with BIEM (Chappell was cited as one outstanding example) and had to be dealt with separately. However, he felt that a multitude of collecting and distributing agencies could only increase the administrative costs with consequent loss of prosperity to all concerned.

"My personal view is that BIEM had acted efficiently for the authors of many countries," the spokesman added. "German members had no reason to be dissatisfied, particularly as they had a powerful voice through GEMA's major stockholding. It is not correct to say that BIEM had been declared an international cartel, although an investigation is pending in Germany, or that GEMA affiliation had been prohibited. Its withdrawal would appear to be due to other reasons."

"But suggestions of a two-way squeeze on the public," the IFPI spokesman concluded, "are wide of the mark. We try to negotiate the best terms we can for the industry without being unfair to authors and publishers. That is all."

## LATE POP SPOTLIGHTS

### THE GUNS OF NAVARONE



Sound Track. Columbia CS 8455 (Stereo & Monaural)—A sock package, bound to grab a lot of action. The film is highly touted, of course. Beyond this there's a score by the well-known Dimitri Tiomkin which is enough to sell plenty of sets in itself. Add to this, the inclusion of the Mitch Miller sing-along chorus version of the main theme and you have a package which should spell solid action.

### SPANISH HARLEM



Ben E. King. Atco 133. The young man has a string of hits to his credit, both with the Drifters and more recently as a single act. Here, with the fine help of Lieber and Stoller on production and Stan Applebaum on arrangements, King turns in a top-notch set of performances of tunes with Latin roots. The title tune is teamed up with "Granada," "Sweet and Gentle," "Amor," "Sway," etc. Fine, listenable wax.

### BOBBY DARIN: LOVE SWINGS



Atco 134—Darin is at his swinging best in this fine new set. Torrie Zito was the arranger-conductor and a top-notch job he did, employing a big band with strings and horns. Tunes include "Long Ago and Far Away," "I Didn't Know What Time It Was," "Just Friends," and a flock of other goodies. Plenty of programming fodder here and a good cover shot of Darin with a nautical twist, will make for strong display power.

### FATS DOMINO



LET THE FOUR WINDS BLOW (Commodore, BMI) (2:02)—GOOD HEARTED MAN (Travis, BMI) (2:11)—Fats Domino continues his happy way on both of these very satisfying sides. Topper is a swinging uptempo effort handled brightly by the pianist. Flip is a tender ballad, sung with soul by Domino. Imperial 5764

## American Jazz Bridge To Iron Curtain Folks

By GEORGE AVAKIAN

**Editor's Note:** In this article George Avakian speaks not as a record company executive but as an individual closely identified with jazz for 22 years. Known widely as a scholar in the field, Avakian has also brought to jazz a record of great accomplishment. He produced the first jazz album, and in the opinion of many has produced more best selling jazz packages than any other individual. He was born in the Soviet Union, speaks four languages and is widely known in jazz circles overseas. He is also a trustee and founding officer of the American Record Academy (NARAS).

"Jazz is America's greatest export."

I don't know who said it, but its validity stands. Recognition of this has finally penetrated the Iron Curtain in a left-handed way. After years of putting up a solid "nyet" to jazz, the Soviet Union and its satellites have adopted a new line in which pro-jazz statements and activities are unchallenged and even encouraged. Although the top authorities continue to hold the old fort, the cracks are wide enough so that the official acceptance of jazz both musically and ideologically is a definite possibility in the near future.

In most parts of the world, jazz has provided a universal language of friendship and understanding between various countries and our own. It has proven to be one of the best—sometimes the very best—means of communication between people who are poles apart in language and ideology. There is every indication that jazz can be a fast and effective way of bringing the people of the Soviet Union and the United States—especially the young people—closer together. All efforts should be made to make that possible.

### Red Overtones

At the same time, I think we should be aware that the recent Communist interest in jazz contains overtones from which we can learn as well as take note of in order not to be deceived about the possible nature of this semi-official interest. Take the front-page story of a few months back, in which a Soviet musicologist claimed, in effect, that jazz originated on the riverboats going up the Dnieper from Odessa. This was a funny joke to most of us, but the thinking behind it was not amusing. I suspect that someone at a policy meeting said, "Look, comrades, we can't seem to keep our people from digging this music, so let's at least get the word out that it started here instead of the land of decadent capitalism. After all, what's the difference between a balalaika-picker who can't read a note of Bublitchki and a horn-blower improvising on 'Dippermouth Blues?'"

The most recent step is more insidious. The line is, "Let us honor the music of our African friends." This is almost as easy to refute, because actually jazz has more in common with the American white men's folk, church, dance and martial music than with African music, though, of course, the latter is also an indispensable part of the mixture. (It is very hard to find clearly related examples of native African music, as I have learned in presenting record-

lecture talks on jazz; also, the modern African "Jazz" which has been heard here on films and records is astonishingly un-jazzy and clearly shows that jazz is very foreign to the contemporary African musician.)

### Racial Dig

But wisely, the Russians do not try to base this line on musical grounds; they say instead that jazz is a Negro protest against the whites' mistreatment, dating back to Africa. This promptly gives it to the U.S.A. right where our country has been begging for it and getting it for so long, and with devastating effects. Our failure to enforce the laws of our country, to observe the laws of common decency, human morality, and to head the teachings of virtually every religion of mankind, has cost us the respect and faith of hundreds of millions of people around the world. Laos would never have been a problem, I believe, if Alabama hadn't been one all along. There is no more-subversive activity in the United States than the continuing feeding of the Communist propaganda mill by the lunatic fringe in our Southern States, who are encouraged by weakness everywhere in the enforcement of the Constitution of the United States. These people—and all who stand by wringing their hands doing nothing about them—have cost the U.S.A. country after country in the cold war for human minds.

Jazz is the greatest demonstrator of the feeling that the majority of Americans have toward their neighbors, regardless of color or religion or heritage. Nothing else can show people outside the United States what Americans are really like in terms of human relationships. Louis Armstrong, Dave Brubeck, and others have appeared before audiences all over the world with groups that played and lived together regardless of race. No person who came to see and cheer them could have helped but been aware that this simply doesn't jibe with the picture of oppression that comes out of every example of bigotry that is so justifiably trumpeted all over the world.

### Bridge to Reality

There is another America, peopled with decent people who can and do live together in harmony. It is the real America of now and of the future, and jazz is the easiest and pleasantest bridge to bring it to people throughout the world.

Visitors to the Soviet Union and other Communist nations have reported in considerable detail the keen interest in American jazz. It is to be hoped that the official recognition of this interest will grow and become directly oriented in the direction of furthering understanding between the people of the Soviet Union and the United States. We are all living in a world which is increasingly smaller, and in which the differences between people become smaller as individuals get to know each other. Will Rogers once said, "I never met a man I didn't like." A lot can be done just by getting to know people as people. As one of the category, I'm ready to do all I can to foster a better relationship between the people of the East and West, and so are a whole lot of jazz musicians in America and their fans in the Communist countries.

## 'GOSPEL ROOTS' JAZZ SUCCESS

EVANSVILLE, Ind.—Despite the financial failure of last week's Indiana Jazz Festival here, which cast a pall on the possibility of any future staging of the event, at least one portion of the affair, the world premiere of "The Gospel Roots of Jazz," was an unqualified artistic triumph.

Produced and supervised by Gary Kramer, of Atlantic Records and formerly of BMW, the gospel show takes a long, musical look at the history of the idiom and its development over the last century. The show featured the Staple Singers, Marion Williams and the Stars of Faith, Professor Alex Bradford, Princess Stuart and others.

Writing in The Evansville Press, Edna Folz said the gospel production "will likely be remembered long after the rest of the Jazz Festival is forgotten. For its sheer beauty and harmonious relationship with the audience, it was the high point of the three-day music binge."

## Philippine Mfrs. Hit Disk Piracy

By LUIS MA. TRINIDAD

MANILA — The Record Industry of the Philippines (RIAP), made up of legitimate record manufacturers, is waging a fight against the current large-scale racket involving the piracy of master disks of legitimate record manufacturers and the illegal pressing of records. The RIAP is also fighting the unlawful entry of phonograph records.

The RIAP, through its legal counsel, Enrique Syquia, requested the aid of the government authorities in the rampant pirating of records. The practice is a violation of the Philippine Fair Trade and Internal Revenue Laws. Immediate investigation and possible prosecution has been requested.

Senator Gil J. Puyat, concurrently chairman of the Joint Legislative-Executive Tax Commission, after taking cognizance of the RIAP's firm stand against piracy, recently requested the Department of Finance to look into the alleged illegal manufacture of locally made records and illicit entry of imported records.

Puyat said the commission, in its resolution, also asked the finance department to detail some of its men in the areas of operations

## King Records Sets Guaranteed Singles-LP's Exchange Policy

NEW YORK—King Records has set up a guaranteed exchange policy for both single records and LP's. The new policy is effective this month, and applies to all dealers. It covers all King labels: King, Federal, De Luxe, Queen and Bethlehem, as well as the labels the firm distributes: Four Star, Beltone, Fairlane, Kern and Huron.

The new King singles plan covers all singles records issued as of July 1. It sets up two classifications of dealers, one called the "10 class" and the other called the "25 class" which have a guaranteed exchange on the last 25 records they buy of any single number. Records sent back can be exchanged for any other singles on a one-for-one basis. Records are to be returned to the local King branch or local distributor.

The album plan covers all King and subsidiary label LP's and EP's,

## Disk Mfrs., Performers, Stations Eye Neighboring Rights Actions

WASHINGTON — Record manufacturers, performers and broadcasters need to keep close tabs on international developments in "neighboring rights" at this particular time. These rights, "neighboring on copyright," which would protect recordings, broadcasts and performance, are under intensified discussion as the time draws near for the United States to decide to go in or stay out of international agreements to be drafted in Rome this October.

During the recent ARMADA convention, featured speaker Rep. Emanuel Celler warned the record companies to give the utmost attention to what is going on in the area of protection for recordings, performances and broadcasts. The industry needs to adopt a "policy position" on the various provisions of the proposed treaty, to protect themselves and to aid our State Department officials when they go into the international treaty-making.

(The legal committee of the Record Industry Association of America has decided that the RIAA membership could not take a united stand on the issues to be raised at the International Neighboring Rights Convention. Individual members were urged to familiarize themselves with the proposed terms and let the government know their views by writing either to the U. S. Copyright Office or the State Department. (See Billboard Music Week May 8).

### Celler Spells Out Rights

Representative Celler spelled out the ABC's of neighboring rights for the delegates to the American Record Manufacturers & Distributors Association this way:

"The expression relates to and concerns the rights of record manufacturers, the rights of performers and the rights of broadcasting organizations. These rights neighbor on copyright, as they are exercised on the borders of copyright and often in contact with it. The exercise of one of these rights will frequently involve the other two as well. The broadcast of a commercial phonograph record, made from professional performances, is an example of all three rights combined into one package."

A number of European countries

in the illegal traffic of records which is costing the government hundreds of pesos in taxes annually.

The commission passed the resolution upon representations made by the Records Industry Association of the Philippines through Syquia, legal counsel of the organization.

have passed laws and made treaties among themselves giving such protection, the chairman of the House Judiciary Committee pointed out. "The rights involved could have sweeping effect" on the American industries concerned if the present draft treaty being considered is adopted by the United States.

### Neighboring Rights Discussions

Recently neighboring rights discussions were held in Washington between representatives of government and industry to get down to brass tacks on the proposals to be weighed at the October meeting in Rome. Under chairmanship of U. S. Register of Copyrights, Abraham L. Kaminstein, the pros and cons of the new area of international copyright were thrashed out here by attorneys for performing organizations, record manufacturers, broadcasters, motion picture and other copyright interests. For the government, there were people from the departments of State, Labor and Commerce, the U.S.I.A. and the House Judiciary Committee.

RIAA's executive secretary, Henry Brief, has pointed out that among the "minimum rights" proposed under the treaty, it would be illegal to copy a phonograph record for a tape without authorization of both artist and record company. Labels as well as artists could collect royalties from broadcasters airing their records. In general, each contracting country would have to recognize the same rights for performers and recordings of the other member countries as it does for its own citizens.

## Quincy Jones Inks As Music Director Of Merc Records

CHICAGO — Quincy Jones, well-known Mercury jazz artist, has been signed to the post of musical director for the label. He will be primarily concerned with composing, arranging and conducting for all of Mercury's artists, and will work closely with the label's several a.&r. directors.

Jones, well known as a band-leader, composer and arranger, will headquarter in New York. He'll continue to head his band which also records for Mercury.

Jones is known for his work with such artists as Ray Charles, Count Basie, Dinah Washington, Sarah Vaughan, and Peggy Lee. He has won various titles in trade jazz polls in conducting and arranging.

The move further beefs up Mercury's jazz strength. Jones will no doubt devote a great deal of his time to working with Jack Tracy, the label's recently signed a.&r. director.

## RCA's Soria Travels To Europe on Survey

NEW YORK—Dario Soria, RC Victor Division vice-president in charge of international liaison, enplaned Saturday (8) for an eight-weeks overseas trip. He will survey RCA affiliates and licensees in England and the Continent. On the itinerary are Rome, Zurich, London, Athens, Paris, Berlin, Hamburg and Geneva.

Soria will co-ordinate and develop methods of international marketing and plan promotion. In Berlin, he will attend a meeting of RCA's European representatives. This meeting is set for the end of August, during the time of the German Phono Exhibition.

Soria will be accompanied by Mrs. Soria, who will do research on upcoming Soria albums. These packages combine art booklet and music.

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b/w  
**"I'LL NEVER LET YOU GO"**  
**James Brown**

KING 5524

**STATION LISTS HUB'S HOT LP'S**

BOSTON — Station WTAO here, which switched to a "good music" format last February, is now publishing a biweekly report tagged "The Golden Sound Presents an Album Buyers' Guide." The LP list is made available free of charge to dealers as giveaways to customers.

The sheet spotlights the top 20 best selling albums in Boston (excluding teen - appeal packages), five new releases, and a review of a "brand-new release" by program co-ordinator Len Lawrence.

**UA Arranges Brazil Affiliates**

NEW YORK — United Artists has completed affiliate arrangements with Gravacoes Musidisc, Ltd., Rio de Janeiro for Brazil, and extended the area handled by Deutsche Grammophon, Germany, to include Austria, Switzerland and the Scandinavian countries.

The Deutsche Grammophon pacts are effective immediately and — with options — will run through August 1964. The Gravacoes Musidisc contract becomes effective August 1, 1961, and covers a two-year period.

Sidney Shemel, UA's director of foreign operations, said he has noted increases in orders from foreign countries each successive month during the first six months of 1961. For example, added Shemel, UA received orders for over 100 tapes from 12 of its new foreign affiliates last month, in addition to its normal coverage of other UA affiliates. Shemel also reported an increased demand for stereo product in all foreign markets, particularly on the Ultra Audio series.

Shemel attributes UA's stepped-up foreign business to its increased international coverage and its recent decision to insist that all UA releases marketed abroad carry a UA logo on their labels.

**Big Bankroll Backs Claude King Promo**

NEW YORK — A big bankroll supplied by well-known manager Tillman Franks is being put behind the promotion and exploitation of Claude King on the Columbia label. King, an old friend of the late Johnny Horton, who was also managed by Franks, has a new record starting to get action called "Big River, Big Man." The tune is the title song of a forthcoming flick, and the screenplay is based on a recent novel.

Columbia is running a special contest in 12 major markets to guess what created the special percussive sound at the beginning of the recording, with the winner earning a transistor radio. And Franks himself is sending out 500 copies of the book from which the screenplay is based, with a copy of the record inside.

**Sound Education Sets New Bible Story LP's**

NEW YORK — A new series of Bible stories on LP records is being issued by the Library of Sound Education in New York. The first eight LP's, all packages in de luxe boxes, are shipping this week. The eight LP's contain 16 Bible stories, all fully dramatized and acted by a large cast. Stories include "Noah and the Ark," "Joseph and His Brothers," "Prodical Son," etc. Most of the cast is composed of well-known Hollywood actors, and the music is supplied by a full symphony orchestra. The LP's list at \$3.98 each.

**MUSIC AS WRITTEN**

**New York**

Our old friend Dave Usher staged the "Jazz in Suburbia" festival at Birmingham, Mich., two weeks ago (June 23, 24) to good response, according to the local papers. Usher has made tapes of both last year's and this year's Birmingham Festival and may issue waxings of the concerts in the fall... The Third Annual Festival of Gospel Music will be staged at Madison Square Garden in New York on July 16. Mahalia Jackson will be the star, and many of the country's top gospel groups will be featured. Joe Bostic is staging the show, which will salute Rev. Martin Luther King... Lee Magic and Tim Gale of East-West Promotions, Inc., have set a national tour for Della Reese starting February 1962. Tour, which will play New England, the Midwest, the West Coast and Canada is being booked by GAC. Magid has just signed Earl Grant and Lenny Kent to managerial pacts.

Calvin Carter is the new vice-president of Vee Jay Records... The Standard "St. James Infirmary," cut by Bobby Bland a week ago, is in Gotham Music Service, an ASCAP firm and a subsidiary of Mills... Mo Silvers and Jerry Salerno of Sun Plastics in East Newark, N. J., are starting their own electro plating and label printing plants... Philadelphia residential builder Ralph Bodek has started the Merion label in the Quaker City... Ella Fitzgerald is set for a week at the Carter Barron Theater in Washington July 9 through 14... ASCAP cleeffer Frankie Davis celebrated his 50th year in the music business and his 72d birthday June 30... Norman Distributors in St. Louis has taken on the Prestige International LP lines, and the Smash and Chess labels for that city... Mark Raymer has opened offices in Portland, Ore., handling record promotion... The Rays recorded "Magic Moon" ("Claire De Lune") on the XYZ label. Bob Rolontz.

**Pittsburgh**

Roger Kirshner, head of Capitol Records branch in Cincinnati, replaced Nick Albarano here while Albarano took over Kirshner's duties in Cincinnati... The popularity of the movie, "Fanny" has helped sales of the Warner Bros. LP from the film, according to distributor Ben Herman... The Three Suns follow Enzo Stuarti into the Ankara with Don Rondo also booked for the same nightclub... Arnold Landy a recent University of Pittsburgh graduate, is the latest acquisition by the Columbia Records sales staff here... Mrs. Barney Stein, wife of the All-Brands records distributor, is back home after eight weeks of hospitalization in New York City... Tim Torrey, head of Cosnat Records here, has taken over the Gone and End labels in this area... Vinnie Monte spent a day here plugging his latest Jubilee waxing of "Follow That Girl"... Lennie Martin gloating over the reception accorded his World recording of "Tanto Blue" which he wrote and which features guitarist Joe Negri. Martin reports the platter is breaking in Philadelphia, Chicago and Rochester. Leonard Mendlowitz.

**Chicago**

Herb Rogers Productions hosted a press party for Tommy Sands and his wife, Nancy Sinatra, at the Italian Village Monday (3). The songster opens Tuesday (11) in "Remains to Be Seen" at the Tenthous Theater for a week's play... Bob Grossman (Eureka), folk singer, was in town last week for guest appearances and promo work with Morry Price, Arnold Distributors. He returns later this summer for a date at the Playboy Club... Don Elliot, musical director of "Number Please," and his wife, Doris Wise, TV actress, spent their honeymoon in Puerto Rico.

Mandel Hollander and son, Jerry, Hollander Music Shop, just returned from a week's fishing trip in Michigan... Mr. Latke, record dealer of Slys Appliance, Detroit, will spend the last two weeks of July traveling in and around Arizona... Rex Allen (Mercury) has inked for a return appearance to the Houston Fat Stock Show in 1962. He first played there earlier this year, breaking all records, including those held by stalwarts Roy Rogers and Gene Autry. Allen plays the Days of '47 Rodeo, Salt Lake City, July 18-24... It was mentioned here recently that RCA-Victor hosted a dinner and cocktail party for Chet Atkins. Actually, it was an informal get-together held by Stan Pat, RCA's Midwest director of radio-TV relations, for Atkins and the firm's field men. Gloria Manlong.

**Hollywood**

The Hollywood Palladium, now owned by Don Feddersen and talent handler Sam Lutz, is undergoing a face-lifting reported costing \$329,000 for exterior and interior modernizing. Don Shea, remembered for his mobile San Francisco one-stop, Operators Record Service, has joined Gordon Wolf's Rosark as general manager of the local one-stop.

Nancy Sinatra (Sands) makes her disk debut on her dad's Reprise label. She will be heard singing "Cuff Links and a Tie Clip" b-w "Not Just Your Friend." Songstress is currently accompanying her singer husband, Tommy Sands, who is on a promotional tour on behalf of his Paramount Pictures film, "Love in a Goldfish Bowl"... Dot President Randy Wood left last week for a Tennessee vacation... Vet music publicist Jeff Clark was named to head Decca's promotion department here by Western District Manager Art Grobart. Clark will cover the Southern California area. Lee Zhitto.

Distributors here, stirred by the report that the Rosark one-stop will be the Southern California Record Dealers' chief source of supply (BMW, July 3), were a-buzz last week as to how to block the one-stop from selling to the dealer co-op. A few threatened to stop selling Rosark, but most favored a wait-and-see policy. This, apparently, was dictated by the feeling that Rosark soon may represent too great a volume to force it to shop outside this market for lines the local distributors would withhold.

Russ Molloy, Bel Canto stereophonic recordings' chief, was (Continued on page 35)

# BIG DISCOUNTS ON ERNIE FORD AND ROGER WAGNER ALBUMS

**ERNIE FORD DISCOUNT** And a sensational deal it is! Check these great new albums by Tennessee Ernie Ford:..“Civil War Songs of the North” ...and “Civil War Songs of the South.” These new hot ones have more than the always-big sales appeal of Ernie’s albums. With the tremendous interest in the Civil War created by the Centennial, these two will be blockbusters at the cash register. But here’s the big news!

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# GERMAN FED. GROUP ASKS PROBE OF PERFORMING RIGHTS SOCIETY

## Adenauer Deputies Enter Formal Request to Investigate GEMA Collection Procedures and Administrative Costs

By OMER ANDERSON

BONN—Sixteen deputies from Chancellor Konrad Adenauer's Christian Democratic Party are seeking a stem-to-stern investigation of GEMA, the German performing rights organization, by West Germany's Parliament.

The deputies have entered a formal request for a parliamentary probe, which now, according to Bundestag procedure, becomes virtually mandatory.

The 16 members of Parliament have addressed a "question"—Anfrage—to Parliament on the GEMA. Their move obligates Parliament to delve into the following aspects of GEMA:

(1) The measure of State control and supervision over GEMA; (2) government auditing and control of GEMA's finances; (3) the amount of GEMA's net income and its administrative costs; (4) methods employed to determine gross receipts and actual royalty disbursements to composers, and (5) the scope of GEMA's activity and restrictions placed upon it.

### Ask Action

The 16 deputies declared that the government no longer can avoid a "searching look" at GEMA. Their action follows scattered demands in Parliament for a thorough probe of the performing rights organization.

The motion submitted by Adenauer's 16 deputies declared:

"The central point for us is the monopoly position of GEMA, and how it has been possible for this position to be achieved. The federal

government must bear responsibility for this development, and we herewith demand that it state its position."

It is expected that the opposition Social Democrats will endorse the probe with the idea of making it a bipartisan effort.

The 16 deputies took the position that while there is unanimity on the necessity for protecting the legitimate rights of composers, GEMA has far exceeded its proper function. It has become what several deputies termed "an artistic State within a State—a law unto itself."

Germany's ASCAP organization is accused of flouting the will of Parliament and acting with dictatorial disregard of the public interest. These complaints were spelled out in detail by two deputies, Hermann Ehren and Richard Muckermann.

Ehren assailed, in particular, GEMA's tactics in negotiating contracts. These contracts, the deputy charged, were "straitjacket" affairs which reduced the signatories to virtual captives of GEMA.

Ehren continued, "Obviously, the composers and authors must be guaranteed their rightful royalties. It is certainly not our intention to deprive them of their rights in this respect."

"But, with this said, we must state that we are in no wise in agreement with the methods and the means employed by GEMA to push through their tariffs dictatorially.

"It is imperative in the general

interest that the monopoly position of GEMA be investigated thoroughly and that the proper corrective action be taken."

Ehren then touched on the basic complaint of West German juke box operators. Echoing the operators, the member of Parliament assailed GEMA for jacking up its performing rights fees to levels "which in many cases are beyond the economic capacity of the organizations to bear."

The deputy gave as an example a rally of the Association of Refugees from Upper Silesia (the former German territory now occupied by Poland).

It developed that GEMA held rights to certain Heimatlieder—Silesian folks songs—scheduled for the rally. GEMA, without regard to the fact that the rally was a non-profit refugee affair, demanded \$400 for performance of the music at the single rally.

The Silesian refugees protested and threatened to ask a government probe, whereupon GEMA backed down and settled for \$125. Ehren said while GEMA might back down when confronted by large organizations, it was ruthless with small organizations.

Muckermann said he is mainly interested in how much money collected by GEMA goes to the composers and authors, and how much is taken by the administrative costs for GEMA.

Muckermann said he suspected that GEMA may be squandering

(Continued on page 30)

# FOLK TALENT & TUNES

By BILL SACHS

A "Grand Ole Opry" unit, headlined by George Morgan and including Mother Maybelle, Stringbean, Annie Lou and Danny, Bun Wilson, Helen Carter and Ken Marvin, holds forth at the Armory, Havre, Mont., August 5. Johnny Daume, director of country music and farm programming at KOJM, Havre, will appear as guest on the show. . . . KOKE, all-country music station at Austin, Tex., scored with its first promotion of an exclusive country music show at the new air-conditioned Austin Municipal Auditorium June 26. The show, headlined by Slim Whitman (Imperial) and featuring George Jones (Mercury), Charley Walker (Columbia) and the station's own Clyde (Barefoot) Chesser and Rusty Gabbard, pulled a full house, proving again the popularity of country music in that market.

Shirley Collie, wife of Biff Collie, c.&w. deejay at KFOX, Long Beach, Calif., was in Nashville recently to wax country sounds for Liberty Records. . . . Burton W. LeMaster, president of United South Artists, Inc., Hot Springs, Ark., announces the signing of a wax pact with Memphis disk jockey, Eddie Bond. The latter's initial USA outing consists of "Second Chance," penned by Webb Pierce, and "This Ole Heart of Mine." Bond, former Coral artist, recently placed sixth in an annual country music artist popularity poll conducted in Memphis in competition with such c.&w. notables as Ferlin Husky, Faron Young, Ray Price, Eddy Arnold, Webb Pierce and Hank Williams.

Bill Blough, c.&w. deejay at WKKD, Aurora, Ill., has inaugurated a new live jamboree-type show on the station, aired each Wednesday night, 7:30-8:30, from the stage of the Plano Theater, Plano, Ill. Guest for the first show was Dolph Hewitt, of the WGN "Barn Dance," who brought with him Tiny Murphy and one of the Johnson Sisters. Last week's guests were Darlene Adams, of WRMN, Elgin, Ill., and the Country Rhythm Boys. Blough continues to do six and a half hours of country music on personals in the area. He is anxious to hear from c.&w. talent working the territory.

Cowboy Howard Vokes is set for Blue Ridge Park, Elkton, Pa., August 19-20, and Kent, Conn., August 25-26. Vokes and His Country Boys will be in Nashville August 28-September 2, with a jaunt thru Virginia slated to follow. . . . Reno and Smiley are routed for the remainder of July as follows: Cavalier Theater, Waynesboro, Va., July 13; Fire Carnival, Harney, Md., 14; Rollerland, Verona, Va., 15; Seneca Park, Seneca, W. Va., 16; WWSA-TV, Harrisonburg, Va., 19; Fire Carnival, Manchester, Md., 20; Fire Carnival, Aldie, Va., 21; Regent Theater, Cleveland, 22; Fairgrounds, Franklin, Ind., 23; WWSA-TV, Harrisonburg, Va., 26; Hi-Fi Club, Baltimore, 27-28, and Rollerland, Verona, Pa., 29.

# Fireworks In July

## SIZZLING SINGLES from SCEPTER

Scepter 1220

"WHAT A SWEET THING THAT WAS."  
& "A THING OF THE PAST."

THE SHIRELLES

Wand 110

"I WAKE UP CRYING"

CHUCK JACKSON

Rockin' 101

Nationally distributed by Scepter

"MR. D. J."

VAN McCOY

Scepter 1219

"PARADE OF BROKEN HEARTS"  
& "HUMAN"

TOMMY HUNT

SCEPTER RECORDS  
1650 Broadway, N.Y.C., N.Y.





## Queen Looking for Local Hit Masters

NEW YORK — Syd Nathan, head of King Records, is giving all of the members of the King family, distributors and their salesmen, a chance to be a.&r. men and make some money to boot. And Nathan is reactivating the firm's old Queen label to do it.

Nathan is offering King and distributor personnel an override on all "hot" masters that they garner for the Queen label. The override will come to one-half cent on every record sold.

General procedure works as follows: if a King distributor or salesman hears of a territorial hit that is selling, they are to send the disk to Nathan at the firm's Cincinnati headquarters, with the name of the person who owns the master. If King is able to conclude a deal to take over the master, the disk will then be issued on Queen, with the original label name prominently displayed. All records sold of the disk after takeover will mean one-half cent a record royalty to the King or distributor personnel who sent in the disk.

**All the Flavor  
of a Hit!!!  
DOES YOUR CHEWING  
GUM LOSE ITS FLAVOR**  
(on the Bedpost Overnight!)  
by  
**LONNIE DONEGAN**  
and his Skiffle Group  
on Dot Records  
**MILLS MUSIC, INC., N. Y. C. 19**

GIVE TO DAMON RUNYON CANCER FUND

# There're Still a Few Laughs Left

By REN GREVATT

NEW YORK — Bugged with distributors who don't pay bills, dealers who don't pay bills, the summer slump, the program manager who's watching those record selections over your left shoulder? Are you troubled with rack jobbers and one-stops quietly gobbling up your business? Is that your trouble, cousin? Despite the omnipresence of such headaches as these, the record business, fortunately, still has a few laughs left, as anybody who will examine a single record label will easily find out.

Put another way, it's not necessarily what's in the groove that's laugh-provoking, although there are still chuckles aplenty to be gotten from the crazy assortment of "bomp boms," rama lamas" "Sho wah, shoo wahs," currently on disks. Rather, it's the titles of vocal groups and the production credits on some of the recent crop of records that make some of the biggest yocks.

At the height of the rock and roll era the group names, of course, went through a number of cycles. Typical of the so-called bird cycle were such names as the Penguins and the Flamingos. On the other hand, the auto kick was characterized by the Jaguars, the Edsels and the Cadillacs, among others.

Now, however, there is a sort of reincarnation in full sway of these earlier rock and roll records, the great majority of which featured vocal groups. Hence there is also today a growing emphasis again on groups, with a generous share of imaginative names.

Perhaps one of the most widely used suffixes in group names, then and now, is simply the word, "tones." Latest of these are the Truetones, and the Timetones, a

creation of Irving (Swingin' Slim) Rose, of Times Square Record Shop here, which stocks nothing but old rock group records. These newest groups were preceded by such company as the Bosstones, the Jive-tones, the Rocketones, the Lark-tones, the Temptones, the Young-tones, the Softones and the Clef-tones, the latter recently revived to the point of making the charts.

The business has also gone through what might be called a heavenly period, with such groups as the Rainbows, the Miracles, the Angels, the Eternals and the Crea-

tors. Most recent, and actually a current example of this school would be Gabriel and the Angels, as distinguished from the earlier Angels group.

### Leave With Laughs

Imagination seems to have run riot in recent weeks, and even though not all these groups of would-be hit-makers have actually made the grade, they have left a laugh or two by the wayside. Some of these would include Caesar and the Romans, Francis X and the Bushmen, B. Bumble and the Stingers, Kathy Young and the In-

nocents, Rose and the Originals and Rochell and the Candles. One observer this week allowed as how he was surprised that somebody hasn't yet come up with a Clara and her Beaux group.

Where all this will lead is anybody's guess. But the crazy name parade marches on unabated, with such latest entries as Mad Mike and the Maniacs, the Cavalrymen, the Ducanes (possibly a Pittsburgh group who shortened up on the word Duquesne), the Concorde, the Bounty Hunters, the Classics, the Show Stoppers, the Astro-Jets and Rose's Baby Dolls.

As far as production credits go, it would appear that some folks let their delusions of grandeur run away with them. Often the label copy on a brand new record from a brand new diskery in Oshkosh will read more or less like a corporate prospectus. Many producers, not satisfied with simply listing their names on a single, become pretentious and downright pompous with the use of such credits as John Doe International Productions Ltd., a division of X Productions Enterprises or something of the sort.

It is recalled that a few years back a diskery with one hit single record to its credit, suddenly branched forth with a motion picture subsidiary, using the tag line —blank International Films Ltd. There is no indication that any footage was ever shot by this firm.

## Electrola Revamps Its Pop Division; Ilgner, Gietz Head Artists, Sales

COLOGNE, Germany — Electrola is reorganizing its pop music division.

Rolf Engleder announced the appointment of Heinz Gietz and Guenter Ilgner to head this section. Gietz will take charge of artists and Ilgner will concentrate on sales.

Electrola's reorganization involves a major shake-up in the West German music industry. It began with the departure from Electrola of Hans Bertram, a long-time producer.

Bertram has formed a partnership with Kurt Feltz to produce disks for Polydor. The partnership is the indirect result of the withdrawal from the music production firm of West Feltz & Company of Gietz and Ilgner.

With Gietz and Ilgner gone, Feltz joined forces with Bertram.

Engleder assailed reports that Lale Andersen and Ralf Bendix were leaving Electrola. He said the two artists have just extended

their exclusive - service contract with the diskery.

Engleder added that Gietz and Ilgner also are assured of the continued services of all of the present group of Electrola recording artists.

Meantime, two new music publishing houses have been opened in West Germany, one in Berlin and the other in Frankfurt. Paul Siegel has founded the Hi-Fi Musikverlag GmbH in Berlin.

Hi-Fi associates are George Pincus, New York, and the Marlyn-Musica Company-Verlag of Vera Lynn and Harry Lewis in London. Hi-Fi is taking over from Pincus for German production the U. S. top tune, "100 Pounds of Clay," which will be issued in German as "Hundert Schoene Frauen" and produced by Electrola.

In Frankfurt, Marianne Karthal and Hans R. Beierlein have founded the Globus-Musikverlag-KG, which will specialize in juke box titles.

### NEW TALENT NEEDED!

Can you sing — play an instrument?  
Send tapes or recordings to  
P. O. Box 13544, Phoenix, Arizona.  
**NU-TOP RECORDS, INC.**  
(Enclose self-addressed, stamped envelope for return of unused materials.)

**HEADED FOR #1!**

**TOSSIN' AND  
TURNIN'**

**BOBBY LEWIS**

BELTONE #1002

• CHECK THE CHARTS • ACTION IN ALL MAJOR MARKETS

**MY TRUE STORY  
THE JIVE FIVE**

BELTONE #1006

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1650 Broadway  
New York, N.Y.  
CO 5-8320

Distributed Nationally by  
**KING RECORDS, INC.**  
Recorded at  
Beltone Studios,  
New York, N. Y.

**PROGRAMMING TIP**

**Station's Audience Promo Tied to Twin Cities Tempo**

MINNEAPOLIS — Station WLOL here staged a major audience promotion—tagged "Tempo of the Times"—this spring which Promotion Director Jim Scanlon opines, "combined many of the elements listed as guideposts for building a local station image."

The promotion was designed to emphasize the accelerated progress of local civic and industrial operations and, at the same time, sell WLOL's musical tempo.

Each WLOL deejay accentuated "the tempo for his time period"—bright, wake-up music in the early morning; relaxing music for the housewife; bright music again for lunchtime when children are home; relaxing music for early afternoon; brisk music for the late-afternoon going-home-from-work period; and romantic music for the "Nightwatch Show."

A musical game played an important part in the promotion. Listeners were asked to identify the tempos of WLOL tunes. Jockeys helped by clearly setting the tempo with metronomes. Prizes awarded to those correctly naming the various tempos included perfume, theater passes and albums.

Another contest involved the selection of 10 local individuals who were "setting the tempo of the times" in the Twin Cities. The outlet taped a one-sentence statement by each of the 10, and WLOL dialers were asked to

identify the voices. The winner received an all-expense-paid trip for two to Las Vegas, Nev.

The production end of "Tempo of the Times" was master-minded by Program Director Dan Allan. Deejays playing up their individual musical tempos included Allan, Marv Henry, Sandy Singer, Ernie Martz, Dan Anderson, Jerry Telsler, and Paul Hedberg.

**Gershwin Night Due on WNBC**

NEW YORK — Deejay Bob Haymes, WNBC, here, is commemorating the 24th anniversary of the death of George Gershwin this week with nine hours of memorial broadcasts.

The series, which will be aired from 9 to midnight Monday (10) and Tuesday (11) is tagged "George Gershwin—A Portrait in Words and Music."

In addition to playing only recordings of Gershwin compositions, Haymes will spotlight the voices of Ira Gershwin, Irving Berlin, Arthur Schwartz, Paul Whiteman, and Fred Astaire in discussions of the man and his music. The memorial shows were produced and written by Lee Jones with WNBC program chief Steve White as producer.

**PROGRAMMING PANEL**

**THE QUESTION**

What is your favorite motion picture theme?

**THE ANSWERS**

**WILL LUCAS**  
KALL, Salt Lake City

"Exodus" by Ferrante and Teicher. This theme's dynamics of sound was delicately blended to form a highly emotional, moving piece of music. It characterized just what can be done when two highly talented men get together to embody the

moving moments of a great motion picture. Ferrante and Teicher captured the electric atmosphere, the overwhelming stature of the film. It is truly a beautiful piece of music—a memorable moment in the morass of mediocrity.

**JACK ELLSWORTH**  
WALK, Patchogue, N. Y.

Henry Mancini and Don Raye's truly inspired "Too Little Time," love theme from "The Glenn Miller Story," is a lovely, nostalgic, melancholy kind of melody that says so very much. Written by two fellows who really understood and loved the Miller era, this song is unmistakably music in the unforgettable Miller mood. Hear the Miller-McKinley instrumental version on RCA Victor's "The Miller Sound" LP or June Hutton's vocal for Capitol.

**JERRY MARSHALL**  
WMGM, New York

"Theme From the Apartment" and "Theme From Exodus." Both have memorable qualities to them. If you have seen both films there is a great deal that is indigenous in both songs. They perform well apart from the pictures and both have lasting qualities to make them sounds of the future—of which there are all too few these days.

**WILLIAM B. WILLIAMS**  
WNEW, New York

"Theme From the Man With the Golden Arm" is one of my favorites because it was a good background for the particular vehicle it was used in. It was able to heighten the excitement of the film and musically was very listenable. "Theme From Picnic," because every time I hear it I can picture Kim Novak dancing and I submit this is a very nice picture.

**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.

**EDDIE HODGES**

Young Eddie Hodges, who appeared on Broadway a few years ago in the hit musical, "The Music Man," now successfully makes his debut in the recording field. Waxing for Cadence Records, Hodges hit the Hot 100 with his disk, "I'm Gonna Knock on Your Door."

Hodges was born March 5, 1947, in Hattiesburg, Miss. In 1953, the family moved to New York and young Hodges began his career in earnest. He made numerous TV appearances, including the Jackie Gleason show. He soon became associated with the "Name That Tune" show and it was while appearing on there that he was seen by the producers of "The Music Man." Following his successful run on Broadway, Hodges was signed to play Frank Sinatra's son in the film, "A Hole in the Head."

Teen-ager Hodges likes rock 'n' roll, baseball, movies and "any kind" of television. He is booked through the William Morris Agency.



**THE DELACARDOS**

This United Artist recording group originated about three years ago in Charlotte, N. C. The group consists of nine men—four singers and five musicians. The vocalists (as pictured) are: Harold Ford, Vernon Hill, Robert Gates and Christopher Harris. The musicians are: Jeremiah Shepherd, Luther Maxwell, Dallas Steele, Timothy Donald and James Knight.



The group was formed in their early years of high school. They were given the name "The Delacardos" by a Spanish teacher and the literal translation means "light of heart." The boys became a popular attraction at private parties and high school functions. This led to a tour of the college circuit and various rock and roll shows.

The Delacardos' hit disk on U.A., "Hold Back the Tears," is currently making a steady climb on the Hot 100.

**YESTERYEAR'S HITS**

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

**POP—5 Years Ago**

**JULY 14, 1956**

- Wayward Wind, Gogi Grant, Era
- I Almost Lost My Mind, Gogi Grant, Era
- Moonglow & Picnic, Morris Stoloff, Decca
- I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
- I'm In Love Again, Fats Domino, Imperial
- More, Perry Como, RCA Victor
- Standing on the Corner, Four Lads, Columbia
- Born to Be With You, Chordettes, Cadence
- On the Street Where You Live, Vic Damone, Columbia
- Be Bop A Lula, Gene Vincent, Capitol

**POP—10 Years Ago**

**JULY 14, 1951**

- Too Young, Nat Cole, Capitol
- Jezabel, Frankie Laine, Columbia
- How High the Moon, Les Paul & Mary Ford, Capitol
- Come On-A My House, Rosemary Clooney, Columbia
- Loveliest Night of the Year, Mario Lanza, RCA Victor
- My Truly Truly Fair, Guy Mitchell, Columbia
- On Top of Old Smoky, Terry Gilkyson & the Weavers, Decca
- Sweet Violets, Dinah Shore, RCA Victor
- Rose, Rose, I Love You, Frankie Laine, Columbia
- Sound Off, Vaughn Monroe, RCA Victor

**RHYTHM & BLUES—5 Years Ago—JULY 7, 1956**

- Fever, Little Willie John, King  
Rip It Up/Ready Teddy, Little Richard, Specialty  
Treasure of Love, Clyde McPhatter, Atlantic  
It's Too Late, Chuck Willis, Atlantic  
Please, Please, Please, James Brown, Federal

- A Casual Look, Six Teens, Flip  
I Want You to Be My Girl, Teenagers, Gee  
Hallelujah, I Love Her So, Ray Charles, Atlantic  
Love, Love, Love, Clovers, Atlantic  
Roll Over Beethoven, Chuck Berry, Chess

**Johnny Brantly Due D.J. Show**

NEW YORK—Johnny Brantly, former assistant to Alan Freed during the jock's heyday New York period on WINS here, has been signed to do a radio deejay show himself. Brantly will handle the midnight-to-6:30 a.m. chores on

WBNX here from the Palm Cafe on 125th Street in the Harlem section of town. The show, an every-night affair, will be on seven nights a week and will be devoted strictly to r.&b. records.

Brantly is the second new jock to join the station in recent weeks. First was Irving Rose, proprietor of the Times Square Record Shop, a teen haven for old rock hits by vocal groups. Rose has a show every Saturday night under the title, "Swingin' Slim."

**VOX JOX**

By JUNE BUNDY

**WALK ON BIG BAND WAGON:** Jack Ellsworth, program director of WALK, Patchogue, Long Island, N. Y., is excited about a new series featuring "the big bands of the '30's and '40's." The show, reports Ellsworth, features "literally thousands of old 78's by the Dorseys, Miller, Shaw, Goodman, Ellington, etc. We are also using some of the better stuff issued on LP's. We have many of the disks in our files and listeners are lending us others. Consequently, only a scant few of the really worthwhile big band records will not be presented. Along with the records, we're including both recorded and live interviews with the leaders, vocalists and instrumentalists. For example, as part of the T.D. tribute, we are presenting interviews I recorded years ago with the late Tommy Dorsey himself, Sinatra, Dick Haymes, and Jack Leonard, plus a live chat with clarinetist Johnny Mince. We are also lining up Ray Eberle for an interview during the Glenn Miller tribute."

**GAB BAG:** Bob Adkins, KNEW, Spokane, writes, "We have had good response to 'Our school-bus driver is the greatest because—' contest. Winning driver gets a transistor radio. Makes good public service salute, too." . . . Joe Finan, KTLN, Denver, reports, "Distributors here beginning to co-operate en masse, which makes the working situation in records much better. Now if we can only sell a few singles. Still think the price line will be broken by someone soon. That may not be the complete answer, but it doesn't make sense that the customer can pick up 12 sides in a \$1.49 album next to the broccoli in a supermarket, then we expect them to pay \$1 for a single record."

**CHARLIE MONK,** WKRG, Mobile, Ala., writes, "First I would like to ditto Dick Price's gripe about wrong times on disks. Second, I think that the release date should be listed on the label. Also, it should note if it is a group or instrumental, and the soloist should be given credit. As for promotion work on singles, fliers should accompany the disks, giving biographical information about the artist and information about the musicians on the session. This info could be enclosed on the jacket. To the brighter side of life—my show! Presently, Pulse gives us a strong second and Hooper gives a dominance. Not bad for a CBS affiliate fighting five indies."

Bob Kidd, KUZN, West Monroe, La., writes, "Would like to congratulate Dale Brooks of WBUC, Buckhannon, W. Va., for speaking up for the good old standbys, the 45-r.p.m. disks. We agree, and think the industry should stick with the 45's and leave the compact 33's to the record retailers." . . . Hy Lit, WCAM, Camden, N. J., reports that the nine stageshows he and Harvey Miller, WIBG, Philadelphia, emceed a couple of weekends ago

(Continued on page 13)

*A Fabulous Album of*  
 ♥ *Love Songs* ♥  
*by America's Favorite Singer*

ATCO 33-134

Available in stereo and monaural

**BOBBY DARIN: LOVE SWINGS**

Long Ago And Far Away ♥ I Didn't Know What Time It Was  
 How About You ♥ The More I See You ♥ It Had To Be You  
 ♥ No Greater Love ♥ In Love In Vain ♥ Just Friends ♥  
 Something To Remember You By ♥ Skylark  
 ♥ Spring Is Here ♥ I Guess I'll Have To Change My Plan ♥



ATCO 33-134



Arranger-Conductor: Torrie Zito

# Radio and Phono Makers Up Promos With Stations

Continued from page 2

climaxed a month of voting, during which Greater New York radio listeners cast 32,300 ballots for their favorite local radio deejays.

Polling was conducted in 200 department stores and record shops in the five New York boroughs, Northern New Jersey, Long Island and Connecticut. Bobby Rydell made the presentation to Kaufman at Sterns where more than 1,000 teen-agers assembled for the event. Kaufman pulled 4,503 votes; Jack Lacy, WINS, 3,070; Bill Cullen, WNBC, 1,973; Jack Sterling, WCBS, 1,526.

### Radios in Trees

Station WINS also celebrated portable radio month with a "finders keepers" promotion. Portables tuned to WINS were hidden by the outlet through its listening area and clues were given by WINS deejays on the air as to portables' locations. Dialers finding the radios in trees, tied to bushes, etc., were allowed to keep them.

Station WQXI, Atlanta, observed Portable Radio Month by posting transistor radios in mail boxes at the busiest street corners, shopping centers and office buildings in town. The radios were tuned in to WQXI, full volume, and post office pick-up times were checked prior to the "drop" to assure radios remaining in boxes for maximum time.

Portable Radio Month was cele-

# Musicians' Fund To See Change

WASHINGTON—The historic and controversial Musicians' Performance Trust Fund may suffer some drastic changes. During the recent annual convention of the American Federation of Musicians at Atlantic City, membership agreed to let negotiators "exchange any part of trust fund payments" for better wage rates during the next bargaining session with record companies.

Payments into the Performance Trust Fund was the crux of the bitter battle between the AFM and its breakaway West Coast sidemen, who formed the Musicians' Guild of America. The parent union has had to shift tactics during the tug of war for representation with major movie studios, recording and TV film makers.

AFM President Herman Kenin advised the policy shift because of changed conditions in the record industry, according to a report in the AFL-CIO news. He also told the 1,222 delegates to the convention that he was giving heed to the "less than enthusiastic" attitude of many of the musicians toward the Trust Fund, which was set up in

(Continued on page 30)

## ALBUM COVER OF THE WEEK

**SLEEPYTIME AND WIDEAWAKE SONGS**—The Norman Luboff Choir, Harmony HL 9530. One of the cutest children's covers to come along in quite a while. The full-color photo of the pretty child in her crib was taken by Henry Parker of Columbia Records Photo Studio. Prime display item.

brated by WGLI, Bay Shore, L. I., with a contest to find the oldest radio. The winner, who submitted an 1890 radio (boosted with a "newer" and still-in-good-operating-order horn), received a 1961 transistor radio. All contestants were promised the return of their radios and received free records.

# Montreal Disk-Lending Library Good Model for Other Dealers

By ARNOLD GOSEWICH

MONTREAL—A record-lending library, started here just two years ago under the name, Record Centre, Inc., has enjoyed a steady increase in business and is already being regarded as a model operation which many dealers can use as a pattern to expand their business.

The library, which affords serious collectors a chance to audition recordings in the quiet of their homes and to compare one version of a work against others of the same repertoire, has increased its initial library almost threefold during its short history. There are presently more than 8,000 LP's in stock.

The rental plan itself is quite simple. A collector fills out a membership form and pays a yearly membership fee of \$5. As a Record Centre member he may rent a maximum of three LP albums at one time and pays a charge of 30 cents per LP per week. An additional charge of 5 cents per record is made for each LP kept over the one-week period. No record may be rented for longer than 15 consecutive days. In the event a record is damaged beyond use while on

## CORRECTION ON STEREO CHART

NEW YORK—Due to an inadvertent error, the Top LP's Stereo Chart in this issue contains an incorrect listing. "South Pacific," original-cast recording on Columbia, appears in position 49. This LP is not available in stereo and this listing should have specified "Bye Bye Birdie," Original Cast, Columbia KOS 2025, thus making its ninth appearance on this 50-position chart.

rental, the member in whose name the record was rented is required to pay a charge of \$2 toward the replacement cost of the album.

### Discount Included

Record Centre members also receive a 25 per cent discount off listed retail price on actual record purchases. A discount is also offered on concert and theater tickets sold through the rental library.

Thus far, the plan has attracted the enthusiastic interest of almost 2,000 paid-up members with more collectors joining every week. In the age of the sealed record and the high-priced LP, this system has gone far to introduce many recordings that might not otherwise be heard and eventually purchased.

The Record Centre extends a wide variety of albums to members, ranging from folk music, jazz and musical comedies, to a vast selection from the classical repertoire, symphonic and choral works, solo recitals, operas, and chamber music. In addition, there are records of plays, poetry, historical speeches and documentaries as well as educational courses and other specialties. Popular music is not offered under the rental plan.

(Continued on page 13)

# Pilot Radio Corp. Due to Beam Stereo FM at Chi Trade Show

NEW YORK—Pilot Radio Corporation will move into the Music Merchants Trade Show next week in Chicago with its own stereo FM transmitter, designed to demonstrate and explain stereo FM broadcasting to dealers.

Behind the dramatic move are several interesting theories regarding the new broadcasting medium. According to Luther M. Sandwick, Pilot vice-president, "Several fundamental buying inducements are now present for the first time since stereo was introduced, in consequence of the recent FCC decision.

"First and foremost is the 'something-for-nothing' buying motive," said Sandwick. "The public, still largely unaware of the increased

listening pleasure stereo provides, now has the strongest possible reason to investigate it, namely, the inducement of stereo broadcasts on FM at no expense beyond the cost of equipment.

### One-to-Three

"Today, three and a half years after the announcement of the Westrex system of stereo recording, only one stereo record is sold to three monophonic disks. This, despite the fact that almost no monophonic phonos have been manufactured for over two years. The stereo record will fully come into its own when the public begins to hear this music regularly over stereo FM and wants to own it. In this connection, it is to be hoped that the record makers will soon find ways to eliminate the present heavy premiums the stereo record customer has to pay."

Sandwick, also noting the fact that although FM receivers have been available for over 13 years, FM has still never really gotten off the ground, took issue with programming practices of many FM stations. Pointing out that many FM stations have broadcast the same material as their AM counterparts, Sandwick declared, "This widespread pattern of mediocre programming has held back the growth of the market for FM receivers and associated audio equipment perhaps more effectively than any other factor."

# BEST-SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

## PHONOS LISTING UNDER \$30

Position This Issue	Position 4/10/61 Issue	Brand	% of Total Points
1	1	Decca	32.6
2	3	Columbia	10.4
3	2	Capitol	8.8
4	5	RCA Victor	6.7
5	4	Voice of Music (V-M)	5.8
5	—	Birch	5.8
7	—	Zenith	3.7
7	—	Symphonic	3.7
		Others	22.5

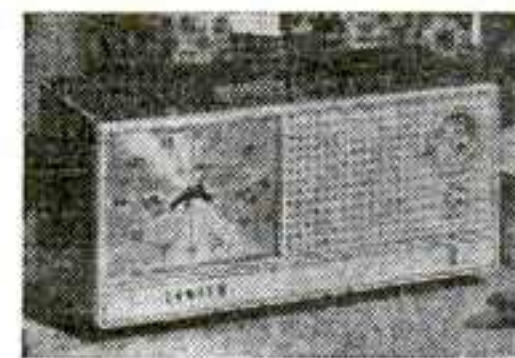
## NEW DEALER PRODUCTS

### Representative of Console Line

The console pictured here is representative of the latest 1961 units in the Admiral stereo console line. The set is equipped with four-speed changer, four or six matched stereo speakers and swivel hinges with which the speakers can be moved, placed up to 12 feet from either side of the main cabinet. There are eight furniture design consoles in all.



### Clock-Radio Has Memory Feature



The Zenith Awakener has a memory timing feature that allows the user to set radio or buzzer alarm once for wake-up time. The new timing mechanism does away with the resetting of alarm each night. The new item also has a "holiday" control which disengages the timer when a user desires to sleep late. Retail price is \$39.95.

### Keeping Tabs on Those Hot Disks

The Record Tree of Philadelphia is introducing packages of record indexing tabs to facilitate the storing and identification of the consumer's collection. The Record Tree Index is designed for self-service, impulse buying. It is already perforated for peg board mounting and includes full instructions. Enclosed in the package are 12 by 12-inch index sheets already gummed and labels



which need no moistening. The index system retails for 98 cents.

### Portable Phono Stands Upright



One of the more novel features of the new General Electric portable stereo phono line is this de luxe version of the Trimline series. The new unit has a drop-down turntable which permits the set to stand upright like a piece of modern luggage when not in use. The two hinged speakers at either end of the carrying case swing out when in use. This number sells for \$139.95.

## 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 off the nationally advertised price.

**CARLTON-IMPACT**—Expires July 15, 1961. Started May 8, 1961. "Summer Special" merchandise program. Distributors are offered one free LP for every four purchased on the new Carlton Charlie Parker "400" and "800" series and same deal on Carlton's new "Provocative Stereo" line called Impact.

**MERCURY**—Expires July 15, 1961. Started June 15, 1961. "Summer Sale-a-Rama." Program offers the current mid-June release, the label's Perfect Presence series, the EP series and the Wing series on a one-free-for-every-five-purchased basis. Remainder of the catalog comprised of all 12-inch LP's will be offered on a one-free-for-seven-purchased basis. See page 3, June 12 issue, for details.

**ROULETTE**—Expires July 15, 1961. Started June 1, 1961. "Summer Sales Plan." Through the distributor the dealer is offered two albums free for every 10 purchased. Program covers five albums in the June release plus entire catalogs of Roulette, Roost, Tico and Gee labels.

**AUDIO FIDELITY**—Expires July 21, 1961. Started June 21, 1961. Ten per cent discount on two LP's: "Sound Effects, Vol. 2," and "Roman Holiday," with Jo Basile.

**CANDID**—Expires July 31, 1961. Started June 27, 1961. "Summer Jazz Star Program." Label is offering distributors 15 per cent discount on complete catalog including five new releases.

**PARLIAMENT**—Expires July 31, 1961. Started June 19, 1961. One free album for every three purchased. See page 45, June 26 issue, for details.

**LIBERTY**—Expires July 31, 1961. Started June 19, 1961. Dealers are offered five-month billing, 20 per cent discount and a 100 per cent return as part of a special program supporting its Premier LP series. Minimum order is 20 Premier albums of the seven titles in the line in any assortment. See page 3, June 19 issue, for details.

**VERVE**—Expires July 31, 1961. Started June 20, 1961. "Operation Early Bird." Dealers are offered one album free for every three purchased. Program covers entire catalog plus seven June releases. See page 3, June 26 issue, for details.

**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.

**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.

**M-G-M**—Expires August 31, 1961. Started July 1, 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.

**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.

**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.

**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.

**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. 3 in E Flat Major, Gilels, piano.

## Montreal Disk Lending Library

Continued from page 12

The Record Centre is on Crescent Street, one block off Montreal's main stem, St. Catherine Street. The store itself is designed along the lines of most modern record shops. Browser bins are used and members choose their own records for home-playing. One advantage in renting aside from cost, is that members can enjoy and compare two or more interpretations of various works.

### Owners

The principal owners of the Record Centre are Sam Gesser, who is also Canadian distributor for Folkways Records, and Alan Mills, world-renowned folk singer. Edgar Jones is manager. Assisting in the choice of the library's collection is a board of honorary advisors, among whom are some of the leading personalities in Montreal's music circle, including Maurcen Forrester and conductor Eugene Kash.

Sam Gesser frankly admits that this plan, while successful in many European areas, was a heavy financial gamble. However, he points out that in the first year of

operation, with only 1,000 members, approximately 35,000 records were rented. According to Gesser, the average album is rented about 30 weeks and is then discarded and replaced with a new copy. The clientele of the library is in the middle and upper-class. Well-kept statistics show that membership is made up 55 per cent of professional people with a good assortment of students, semi-professionals and housewives.

"Most of our members use high-quality equipment to play their records," says Gesser, "and because of this we have very little trouble with records being returned in unplayable condition."

### Bulletin Service

The Record Centre mails its members bulletins every month including information about new albums available on the rental plan. The bulletin is also open to all members who wish to advertise equipment or records for sale, purchase or even rental.

Currently, the Record Centre has a drive under way to increase membership and is offering four

## JAPAN CLAIMS STEREO BREAK

YOKAHAMA—The Japanese have invented a new system for reproducing stereo sound, which actually takes the form of an up-dating of one of the oldest forms of sound reproduction.

The instrument, which sells for \$8.95 f.o.b. Japan, uses the old sound box principle. Two leads are attached to a stereo phono pickup. The leads go through hand-wound gramophone tubes, on the end of Sound passing through the tubes is amplified by laminae or flat plates of the kind used in an old-fashioned radio headphones. Adapters are available which can be attached to the lines for other persons to also hear the sound. The device is known as Stereophone.

## FCC Questioning On Programming Splits Radio-TV

WASHINGTON — The long-awaited programming questions proposed by the FCC as part of licensee application, and to measure performance for renewal, will have separate forms for radio and television. The agency proposes rule-making to have broadcasters tally and describe the needs of the licensee-area, outline his general programming fare, and be ready to show how well he has lived up to it at renewal time.

Among other questions, applicant will be asked: How much time he will give to commercials "and other interruptions," whether he adheres to a code of good practice, how much opportunity he gives for local talent and for local expression, how many and what types of programming are planned (religious, educational, entertainment, sports, et al.). He will be asked how he plans to supervise his programming and maintain advertising standards.

The FCC says it realizes there will be need for a transition period for broadcasters to adapt to the new requirements and fill out their programming forms. Comments on the proposed forms and the necessary transition period can be filed before September 7, and replies by September 18. FCC Commissioner Rosel Hyde dissented from the program-form proposals.

## Plugola Proposals Due for Revisions

WASHINGTON — The FCC's proposed anti-plugola rules requiring disclosure when broadcasters profit from ownership of record companies and other interests has raised such sand among networks and film companies that deadline for comment has been pushed over to the end of July. The Federal Communications Commission says it will not attempt to take any action on the complex problems until after its August recess.

Principal furor about this aspect of the FCC's payola and plugola rule making stems from the agency's assumption that all commercial

free rentals to every member who introduces a new member to the library. Sam Gesser is confident that the Record Rental Plan is here to stay. He anticipates an increased membership of 5,000 to 7,000 within the next three years with a total yearly rental of 200,000 recordings. "Montreal is our testing ground," says Gesser. "Once we have ironed out the bugs we will be ready for expanding into greener fields."

# VOX JOX

Continued from page 10

at six different drive-ins were sock successes. It was a record-breaking S.R.O. crowd at each show, according to Lit. U. S. Bonds—one of the shows' many stars—was insured for \$1.5 million and made his entrance via helicopter. Lit opines that he and Miller have started something new in the personal appearance field. He plans to do more of same this summer.

**TOM CLAY LEAVES WQTE:** Apologies to Tom Clay for our story of three months ago which said he had left WQTE, Detroit. Clay, a good sport about the whole thing, writes, "You jumped the gun in your story. I didn't leave three months ago." However, he adds, he is leaving WQTE now. In a "swan song" newsletter to the trade—tagged "My Side of the Story"—Clay has some fascinating info to report about his adventures with WQTE management, records hops, promotions, etc. At any rate, the official story is that WQTE is switching to a "good music policy" and "name" deejays (Clay) don't fit into the picture. Clay is open to offers again, and free-lance record programmer Bill Gavin rumored in his newsletter last week that the jock may move into Alan Freed's vacated 1-4 p.m. time slot at KDAY, Los Angeles.

**CHANGE OF THEME:** Henry Blackstone Jr., son of the famed magician, has joined WFAA, Dallas. He formerly was a jock at KTBC, Austin, Tex. . . . Kenny Sargent, ex-Glen Gray vocalist and long-time Texas deejay, has moved to KXOL, Fort Worth. . . . George Cooper, KONO, San Antonio, is convalescing from recent surgery at the Baptist Memorial Hospital.

Dan Ingram, formerly with WIL, St. Louis, has joined WABC, New York, in the 3-6:25 p.m. time period Monday through Saturday. Fred Hall debuted "Radio WABC's Hall of Hits" on WABC, New York, Sunday (2) from 10 a.m. to 6 p.m. The program blends the hits of today and yesterday plus a flock of items of special interest to vacationers: weather, traffic conditions, golf facts, and boating forecasts.

George Lezotte, program director-deejay of WTRY, Albany, N. Y., has resigned from that post. Lezotte, who emceed the 10 a.m.-2 p.m. time period, was with WTRY for the past three and a half years. Prior to that he was with WTRY's sister station, WAVZ, New Haven, Conn., for nine years. . . . Jim McLaughlin has returned to KQV, Pittsburgh, after two years in the Army. He takes over his old time period, the all-night show. . . . Deejay Sandy Singer, WLOW, Minneapolis, is dropping his spinning duties to become a sales staffer for the outlet. His 7 p.m.-midnight time period will be taken over by Ralph Martin.

Joe Niagara, KBIG, Hollywood, has been assigned the narration and trailer work on Audrey Hepburn's new movie, "Breakfast at Tiffany's." Niagara writes, "I don't get to spin any records, but I do an awful lot of talking." . . . Jack (Old Shoe) Lawyer, WFPG, Atlantic City, will host the nightly record hops all summer at Hunt's Starlight Ballroom Dance Bandstand, Wildwood, N. J.

Dick Phillips, WEVA, Emporia, Va., has switched from an afternoon time period to an early morning slot from 5:30 to 9:30 a.m. . . . Fat Pat Patterson, WAMS, Wilmington, Del., has recorded a disk, "That'll Be the Day," for Dandy Records. The jock says his platform is "I'm helping my mother through college; or, if you don't like the record, buy it and break it." . . . "Good music and non-frantic pops at a ratio of two to one," is the new format at WITE, Brazil, Ind. The outlet is headed by General Manager Eddie Sears and deejays Lou Roney, Rog Johnson and Ray Kline.

Gene Kaye, WAAT, Trenton, N. J., will originate his daily program this week from the Grossinger Country Club, Grossinger, N. Y. . . . Sid Mark, WHAT-FM, Philadelphia, opened the annual Newport Jazz Festival June 30. Mark also handles emcee chores at Randall Island's Jazz Festival this year. . . . Don Lapp has returned to WDOE, Dunkirk, N. Y., after an absence of a year and a half. The deejay marries Carol Grabowski of Brocton, N. Y., July 15. . . . John Mooney, WBVH, Attica, N. Y., a 21-year-old jock, stages closed-circuit radio shows for V.A. patients at a Batavia, N. Y., hospital. He also emceeds local hops, which pull from 200 to 500 youngsters each week. Mooney needs wax for his various activities.

films would eventually aim for TV showing, and so must observe the anti-plugola rules in the amended Communications Act. FCC now finds that its originally proposed rules for declaration of financial interests by broadcasters and/or suppliers benefiting from mentions on the air, are in need of revision.

## Soundtrack & Score

Continued from page 1

Bob Yorke, RCA Victor division vice-president.

The original soundtrack of "Rocco and His Brothers" will be released by RCA Victor International—the second in the series which debuted with the May release of "La Dolce Vita," also an Italian soundtrack. The latter album and the single, "The Theme from 'La Dolce Vita' are on the best selling charts.

## Deejay Peter Tripp Payola Sentencing

NEW YORK — Sentencing of former WMGM disk jockey Peter Tripp, which had been scheduled for last Friday, June 30, has been postponed to Wednesday (26), in order to allow time for reconvening the same Special Sessions panel of three judges who heard his original case. Tripp was convicted of accepting commercial bribery (payola) during his WMGM career.

Meanwhile the trial of Alan Freed on similar charges, originally expected to come up in the middle of last month, has been continued until next fall. Others of an expected series of payola cases will be heard following the Freed action.

BILLBOARD MUSIC WEEK HITS OF THE WORLD



Europe

FRANCE

- 1 1 PEPITO—Los Machucambos (Decca)
2 — SURRENDER—Elvis Presley (RCA)
3 15 DANS LE COEUR DE MA BLONDE—Marcel Amont (Polydor); The String-A-Longs (London)
4 6 UNE SIMPLE CARTE POSTALE—Maria Candido (Polydor); Tino Rossi (Pathé)
5 10 BLUE MOON—The Marcels (Ricordi)
6 — AFRICAN WALTZ—Richard Anthony (Columbia); Francis Bay (Philips)
7 — NUITS D'ESPAGNE—Dalida (Barclay)
8 — TUTTI FRUTTI—Johnny Halliday (Vogue)
9 7 LE BLEU DE L'ETE—Compagnons de la Chanson (Columbia)
10 6 EXODUS—Edith Piaf (Columbia)

NORWAY

- 1 1 GREENFIELDS—Brothers Four (Philips)
2 2 HELLO MARY LOU—Ricky Nelson (California)
3 3 SURRENDER—Elvis Presley (RCA)
4 4 ARE YOU SURE?—The Allison (Fontana)
5 6 RAMONA—Blue Diamonds (Fontana)
6 5 RUNAWAY—Del Shannon (London)
7 7 BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
8 8 BLUE MOON—The Marcels (Sonet)
9 9 WOODEN HEART—Elvis Presley (RCA)
10 18 ANGELIQUE—Dario Campeotto (Sonet)

SPAIN

- 1 1 POETRY IN MOTION—Duo Dinamico (La Voz de su Amo)
2 2 MY HOME TOWN—Paul Anka (ABC-Hispavox)
3 2 LA NOVIA—Antonio Prieto (RCA)
4 4 15 ANOS TIENE MI AMOR—Duo Dinamico (La Voz de su Amo)
5 5 EXODUS—Duo Dinamico (La Voz de su Amo)
6 6 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Hispavox)
7 9 SURRENDER—Elvis Presley (RCA)
8 7 PEPE—Shirley Jones (Colpix-Disophon)
9 10 ESTANDO CONTIGO—Marisol (Montilla)
10 14 THE STORY OF MY LOVE—Paul Anka (ABC-Hispavox)

ITALY

- 1 1 LEGATA A UN GRANELLO DI SABBIA—Nico Fidenco (RCA)
2 2 NON ESISTE L'AMOR—Adriano Celentano (Jolly)
3 4 I MAGNIFICI SETTE—Al Caiola (United Artists); Felix Slatkin (London)
4 3 IL MONDO DI SUZIE WONG—Nico Fidenco (RCA)
5 5 WHERE THE BOYS ARE—Connie Francis (MGM)
6 11 CHITARRA ROMANA—Connie Francis (MGM)
7 6 PARLAMI D'AMORE MARIU'—Peppino Di Capri (Carisch)
8 7 SURRENDER—Elvis Presley (RCA)
9 10 DALLA MIA FINESTRA SUL CORTILE—Alida Cheili (RCA)
10 8 JEALOUS OF YOU—Connie Francis (MGM)
11 12 TU SAI—Pino Donaggio (Columbia)
12 9 EXODUS—Ferrante & Teicher (United Artists); Edith Piaf (Columbia)
13 14 GIOVANE AMORE—Domenico Modugno (Fonit)
14 13 THE GREEN LEAVES OF SUMMER—Nelson Riddle (Capitol); Frankie Avalon (Chancellor)
15 17 RIVIERA—Umberto Bindi (Ricordi)

AUSTRIA

- 1 1 BABY SITTIN' BOOGIE—Ralf Bendix (Columbia)

- 2 2 WHEELS—Billy Vaughn (London)
3 3 SURRENDER—Elvis Presley (RCA)
4 — DU BIST EINSAM HEUT' NACHT?—Peter Alexander (Polydor)
5 4 APACHE—The Shadows (Columbia)
6 5 SUCU SUCU—Ping-Ping (Ariola)
7 6 RAMONA (In German)—The Blue Diamonds (Philips)
8 8 ICH BIN FUR DIE LIEBE NICHT ZU JUNG—Conny (Electrola)
9 7 PIGALLE—Bill Ramsey (Polydor)
10 9 MIT SIEBZEHN—Ivo Robic (Polydor)

BRITAIN

- 1 1 RUNAWAY—Del Shannon (London)
2 3 TEMPTATION—Everly Brothers (Warner Bros.)
3 2 PASADENA—Temperance Seven (Parlophone)
4 4 A GIRL LIKE YOU—Cliff Richard (Columbia)
5 5 HELLO MARY LOU—Ricky Nelson (London)
6 8 HALF WAY TO PARADISE—Billy Fury, (Decca)
7 7 BUT I DO—Clarence Henry (Pye Int.)
8 6 SURRENDER—Elvis Presley (RCA)
9 12 WELL I ASK YOU—Eden Kane (Decca)
10 11 RUNNING SCARED—Roy Orbison (London)
11 9 FRIGHTENED CITY—Shadows (Columbia)
12 13 POP GOES THE WEASEL—Anthony Newley (Decca)
13 10 YOU'LL NEVER KNOW—Shirley Bassey (Columbia)
14 — TIME—Graig Douglas (Top Rank)
15 15 I'VE TOLD EVERY LITTLE STAR—Linda Scott (Columbia)
16 23 BREAKIN' IN A BRAND NEW BROKEN HEART—Connie Francis (MGM)
17 17 RING OF FIRE—Duane Eddy (London)
18 18 MARCHETA—Karl Denver (Decca)
19 14 HAVE A DRINK ON ME—Lonnie Donegan (Pye)
20 — NATURE BOY—Bobby Darin (London)
21 — YOU DON'T KNOW—Helen Shapiro (Columbia)
22 16 LITTLE DEVIL—Neil Sedaka (RCA)
23 19 MOODY RIVER—Pat Boone (London)
24 20 MORE THAN I CAN SAY—Bobby Vee (London)
25 26 WEEKEND—Eddie Cochran (London)
26 22 EXCLUSIVELY YOURS—Mark Wynter (Decca)
27 30 BOLL WEEVIL SONG—Brook Benton (Mercury)
28 — STAND BY ME—Ben E. King (London)
29 21 WHAT'D I SAY—Jerry Lee Lewis (London)
30 28 SHE SHE LITTLE SHEILA—Gene Vincent (Capitol)

DENMARK

- 1 3 SURRENDER—Elvis Presley (RCA)
2 1 PEPE—Jorgen Ingman (Metronome)
3 — SUCU SUCU—Katy Bodker (Polyphon)
4 4 WHEELS—Calle Martins (Odeon)
5 6 BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
6 8 ANGELIQUE—Dario Campeotto (Sonet)
7 — KOM TIL ALASKA—The Four Jacks (Odeon)
8 10 I'VE TOLD EVERY LITTLE STAR—Gitte (HMV)
9 2 BLUE MOON—The Marcels (Sonet)
10 7 THEME FOR A DREAM—Cliff Richard (Columbia)

FLEMISH BELGIUM

- 1 1 WHEELS—String-A-Longs (London)
2 2 BABY SITTIN' BOOGIE/BABY SITTIN' BOOGIE—Buzz Clifford (Philips); Ralf Bendix (Electrola)
3 4 SURRENDER—Elvis Presley (RCA)
4 3 BLUE MOON—The Marcels (Colpix)
5 6 TONIGHT, MY LOVE, TONIGHT—Paul Anka (ABC-Paramount)
6 5 PEPE—Duane Eddy (London); Caterina Valente (Decca)

- 7 — ARE YOU SURE?—The Allison (Philips)
8 — WILD IN THE COUNTRY—Elvis Presley (RCA)
9 — RUNAWAY—Del Shannon (London)
10 9 DER ROTE TANGO—Die Regenpfeifer (Philips)

HOLLAND

- 1 1 WHEELS—String-A-Longs (London)
2 2 ARE YOU SURE?—The Allison (London)
3 4 NON? JE NE REGRETTE RIEN—Edith Piaf (Columbia)
4 3 BABY SITTIN' BOOGIE—Buzz Clifford (Philips)
5 6 SURRENDER—Elvis Presley (RCA)
6 — RUNAWAY—Del Shannon (London)
7 7 AFSCHIED VAN EEN SOLDAAT—Ria Valk (Fontana)
8 8 BLUE MOON—The Marcels (Colpix)
9 — OCH, WAS IK MAAR—Johnny Hoes (Philips)
10 — HELLO MARY LOU—Ricky Nelson (Imperial)

GERMANY

- 1 1 BABY SITTIN' BOOGIE—Ralf Bendix (Columbia); Buzz Clifford (Philips)
2 2 WIE DAMALS IN PARIS (In a Little Spanish Town)—Blue Diamonds (Fontana)
3 5 SCHENER FREMDER MANN (Someone Else's Boy)—Connie Francis (MGM)
4 3 WHEELS—String-A-Longs (London); Billy Vaughn (London)
5 6 AUF WIEDERSEHN—Gus Backus (Polydor)
6 4 EIN SEEMANNSSHERZ (L'amour et la mer)—Caterina Valente (Decca)
7 10 AM SONNTAG WILL MEIN SUSSER MIT MIR SEGELN GEHN—Old Merry Tale Jazzband (Brunswick)
8 11 AHOI-OHE (Are You Sure)—Blue Diamonds (Fontana); The Allison (Fontana)
9 7 DANKE FUR DIE BLUMEN (Wedding Cake)—Siw Malmkvist (Metronome)
10 9 BLUE MELODIE—Peter Kraus (Polydor)
11 12 HUH-A-HOH (Wheels)—Trio Kolenka (Philips)
12 8 WENN DIE SEHNSUCHT NICHT WAR—Freddy (Polydor)
13 19 CORINNA, CORINNA—Peter Bein (Fontana)
14 20 I BIN A STILLER ZECHER—Gus Backus (Polydor)
15 17 UBER ALLE SIEBEN MEERE—Lolita (Polydor)
16 16 DENN SIE FAHREN HINAUS AUF DAS MEER—Peggy Brown (Telefunken)
17 13 O SO SWEET—Ted Herold (Polydor)
18 14 PARIS IST EINE REISE WERT—Peter Alexander (Polydor)
19 15 SURRENDER (Ich such "dich auf allen Wegen)—Gerd Bottecher (Decca); Elvis Presley (RCA)
20 18 DAS KANN MORGEN VORBEI SEIN—Hedi Bruhl (Philips)

Asia & Pacific

NEW ZEALAND

- 1 2 BUT I DO—Clarence (Frogman) Henry (Viking)
2 8 ON THE REBOUND—Floyd Cramer (RCA)
3 — WINGS OF A DOVE—Ferin Husky (Capitol)
4 3 FIRST TASTE OF LOVE—Ben E. King (London)
5 4 RUNAWAY—Del Shannon (London)
6 1 THEME FOR A DREAM—Cliff Richard (Columbia)
7 9 BREAKING IN A BRAND NEW BROKEN HEART—Connie Francis (MGM)
8 15 RUNNING SCARED—Toni Williams (La Gloria)
9 12 THEY'LL NEVER TAKE HER LOVE FROM ME—Johnny Horton (Coron)
10 5 YOU'RE THE LIMIT—The Delltones (Coronet)

PHILIPPINES

- 1 1 PORTRAIT OF MY LOVE—Steve Lawrence (United Artists)
2 8 MOTHER IN LAW—Ernie K-Doe (Imperial)
3 7 TEMPTATION—Everly Bros. (Warner Bros.)
4 3 SPEEDY GONZALES—David Dante (RCA Victor)
5 10 OH POO PAH DOO SHIMMY SHIMMY—Chubby Checker (Era)
6 2 LITTLE DEVIL—Neil Sedaka (RCA Victor)
7 9 DANCE ON LITTLE GIRL—Paul Anka (Dyna)

- 8 — NOTHING CAN EVER CHANGE MY LOVE FOR YOU—Neil Sedaka (RCA Victor)
9 — THE CHARANGA—Merv Griffin (Carlton)
10 — I'M GONNA KNOCK AT YOUR DOOR—Eddie Hodges (Cadence)

AUSTRALIA

- 1 2 SCOTTISH SOLDIER—Andy Stewart (Top Rank)
2 1 TRAVELIN' MAN—Ricky Nelson (London)
3 14 RUNAWAY—Del Shannon (London)
4 3 BABY FACE—Bobby Vee (London)
5 4 ASIA MINOR—Kokomo (London)
6 6 YOU'RE DRIVING ME CRAZY—Temperance Seven (Parlophone)
7 16 RUNNING SCARED—Roy Orbison (London)
8 — TEMPTATION—Everly Brothers (Warner Bros.)
9 — CUPID—Sam Cooke (RCA)
10 7 DREAM GIRL—Bryan Davies (HMV)
11 11 OLD BLACK MAGIC—Bobby Rydell (Columbia)
12 — DANCE ON LITTLE GIRL—Paul Anka (Ampar)
13 5 LITTLE DEVIL—Neil Sedaka (RCA)
14 8 WHEELS—String-A-Longs (London)
15 9 ON THE REBOUND—Floyd Cramer (RCA)

The Americas

MEXICO

- 1 1 PRESUMIDA—Los Teen Tops (Columbia)
2 4 ESCANDALO—M. A. Muniz (RCA); Javier Solis (Columbia); Juan Mendoza (Peerless)
3 7 AGUJETAS, COLOR DE ROSA—Los Hooligans (Columbia)
4 5 Y...—Javier Solis (Columbia)
5 2 ENORME DISTANCIA—J. A. Jimenez (RCA)
6 3 LA CHUNGA—Perez Prado (RCA)
7 12 LA GIOCONDA—Orquesta Aragon (RCA)
8 — SI, SI—Los Kipus (Musart)
9 9 POQUITA FE—Los tres Reyes (RCA)
10 10 HISTORIA DE MI AMOR (Story of My Love)—Cesar Costa (Orfeon)

CHILE

- 1 1 POETRY IN MOTION—Pat Henry (Odeon)
2 2 LLORANDO ME DORMI—Bobby Capo (CRC)
3 3 WILL YOU LOVE ME TOMORROW?—The Shirelles (Top Rank)
4 6 YOU'RE SIXTEEN—Pat Henry (Odeon)
5 — RUNAWAY—The Carr Twins (Odeon)
6 5 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Paramount)
7 7 THE GREEN LEAVES OF SUMMER—Frankie Avalon (Odeon)
8 2 NEVER ON SUNDAY—Don Costa (UA)
9 4 WOODEN HEART—Elvis Presley (RCA)
10 9 ONE AND TWENTY—Tommy Edwards (MGM)

ARGENTINA

- 1 1 MOLIENDO CAFE—Hugo Blanco (Polydor); Los Wawanco (Odeon)
2 2 NUNCA EN DOMINGO—Los Fernandez (Odeon); Caterina Valente (London); Don Costa (UA)
3 3 LOS CAMPOS VERDES—Los Juveniles (Odeon)
4 8 ANGELICA—Quilla Huasi (Philips); H. Guarani (Records); Los Andariegos (TK)
5 4 MAS ALLA—Betty Curtis (Odeon); L. Tajoli (Microfon)
6 5 VUELVE PRIMAVERA—Blue Caps (Columbia); Teddy Martino (Odeon); Johnny Tedesco (RCA)
7 7 NUESTRO CONCIERTO—Pino Calvi (Odeon); Jose Guardiola (Odeon); L. Tajoli (Microfon)
8 6 SALTANDO EL PALO DE LA ESCOBA—Brenda Lee (Decca)
9 9 IO SIENTO—Brenda Lee (Decca)
10 10 LA NOVIA—Antonio Prieto (RCA); Los Fernandez (Odeon)

FRANCE

Vega to Issue Garner Album

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

Following the agreement by which ABC-Paramount acquired the world distribution of Erroll Garner's new label "Octave," Vega Records will issue, before the end of the year, Garner's latest LP, "Dreamstreet"... Singer Henri Salvador has severed his ties with Barclay Records and has set up his own company, Disques Salvador, distributed by Philips. First EP issued on his label is "Classic Rocks."

Record Sales

Whereas all major record labels here admit that the 1961 record sales have dropped between 30 to 60 per cent compared to last year's sales, Artec-Odeon is claiming an increase of more than 100 per cent which it says is due to careful and judicious record issues... Ricordi claims to be getting promising sales on the new EP by the Golden Guitars and is holding back deals for release of this group's record in other countries till September.

Visitors In

Francis Wolff, vice-president of Blue Note Records, stopped over in Paris to discuss further promotion of his jazz label, which is being distributed by Artec-Odeon.

Covers

"Wheels" (Dans le coeur de ma blonde) and "African Waltz" (Ca tourne rond) are the two American songs that are on the way up. Numerous local covers and great promotion... Another U. S. song that has been selling well for the past few months is "Endlessly," which is used on the popular TV quiz show, "Le Petit Train." Janine Wolf has just recorded the French version for Odeon.

SPAIN

Peerless Mexicana Eyes Dinamico Hits

By RAUL MATAS
32 Av Jose Antonio, Madrid

Through BMW reports from Spain, Peerless Mexicana became interested in acquiring the Duo Dinamico's hits for release in that country. Ramon and Manolo, the two youngsters who are movie actors at "Boton de Ancla," are making great impact with "Poetry in Motion," "15 anos tiene mi amor," "Exodus" and "Surrender." They recorded here for "La Voz de su Amo."

Disk Tournament

Details have been set for Spain's first "National Disk Tournament" to be held in the city of Oviedo September 3 to 10. Antolin Garcia and Pepe Palu, two radio personalities here, are in charge. Prizes are a Gold Record and 50,000 pesetas (around \$800), a Silver Record and 25,000 pesetas, and many smaller prizes. Producers of Spanish records will compete before the judges and a live audience.

In Person

Conchita Bautista, who represented Spain at the Eurovision festival, is making personal appearances here and promoting her new record, "Estando Contigo"

(Continued on page 16)

**THIS ONE WILL  
MAKE HIM  
GREAT!**



**GENE  
PITNEY**

**"EVERY BREATH  
I TAKE"**

FLIP SIDE

"MR. MOON, MR. CUPID AND I"

MUSICOR RECORD NUMBER 1011



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## BRITAIN

## 'Dancing on Sunday,' New UA Album, Result of International Co-Operation

By DON WEDGE  
News Editor,  
New Musical Express

United Artists' forthcoming album, "Dancing on Sunday," is an unusual example of international co-operation. UA's Art Talmadge, anxious to follow up his label's success with "Never on Sunday," wanted more Greek music. Noel Rogers, head of Dominion Music here and UA's publisher, flew to Athens, secured a batch of copyrights and lined up the album. Michael Barclay and Philip Waddilove of Audio Enterprise, a British indie production unit, followed him out and supervised the sessions. Ten local Greek musicians including three bouzouki players took part, arranged for and conducted by Dimitri (Mimi) Plessas. Composers involved were Plessas, Manos Hadjidakis (writer of the "Never on Sunday" score), M. Theodorakis and Niki Yacouleff. Of the 16 numbers on the album, Rogers acquired publishing rights on UA's behalf for 12 of them. Most of these are for the world, but some only for English-speaking countries.

Another Rogers deal is the acquisition of U. S. and British rights to the score of the Italian film, "Rocco and His Brothers." It was penned by Nino Rotti, who

was also responsible for "La Dolce Vita." It is being published here by Cambridge Music, a Dominion affiliate.

Manos Hadjidakis' music for the film, "Dreamland of Desire,"—his first since "Never on Sunday," has been acquired by Eddie Kassner. Norman Newell has written a lyric to the theme. Called "Adios My Love—Song of Athens," it has already been recorded by several artists. Vera Lynn's version (MGM) is to be issued here next weekend.

Ardmore-Beechwood has obtained publishing rights for "La Marche des Anges," a current French hit. Territories include North America, Australasia, Scandinavia, Germany and Britain. Song is based on the theme to another movie, "Taxi to Tobruk," and was acquired by EMI executive Harry Walters while on a visit to Pathe-Marconi.

## Visitors Here

American composer-producer-publisher Norman Petty was here on holiday with his wife but had discussions with his British associate Allan Crawford. . . . Shapiro-Bernstein's Richard Volter was in for talks with Cyril Shane, head of the firm's British office. . . . Ella Fitzgerald was in to tape a show with Jo Stafford. . . . Dave

(Continued on page 35)

## NORWAY

## All's Quiet on Platter Front

By ESPEN ERIKSEN  
Verdens Gang, Akersgaten 34,  
Oslo

The Norwegian platter market was dead quiet this week, and the charts show that the four top tunes from last week held steady in their places. "Greenfields" leads the parade for the fourth week in a row, aided by two TV showings of a film featuring a rendition by the Brothers Four. . . . Television is fairly new in this country, and the number of sets has not yet reached 100,000 but nevertheless TV has considerable influence on the platter market.

## New Records

A series of top U. S. hits were issued in Norway this week, among them "Moody River" by Pat Boone, "A Quarter to Three" by U. S. Bonds and "Stand By Me" by Ben E. King, all from firm Nordisc A-S which represents Atlantic, Metronome, Top Rank and others. Same firm also issued an Atco LP, "The Bobby Darin Story" containing "Dream Lover," "Mack the Knife," "Bill Bailey" and "Lazy River."

Norwegian vocal quartet the Monn Keys, which has had a couple of LP's issued in the U. S., is still a tremendous success in neighboring Sweden with their rendition of "Sucu Sucu." This quartet has now gained international attention for their performing and musical quality.

## HOLLAND

## 'Modern Music Series' Introduced by Philips

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

The new Philips "Modern Music Series," consisting of 18 LP's in 14 albums, was introduced July 3 by L. C. Phonogram at Amsterdam's Stedelijk Museum. The series contains 41 important works composed in this century, between 1908 and 1959. The albums feature a striking design, in keeping with Philips' new enterprise.

## Disk Shorts

Dutch tango king Malando, cut a new LP with 12 all-time favorites from U. S., Germany,

## AUSTRALIA

## Leeds Music Agent for U. S. Firms

By GEORGE HILDER  
19 Todman Avenue, Sydney  
Leeds Music, Sydney, is now agent for Dominion Music Corporation and Tangerine Music Corporation, both of New York. Leeds has high hopes for Sam Cooke's latest RCA platter, "Cupid" which is deemed to have a good chance to hit the local top 40. . . . Castle Music, an offshoot of E.M.I., has just recorded "Johnny Gunslinger" and "Oh, Oh, Rosie," sung by the Sapphires, which was voted a hit on the "Juke Box Jury." And now all at the stable are waiting to see if "Johnny Gunslinger" will crash the charts. Belinda Music has begun operating a new publishing business, Aaron Schroeder Music (Australia) Pty. Ltd., which embraces three American firms: Sea-Lark Enterprises, January Music Corporation, Arch Music Company, Inc. In addition, these firms have a record company affiliation with Music Records, Inc., which is distributed by United Artists Corporation. Record Company News  
Coronet Records is rushing out

## GERMANY

## Tempo Plans Regular-Priced Label

By BRIGITTE KEEB  
Music Editor, Automaten Markt

Tempo Records, after 30 years of selling records at lower prices in warehouses, now intends to launch a new label at normal German prices of DM 4 (\$1) starting this autumn. The firm is currently seeking new artists in addition to its current roster.

## Electrola Exodus

Following the resignation of Hans Bertram, one of the most successful producers of Electrola, to join Polydor, as reported here earlier, Nils Nobach, the firm's other top producer, will leave to work for Ariola. He has already signed to establish a Western production group for the firm in Cologne, starting September 1. The departure of the two key executives is the result of internal controversy over production policy. Several artists' contracts have not been renewed, so more changes can be expected in this area, too, such as the leaving of Fred Bertelmann to join Polydor.

## Pubber Row

Dr. Karl Heinz Busse, Munich publisher, currently is very active on "Bilbao Song," hot here again since its upward move on the U. S. charts. There are already three versions available here: Andy Williams on Heliodor, German version of Ev Schenberg on Philips, and instrumental version by the Kurt Henkels Big Band on Ariola. Polydor is to issue a fourth recording by Leroy Holmes on MGM. . . . Paul Siegel is currently working on placing a promising recording on Dot, for release in Germany, as well as the U. S. Randy Wood and Jim Bailey authorized him to acquire German songs for Dot, and Siegel has sent in over 30 different tape recordings of the Italian song, "Autumn Concerto," that was a hit in 1956 with lyrics by Al Stillman, sung both by Della Reese and Kay Starr. Recently, Vera Lynn recorded it on an MGM LP and there are a flock of new instrumental LP recordings such as by Conway Twitty on MGM and Fred Hartley on London.

France, Italy, South America and Holland, which has just been released by L. C. Phonogram. . . . Columbia has released an interesting single by the Kroo Brothers, two Dutch boys who emigrated to Australia ("Love is a Funny Thing" and "Strange Kind of Feeling").

By JIMMY JUNGERMANN  
102, Ismaninger Str., Munich

Deutsche Grammophon has made a deal with an Arabian label, Duniaphon, to exchange records. DG will import Arabian pops and folk music. The colorful covers will be printed in Arabian and French.

## Travelers

Gunter Igner, newly appointed producer boss for Electrola, visited Munich. His partner is Heinz Gietz. . . . Greek singer Ines Taddio guest stars in Vienna. . . . The Kessler Twins, Lil Babs and Bill Ramsey, arrived in Munich to guest star in Michael Pflieger's TV show, "Zu Jung Um Blond Zu Sein." . . . American-German music publisher Paul Seigel is Munich bound.

## Jorgen the Great

Swedish guitarist Jorgen Ingmann, with "Apache" and "Rumba Anna," is now one of the top stars in Germany. He recently guested in a German TV spectacular, and Metronome is now issuing an LP with Ingmann featuring numbers like "High Noon," "Pepe," "Pinetop's Boogie Woogie," "Siamese Children March," "Cherokee," "Oh!" "Twilight Time," "Bonanza," "Amor-dada."

## U. S. Composer Goes East

West Virginian Billy Moore of "Skyliner" fame is in East Germany now. He wants to stay there, "because I found freedom here." The radio dance orks of Radio (East) Berlin and Leipzig taped compositions and arrangements by Moore, and ordered more. At a press conference, the U. S. musician said, "I am happy to serve with my knowledge and my ideas for this country (that is East Germany)."

## BELGIUM

## Teens Group Cuts Tunes for Philips

By JAN TORFS  
Editor, Juke Box, Mechelen

A promising group, the Teens, has recorded two songs, "Tomahawk" and "Maharajah," which Philips has released here. The songs belong to Philips' publishing firm in Brussels, Primavera, and both have been getting increasing attention in important countries on the Continent, with some American publisher interest being shown now as well.

RCA's new Elvis Presley album, "Something for Everybody," should be among the best sellers from next month on and should outsell the last Presley album, "His Hand in Mine."

Paul Anka, too, made it again. His "Dance on Little Girl" hit the charts after three weeks in release (Continued on page 34)

## PUERTO RICO

## Bobby Capo Signs Marvela Contract

By TONY CONTRERAS  
25 Gertrudis St., Santurce

Bobby Capo, veteran pop singer formerly with Seeco and RCA, has signed with Marvela, leading Puerto Rican label. His recent hit, "Llorando Me Dormi," holds a very high place among local best sellers. Marvela label has about 72 albums in its exclusive Latin catalog. Capo's first album for the label will have early release.

Felix Rodriguez has set a deal for his Puerto Rico Records to (Continued on page 34)

## NEW ZEALAND

## Toni Williams in W&amp;G Release

By FREDDIE GEBBIE  
P.O. Box 2443, Auckland

Local boy Toni Williams' hit record, "Look Over the Hill," will be released in Australia by W&G Records next week. Toni records locally for La Gloria. . . . Philip Warren will go to Australia with Maori entertainer—recording artist Kahu Pineaha to fulfill contractual obligations and then send him on to the U. S. Kahu has an LP out on Top Rank here. . . . Miller Associates is negotiating for a tour by Roulette recording artist Jimmie Rodgers. This will help launch the label under the new distribution of M.A.

## Single News

HMV's top single release this week is the BMW topper, "Travelling Man" by Ricky Nelson; they have covered this with a local effort by Des Gibson. Jack Scott's first Capitol release here is "A Little Feeling." . . . Ferlin Husky has a hot seller in "Wings of a Dove."

## Spanish Newsnotes

• Continued from page 14

(Being With You), just released by Toreador-Iberofon. . . . Pipo Rivas of Venezuela will participate this year at the Benidorm Festival. Also Jose Francis of Paris, who was launched by Josephine Baker. . . . Discophon was alert. Half a dozen new titles recorded by Mina were out days before her engagement in Madrid. Mina scored a great debut here. Sacha Distel took her place at a nitery and Philips launches "La Novia," the song Distel learned while in South America only a few weeks ago. . . . More than 15 different versions of "Exodus" are trying to win the popular vote.

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## MEXICO

## Peerless Sets Foreign Disks

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

"The Best of Everything" by Zacharias (Polydor) and "Italia Mia" by Mantovani (London) are the first foreign LP's which Peerless Records is going to press as a consequence of the new import duties set by the government. . . . Pat Boone's current hit, "Moody River" (Dot), just out and his LP by the same title being rushed by RCA Victor for immediate release. . . . The same company already pressing five LP's of Mercury's Perfect Presence Sound series as well as "The Music of Peter Gunn." The TV series of that title, dubbed in Spanish, is a great favorite here.

Sidney Frey, president of Audio Fidelity, arrived here July 3, investigating pressing facilities for his label. . . . Michael Hazzard, president of RCA Victor Mexicana, left the same day for New York on company business. . . . Brothers David and Jesus Zalzar, stars of the Peerless Records roster, are negotiating a long trip through Israel; they will be accompanied by a mariachi group.





# SOUND SALES OPPORTUNITIES FOR **BILLBOARD MUSIC WEEK** PHONO-RECORD DEALERS

*Detailed and Documented in the*

## 1961 DEALER (NAMM) CONVENTION ISSUE

A potent package—designed to serve the greatest number of dealers with an up-to-date round-up of profit opportunities in phonographs . . . tape . . . radios . . . accessories

### DEALERS:

The Dealer (NAMM) Convention issue has the answers to some of your most perplexing problems:

- What new and successful selling techniques am I missing?
- What new profit opportunities are currently open to record-selling dealers?
- What should I know about the phono sales trends in the months to come?
- What do dealers and suppliers think of the FCC decision on Multiplex stereo-recording? How will it affect tape equipment sales for the phono-record dealer?
- What is the dealers' role in the coming radio sales picture?
- How can I build accessories sales and profits?
- What phonographs sold best through record-selling stores? What tape recorders? Accessories?
- How do my sales compare with the averages of other dealers?

### MANUFACTURERS:

Plan now for your BIG Dealer Convention (NAMM) sales campaign . . . Billboard Music Week dealers want to know about your products . . . your sales plans . . . your strong promotion program. That's why they're sure to give your important advertisement top-level attention and long-term readership in the Dealer Convention Number dated July 17.

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DEALERS, DJ's, JUKE BOX OPERATORS, RACK OPERATORS, ONE STOPS!

# WIN CAPITOL'S SINGLES SWEEPSTAKES CONTESTS

## UP TO \$10,000 IN CASH & PRIZES

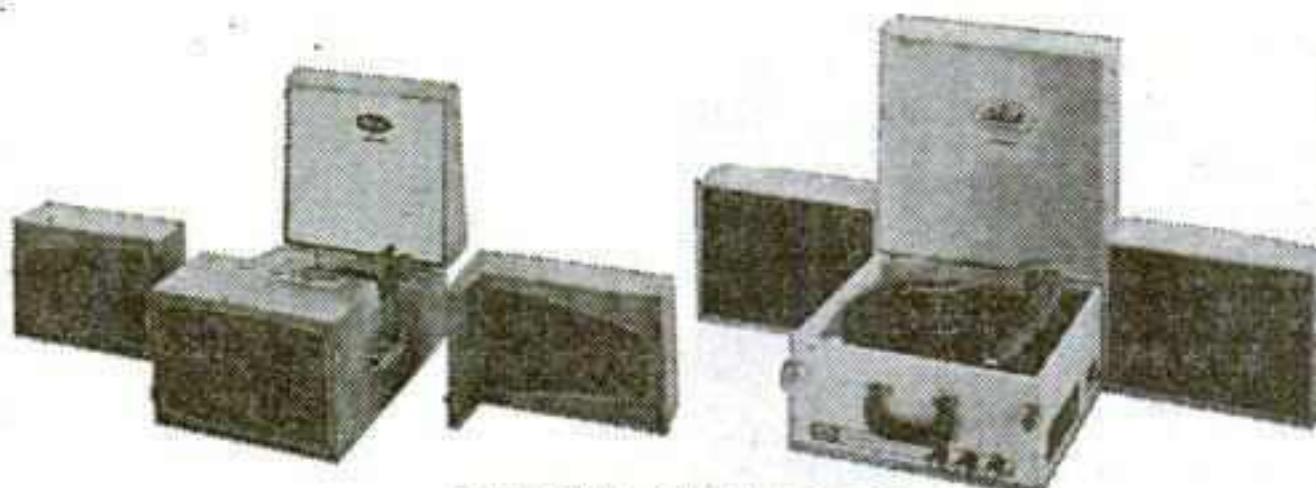
EIGHT CONTESTS! A NEW CONTEST EVERY OTHER WEEK!

It's a cinch to win. Here's all you have to do. Just check the list of ten hot Capitol single records listed below. Then rank them in the order you think they'll sell next week. Check them off, guess at the sales figures for your number one choice only and send in

the entry. Simple as that. You can enter every contest. Should you win one week, you're still eligible to enter another contest 2 weeks later. Here are the prizes, official rules, entry blank, and hints. The rest is up to you . . . and you can win \$500 in each contest!



**FIRST PRIZE \$500 in cash!**  
One winner every contest!



2ND AND 3RD PRIZES

Second Prize is the fabulous Capitol Tri-Fi Automatic Stereo Phonograph! Model 132! Capitol's finest portable. Biggest sound you've heard in a stereo portable. Third Prize is Capitol's Stereo Portable Model 126, with detachable speakers.



4TH THROUGH 10TH PRIZES

Sets of ten Capitol albums, featuring Nat "King" Cole, Peggy Lee, Frank Sinatra, The Kingston Trio, and many other top Capitol recording stars.

### HELPFUL HINTS

#### ON THE NATIONAL CHARTS

HELLO WALLS, Faron Young—Still the No. 1 C & W hit in the nation, and holding steady on the national pop charts.

HILLBILLY HEAVEN, Tex Ritter—No. 86 on Billboard's "Hot 100," and No. 9 on their C & W chart; On the Cash Box pop chart as No. 99 and C & W as No. 22.

I'LL NEVER BE FREE, Kay Starr—No. 94 in Billboard, and No. 100 in Cash Box. Looks like a smash follow-up to 'FOOLIN' AROUND.'

RIGHT OR WRONG, Wanda Jackson—Listed in Cash Box as No. 76, and No. 25 on the Music Reporter "Upcoming" chart.

TAKE A FOOL'S ADVICE, Nat King Cole—No. 88 on the Billboard "Hot 100," No. 90 on the Cash Box "Top 100," and No. 40 on the Cash Box R & B chart.

#### PICKED TO BE HITS

BONE SHAKER JOE, The Edsels—Billboard "Spotlight Winner" and Cash Box "Pick of the Week," week of June 26th.

I'M GONNA MAKE IT HAPPEN, Janie Black—Billboard "Spotlight Winner" and Cash Box "Best Bet" last week.

JUNK YARD, Mike Roncone—Billboard "Spotlight Winner," week of June 26th.

#### REGIONAL BREAKOUTS

TAKE A FOOL'S ADVICE, Nat King Cole—Listed in Billboard's "Top Market Breakouts" section in the Baltimore-Washington area.

THE WAY YOU LOOK TONIGHT, The Lettermen—Breaking wide open on the West Coast, and starting to move in Chicago and Cleveland.



INTRODUCING

## THE LETTERMEN

THE WAY YOU LOOK TONIGHT  
c/w THAT'S MY DESIRE

Record No. 4586—A great new group makes their debut on Capitol. Watch for their name on the charts . . . regularly!



### ENTRY BLANK

FOR SALES JULY 14-JULY 20

Check the list of ten hot Capitol singles releases listed below. In the boxes at the left, rank them in the order you think they'll sell next week. For your number one choice only, guess at the sales figure in the space at the right of the listing. Send the entry blank to Capitol Singles Sweepstakes Contest, Box 73, Hollywood 51, California.

- I'M GONNA MAKE IT HAPPEN  
Janie Black—4592
- TAKE A FOOL'S ADVICE  
Nat King Cole—4582
- BONE SHAKER JOE  
The Edsels—4588
- RIGHT OR WRONG  
Wanda Jackson—4553
- THE WAY YOU LOOK TONIGHT  
The Lettermen—4586
- HERE IN MY HEART  
Al Martino—4593
- HILLBILLY HEAVEN  
Tex Ritter—4567
- JUNK YARD  
Mike Roncone—4594
- I'LL NEVER BE FREE  
Kay Starr—4583
- HELLO WALLS  
Faron Young—4533

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY/STATE \_\_\_\_\_

AFFILIATION \_\_\_\_\_



**OFFICIAL  
CAPITOL  
SINGLES  
SWEEPSTAKES  
CONTEST  
RULES**

1 Listed are ten Capitol single records currently on release. Based on your knowledge of industry trends, guess the correct consecutive order of these ten Capitol singles from No. 1 on down, according to their national popularity as determined by gross Capitol branch sales to all outlets during the period July 14 through July 20, 1961.

2 After estimating the consecutive order of anticipated sales rank of these ten singles for the time period mentioned above, you are then to guess the total number of records that you feel your No. 1 choice will sell through Capitol branches to all outlets during that same period, and enter this figure in the space provided. In the event two contestants have listed the same number of records in their proper consecutive order, the contestant whose figure is closest to the actual sales figure for the No. 1 best-selling single during the period stated above, will be declared the winner; and if two such contestants guess the same closest sales figure, duplicate prizes will be awarded.

3 Entries must be submitted on the official entry blank in this ad. Mail all entries to: Capitol Singles Sweepstakes Contest, Box 73, Hollywood 51, California. Entries must be post-marked on or before July 16, 1961, and received on or before July 21, 1961. Winners for this week's contest will be announced in Billboard and Cash Box on or about August 7, 1961.

4 Judging of entries will be supervised by the nationally famous contest division of the Reuben H. Donnelley Corp., with sales statistics certified by the auditing firm of Haskins & Sells.

5 This contest is open to all categories of record dealers and their employees, radio station personnel, and members of allied industries, except persons residing in areas where such contests are prohibited, taxed, or otherwise regulated by law, and except employees of Capitol Records, Inc., its subsidiaries, distributors, advertising agencies, and Reuben H. Donnelley Corp., or their families.

6 By submitting your entry in this contest, you agree that no claim of any kind, either in connection with the outcome of this contest or otherwise, will be made by you or on your behalf against Capitol Records, Inc., or any of its subsidiaries or advertising agencies. Any submitted entry not complying with each or all of the above rules will be considered ineligible. Judges' decision will be final. No entry can be returned.



CAPITOL RECORDS, INC.

**SONG PLUGGER  
WELL EQUIPPED**

HOLLYWOOD—In keeping pace with the times, West Coast disk promoter Irwin Zucker has turned portable and transistorized to make certain that no disk jockey will escape the platters he is pushing. He now enters the field armed with a pocket-sized, battery-operated phono, and is able to corner jockeys on the street, in cafes and other hide-aways to audition his wares.

**AGAC Appoints  
New Legal Firm**

NEW YORK—The law firm of Greenbaum, Wolff & Ernst has been appointed attorney for the American Guild of Authors & Composers.

Recently, John Schulman, who with the late Arthur Garfield Hays had served as legal counsel since the organization's inception as the Songwriters Protective Association, tendered his resignation.

**Old Leadbelly Waxing  
Kicks Up New Action  
For Howie Richmond**

NEW YORK — Howie Richmond is experiencing much disk action on a new version of an old Leadbelly tune, "Have a Little Drink on Me." It is in Howie's Folkways Music firm.

The song was first written by Huddie Leadbetter and Alan Lomax and called, "Take a Whiff on Me." The lyric of the original, however, was found not suitable to broadcasting. With the permission of Leadbetter's widow, Martha, and Lomax, Lonnie Donnegan wrote a new version of the tune which when recorded by Eden Kane in England moved quickly to the uppermost segment of the British charts.

Four versions of the tune are available in the States now, one by Donnegan on Atlantic, Billy Grammer on Decca, Bill Carlisle on Columbia, and Patty Todd on Todd.

**Bourne Music Names  
Zerga Exec. Assistant**

NEW YORK — Joe Zerga has been named executive assistant to Bonnie Bourne, head of Bourne Music. Zerga, who has been with Capitol Records for the past 15 years, and for the last five has been head of the music publishing wing of the diskery, was last with EMI, the parent company of Capitol, setting up their publishing firms. In 1960 he was named general manager of EMI's international music firms.

**Big Step in Sound**

Continued from page 3

\$30,000. "This is the 'Persuasive Percussion' of 1961," says Light, "and we are expecting big things of this LP."

Light believes that the record industry must constantly offer new and better sounds to the consumer. He is not stopping recording on tape, but he feels that 35 mm. film offers new sound opportunities to the enterprising a&r man. He thinks that stereo records can be made to sound "10 times better" than monaural, and he has proved some of this with the sales of Command Records which sell twice as good in stereo as in monaural. Light also noted that Command and Grand Award sales for the first five months of 1961 are up 10 per cent over 1960, which was a strong year for the combined line.

**THE NATION'S TOP TUNES  
HONOR ROLL OF HITS**

TRADE MARK REG.

FOR WEEK ENDING JULY 16

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	2	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Steven (BMI)	6
2	3	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)	6
3	1	QUARTER TO THREE	By Barge-Guida-Anderson-Rayster—Published by Pepe (BMI)	6
4	6	EVERY BEAT OF MY HEART	By Johnny Otis—Published by Valjo (BMI)	6
5	5	WRITING ON THE WALL	By Barkan-Baron-Eddy—Published by Winneton-Glenville (BMI)	6
6	10	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)	15
7	4	MOODY RIVER	By Gary Bruce—Published by Keva (BMI)	7
8	7	RAINDROPS	By Dee Clark—Published by Conrad (BMI)	7
9	9	YELLOW BIRD	By Luboff-Keith—Published by Frank (ASCAP)	5
10	13	SAN ANTONIO ROSE	By Bob Wills—Published by Bourne (ASCAP)	3
11	8	TRAVELIN' MAN	By Jerry Fuller—Published by Golden West Melodies (BMI)	10
12	11	THOSE OLDIES BUT GOODIES	By Paul Polito-Nick Curinga—Published by Maravilla (BMI)	5
13	17	HATS OFF TO LARRY	By Del Shannon—Published by Vicki-McLaughlin (BMI)	3
14	16	DANCE ON LITTLE GIRL	By Paul Anka—Published by Spanka (BMI)	5
15	12	STAND BY ME	By King-Glick—Published by Progressive-Trio (BMI)	7
16	15	HELLO MARY LOU	By Gene Pitney—Published by January (BMI)	9
17	26	I LIKE IT LIKE THAT	By Chris Kenner—Published by Tune-Kel (BMI)	2
18	18	HEART AND SOUL	By Carmichael-Loesser—Published by Famous (ASCAP)	4
19	27	DUM DUM	By Sharon Sheeley-Jackie DeShannon—Published by Metric (BMI)	2
20	14	RUNNING SCARED	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	10
21	22	PLEASE STAY	By Bert Bacharach-Bob Hilliard—Published by 11th Floor-Quartet-Walden (ASCAP)	2
22	20	EXODUS	By Gold—Published by Chappell (ASCAP)	32
23	21	TELL ME WHY	By Marshall Hefland-Don Carter—Published by Lion (BMI)	3
24	28	TOGETHER	By De Sylva, Brown & Henderson—Published by De Sylva, Brown & Henderson (ASCAP)	2
25	30	I'M COMIN' ON BACK TO YOU	By Al Kasha-Horace Ott—Published by Pearl (BMI)	2
26	24	IT KEEPS RAININ'	By Domino-Bartholomew-Guidry—Published by Travis (BMI)	2
27	29	OLE BUTTERMILK SKY	By Hoagy Carmichael—Published by Burke-Van Heusen (ASCAP)	2
28	—	SACRED	By A. Ross-W. Landau—Published by Bamboo-Daywin (BMI)	1
29	—	TONIGHT (COULD BE THE NIGHT)	By Virgil Johnson—Published by Combine (BMI)	1
30	—	CUPID	By Sam Cooke—Published by Kags (BMI)	1

**RECORDINGS AVAILABLE**

(Best Selling Record Listed in Bold Face)

1. TOSSIN' AND TURNIN'—Bobby Lewis, Beltone 1002.
2. BOLL WEEVIL SONG — Brook Benton, Mercury 71820.
3. QUARTER TO THREE — U. S. Bonds, Le Grand 1008.
4. EVERY BEAT OF MY HEART—Gladys Knight, Fury 1050; Mid-nighters, Deluxe 6190; Pips, Vee Jay 386.
5. WRITING ON THE WALL—Adam Wade, Coed 550.
6. NEVER ON SUNDAY — Lalo Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United Artists 304.
7. MOODY RIVER—Pat Boone, Dot 16209; Chase Webster, Southern Sound 101.
8. RAINDROPS—Dee Clark, Vee Jay 383.
9. YELLOW BIRD—Bards, Cuca 1038; Gary Crosby, MGM 13017; Arthur Lyman Group, HI FI 5024; Mills Brothers, Dot 16234; Lawrence Welk, Dot 16222; Roger Williams, Kapp 408.
10. SAN ANTONIO ROSE — Floyd Cramer, RCA Victor 7893; Frantics, Dolton 33.
11. TRAVELIN' MAN — Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.
12. THOSE OLDIES BUT GOODIES—Little Caesar and the Romans, Del FI 4158; Nino and the Ebb Tides, Madison 162.
13. HATS OFF TO LARRY — Del Shannon, Big Top 3075.
14. DANCE ON LITTLE GIRL—Paul Anka, ABC-Paramount 10220.
15. STAND BY ME — Ben E. King, Atco 6194.
16. HELLO MARY LOU — Ricky Nelson, Imperial 5741.
17. I LIKE IT LIKE THAT — Chris Kenner, Instant 3229.
18. HEART AND SOUL — Cletones, Gee 1064; Jan and Dean, Challenge 9111.
19. DUM DUM — Brenda Lee, Decca 31272.
20. RUNNING SCARED — Roy Orbison, Monument 438.
21. PLEASE STAY—Drifters, Atlantic 2105.
22. EXODUS—Pat Boone, Dot 16176; Ferrante and Teicher, United Artists 274; Eddie Harris, Vee Jay 378; Legends, Columbia 41949; Mantovani, London 1935; Medallion Strings, Medallion 602; Edith Piaf, Capitol 4564.
23. TELL ME WHY—Beltones, Sabrina 500.
24. TOGETHER — Connie Francis, MGM 13019; Steve Gibson, ABC-Paramount, 10105; Guy Lombardo, Decca 27560.
25. I'M COMIN' ON BACK TO YOU —Jackie Wilson, Brunswick 55216.
26. IT KEEPS RAININ'—Fats Domino, Imperial 5753.
27. OLE BUTTERMILK SKY — Bill Black's Combo, HI 2036.
28. SACRED—Castells, Era 3048.
29. TONIGHT (COULD BE THE NIGHT) — Velvets, Monument 441.
30. CUPID—Sam Cooke, RCA Victor 7883.

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# 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
<b>Male Vocalists</b>	
ALL THE WAY (Cap)	(9) 13
ANKA AT THE COPA (ABC)	81
PAUL ANKA SINGS HIS BIG 15 (ABC)	42
CHET ATKINS' WORKSHOP (RCA)	113
BELAFONTE AT CARNEGIE HALL (RCA)	(27) 37
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)	56
BROOK BENTON GOLDEN HITS (Mer)	89
BOBBY'S BIGGEST HITS (Cameo)	102
CALYPSO (RCA)	134
COME DANCE WITH ME (Cap)	131
BOBBY DARIN STORY (Atco)	32
DEDICATED TO YOU (ABC)	54
GENIUS HITS THE ROAD (ABC)	118
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	9
HEAVENLY (Col)	138
BUDDY HOLLY STORY (Cor)	100
JOHNNY HORTON'S GREATEST HITS (Col)	48
HYMNS (Cap)	59
I'LL BUY YOU A STAR (Col)	41
IT'S PONY TIME (Park)	116
JOHNNY'S GREATEST HITS (Col)	30
JOHNNY'S MOODS (Col)	(47) 140
MOST POPULAR GUITAR (RCA)	150
NEARER THE CROSS (Cap)	142
NICE 'N' EASY (Cap)	(41) 64
NO ONE CARES (Cap)	125
RICK IS 21 (Imp)	(50) 21
RING-A-DING DING (Rep)	(11) 11
SINATRA'S SWINGIN' SESSION (Cap)	(34) 46
SOMETHING FOR EVERYBODY (RCA)	139
TOUCH OF YOUR LIPS (Cap)	122
TWIST (Park)	128
WARM (Col)	74

### Female Vocalists

CONNIE FRANCIS AT THE COPA (MGM)	82
EMOTIONS (Dec)	35
ITALIAN FAVORITES (MGM)	83
LATIN A LA LEE (Cap)	117
BRENDA LEE (Dec)	69
MACK THE KNIFE (Ver)	71
MORE GREATEST HITS (MGM)	146
ROARIN' 20's (WB)	50
THIS IS BRENDA (Dec)	144

### Duos and Groups

ANOTHER SMASH (Dol)	94
BEST MUSIC ON/OFF CAMPUS (Col)	96
ENCORE OF GOLDEN HITS (Mer)	29
FROM THE HUNGRY 1 (Cap)	97
GOIN' PLACES (Cap)	(43) 53
HAWAII (CA)	104
HERE WE GO AGAIN (Cap)	80
KINGSTON TRIO (Cap)	34
KINGSTON TRIO AT LARGE (Cap)	111
MAKE WAY (Cap)	(15) 72
SOLD OUT (Cap)	72
SOLID AND RAUNCHY (Hi)	141
STRING ALONG (Cap)	(40) 92
TONIGHT IN PERSON (RCA)	(39) 16

### Choruses

FIRESIDE SING ALONG WITH MITCH (Col)	77
FOLK SONG SING ALONG WITH MITCH (Col)	126
HAPPY TIMES SING ALONG WITH MITCH (Col)	(19) 27
MEMORIES SING ALONG WITH MITCH (Col)	38
MITCH'S GREATEST HITS (Col)	76
MORE SING ALONG WITH MITCH (Col)	51
PARTY SING ALONG WITH MITCH (Col)	(16) 86
SATURDAY NIGHT SING ALONG WITH MITCH (Col)	65
SENTIMENTAL SING ALONG WITH MITCH (Col)	99
SING ALONG WITH MITCH (Col)	(21) 17
STILL MORE SING ALONG WITH MITCH (Col)	45
TV SING ALONG WITH MITCH (Col)	(12) 10

### Mixed Voices

OLDIES BUT GOODIES (OS)	70
72 PLUS 3 EQUALS 15 HITS (End)	115

### CLASSICAL & SEMI-CLASSICAL LP's

BEETHOVEN: WELLINGTON VICTORY (Mer)	(31) 145
THE LORD'S PRAYER (Col)	93
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 (RCA)	112

### INSTRUMENTAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
<b>Mood and Dance</b>	
BEST OF THE POPULAR PIANO CONCERTOS (WB)	(29) 43
BLUE HAWAII (Dot)	(33) 68
CALCUTTA (Dot)	(4) 8
ITALIA MIA (Lon)	(14) 33
MEMORIES ARE MADE OF THIS (Col)	40
MR. LUCKY GOES LATIN (RCA)	(30) 66
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)	(20) 24
PIANO FORTE (RCA)	149
SAIL ALONG SILVERY MOON (Dol)	124
SAY IT WITH MUSIC (Col)	(42) 72
SONGS TO REMEMBER (Lon)	91
SOUL OF SPAIN, VOL. 1 (Som)	121
STARS FOR A SUMMER NIGHT (Col)	(3) 4
TELESTATION (Kapp)	60
TILL (Kapp)	129
WONDERLAND BY NIGHT (Dec)	(17) 28
<b>Jazz</b>	
DREAMSTREET (ABC)	123
EXODUS TO JAZZ (VJ)	(48) 25
PETE FOUNTAIN'S NEW ORLEANS (Cor)	143
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)	135
TIME OUT (Col)	136
<b>Teen Beat</b>	
ENCORE (CA)	137
WALK, DON'T RUN (Dol)	88
<b>Percussion and Sound</b>	
BONGOS (Com)	(36)
PERSUASIVE PERCUSSION, VOL. 1 (Com)	(35)
PERSUASIVE PERCUSSION, VOL. 2 (Com)	(28) 106
PERSUASIVE PERCUSSION, VOL. 3 (Com)	(10) 147
PROVOCATIVE PERCUSSION, VOL. 1 (Com)	(13)
PROVOCATIVE PERCUSSION, VOL. 2 (Com)	(44)

### SHOW MUSIC

<b>Original Cast</b>	
BYE BYE BIRDIE (Col)	55
CAMELOT (Col)	(2) 1
CARNIVAL (MGM)	(7) 2
DO RE MI (RCA)	(25) 63
FIORILLO (Cap)	130
FLOWER DRUM SONG (Col)	105
GYPSY (Col)	98
HAPPIEST GIRL IN THE WORLD (Col)	123
IRMA LA DOUCE (Col)	119
MUSIC MAN (Cap)	(45) 110
MY FAIR LADY (Col)	(18) 36
THE SOUND OF MUSIC (Col)	(5) 12
SOUTH PACIFIC (Col)	(49) 84
TENDERLOIN (Cap)	49
UNSINKABLE MOLLY BROWN (Cap)	(46) 44
WEST SIDE STORY (Col)	(37) 52
WILDCAT (RCA)	(24) 19
<b>Sound Track</b>	
THE ALAMO (Col)	58
BEN-HUR (MGM)	(32) 85
CAN CAN (Cap)	107
EXODUS (RCA)	(1) 3
G. I. BLUES (RCA)	(26) 7
GIGI (MGM)	120
GONE WITH THE WIND (Com)	109
KING AND I (Cap)	90
NEVER ON SUNDAY (UA)	(22) 5
OKLAHOMA! (Cap)	(38) 87
FORGY AND BESS (Col)	103
SOUTH PACIFIC (RCA)	(23) 39
STUDENT PRINCE (RCA)	47
<b>Music From Musical Films and TV</b>	
CAMELOT (Col)	108
FILM ENCORES (Lon)	62
GONE WITH THE WIND	78
GREAT MOTION PICTURE THEMES (UA)	(6) 6
MR. LUCKY (RCA)	114
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	(8) 20
PETER GUNN (RCA)	79

### COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)	57
BUTTON-DOWN MIND OF BOB NEUWHART (WB)	18
BUTTON-DOWN MIND STRIKES BACK (WB)	31
STAN FREBERG PRESENTS THE U. S. A. (Cap)	75
HERE'S JONATHAN (Ver)	22
INSIDE SHELLEY BERMAN (Ver)	67
KICK THY OWN SELF (RCA)	127
KNOCKERS UP (Jub)	15
LAUGHING ROOM (Stereo)	95
MOMS MABLEY AT THE U. N. (Chs)	23
MOMS MABLEY ON STAGE (Chs)	148
REJOICE DEAR HEARTS (RCA)	133
SINSAIONAL (Jub)	26
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereo)	101
IN LIVING BLACK & WHITE (Colpix)	61

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

The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

### Pop

#### APACHE



Sam Butera and the Witnesses. Dot DLP 25381 (Stereo & Monaural)—These rousing instrumental performances by Sam Butera and the Witnesses really jump. Butera's tenor sax blowing lends a distinctive note, while the insistent rhythm behind him makes this album fine for dancing as well as listening. Milt Rogers is responsible for the arrangements that put a new gloss on "I'm An Old Cowhand," "Spanish Harlem," "My Foolish Heart," "Dixie," "Josephine" and "Polka Dot Bikini." A standout disk that should cut across all age lines.

#### TENNESSEE ERNIE FORD SINGS CIVIL WAR SONGS OF THE NORTH



Capitol 1539 (Stereo & Monaural)—A production full of art and class. In this first of two sets on the Civil War Ford masterfully projects the feelings and emotions implicit in these great songs, and he is tastefully assisted by a male vocal group, banjo, guitar and rhythm. The songs include "Virginia's Bloody Soil," "The Fall of Charleston," and "The Faded Coat of Blue." A standout set, particularly at this time of the Civil War Centennial.

#### TENNESSEE ERNIE FORD SINGS CIVIL WAR SONGS OF THE SOUTH



Capitol St-1540 (Stereo & Monaural)—This is a companion LP to Ernie Ford's "Civil War Songs of the North," and it should win wide favor, especial south of the Mason-Dixon line. There is humor as well as sentiment in the collection, which features selections like "Goober Peas," "I Can Whip the Scoundrel," "Lorena" and "The Rebel Soldier," besides standards such as "Dixie." Excellent arrangements by Jack Fascinato back up Ernie. Should be a major display item in the South during this centennial year of the Civil War.

### VIVE LA FRANCE



The Roger Wagner Chorale. Capitol SP 8554 (Stereo & Monaural)—A very attractive release in which some of the best loved French songs, most of them traditional, are given full-voiced choral treatment with fine orchestral accompaniment. Altho not billed as a sing-along disk, provision of the lyrics in a handsome booklet is sure to encourage many to join in with the inviting renditions of such memorable tunes as "Vive l'Amour," "Alouette," "Au Claire de la Lune," "Frere Jacques," and even "La Marseillaise." Francophiles will dig this all the way.

### Low Priced Pop

#### SLEEPYTIME AND WIDEAWAKE SONGS



The Norman Luboff Choir. Columbia HL 9530—The Luboff Choir is in rich, melodic vocal form on this package of contrasting mood selections. Tunes—all of them prime jockey wax—include "Brahms' Lullaby," "Cradle Song," "The Ballad of Boll Weevil" and "Whoopie Ti Yi Yo." Appealing child photo gives cover solid display value.

### Jazz

#### CON ALMA



Ray Bryant Trio. Columbia CS 8433 (Stereo & Monaural)—Ray Bryant has a potent waxing here, his first jazz album for the label. He shows off some very bright and imaginative piano work on a group of jazz standards, aided by bassist Bill Lee and Mickey Roker on drums. Bryant plays his selections with taste, feeling and warmth and it makes for fine listening. Strongest tracks are "Con Alma," "Milestones," "Round Midnight" and "Ill Wind."

#### DJANGOLOGY



Django Reinhardt and the Quintet of the Hot Club of France. Victor LPM-2319—This LP, culled from the RCA Victor archives, is composed of the fine performances that should have strong appeal to jazz connoisseurs. The disks were recorded between 1937 and 1941. The performances of the late guitarist Reinhardt are magnificent and ageless. Stephane Grappelly, the violinist with the Quintet, is also caught in characteristic performances. The two men and the other members of the group are heard at their best on such tunes as "Beyond the Sea," "Honey-suckle Rose," the title song and "After You've Gone."

(Continued on page 32)

# ELVIS

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(ESPECIALLY DEALERS)

LSP-2370



**LIVING STEREO**

RCA VICTOR 

A "New Orthophonic" High Fidelity Recording

1. There's Always Me ★
2. Give Me the Right
3. It's a Sin
4. Sentimental Me ★ ★
5. Starting Today
6. Gently ★
7. I'm Comin' Home
8. In Your Arms
9. Put the Blame on Me ★
10. Judy
11. I Want You with Me ★
12. I Slipped, I Stumbled, I Fell

From the Jerry Wald Production 20th Century-Fox  
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★ **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	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	2	4	7	TOSSIN' AND TURNIN'	Bobby Lewis, Beltone 1002	12
2	3	7	9	BOLL WEEVIL SONG	Brook Benton, Mercury 71820	9
3	1	1	3	QUARTER TO THREE	U. S. Bonds, Le Grand 1008	8
4	4	2	5	RAINDROPS	Dee Clark, Vee Jay 383	11
5	5	6	6	THE WRITING ON THE WALL	Adam Wade, Coed 550	9
6	8	8	8	EVERY BEAT OF MY HEART	Pips, Vee Jay 386	9
7	6	3	1	MOODY RIVER	Pat Boone, Dot 16209	11
8	10	11	15	YELLOW BIRD	Arthur Lyman, Hi Fi 5024	7
9	13	18	33	HATS OFF TO LARRY	Del Shannon, Big Top 3075	6
10	12	13	16	DANCE ON LITTLE GIRL	Paul Anka, ABC-Paramount 10220	7
11	16	19	43	SAN ANTONIO ROSE	Floyd Cramer, RCA Victor 7893	6
12	7	5	2	TRAVELIN' MAN	Ricky Nelson, Imperial 5741	12
13	20	31	69	DUM DUM	Brenda Lee, Decca 31272	4
14	25	41	71	I LIKE IT LIKE THAT	Chris Kenner, Instant 3229	7
15	9	9	10	THOSE OLDIES BUT GOODIES	Little Caesar and the Romans, Del Fi 4158	11
16	11	10	4	STAND BY ME	Ben E. King, Atco 6194	10
17	21	38	53	PLEASE STAY	Drifters, Atlantic 2105	6
18	19	20	30	TELL ME WHY	Belmonts, Sabrina 500	8
19	23	32	49	I'M COMIN' ON BACK TO YOU	Jackie Wilson, Brunswick 55216	5
20	33	48	—	TOGETHER	Connie Francis, MGM 13019	3
21	15	16	17	HELLO MARY LOU	Ricky Nelson, Imperial 5741	11
22	14	14	11	RUNNING SCARED	Roy Orbison, Monument 438	14
23	24	28	40	IT KEEPS RAININ'	Fats Domino, Imperial 5753	9
24	36	68	98	NEVER ON SUNDAY	Chordettes, Cadence 1402	4
25	26	34	55	OLE BUTTERMILK SKY	Bill Black's Combo, Hi 1036	6
26	28	30	57	TONIGHT (COULD BE THE NIGHT)	Velvets, Monument 441	7
27	39	62	85	LET'S TWIST AGAIN	Chubby Checker, Parkway 824	4
28	34	36	47	CUPID	Sam Cooke, RCA Victor 7883	6
29	29	39	68	YOU CAN'T SIT DOWN (Part II)	Phillip Upchurch Combo, Boyd 1026	4
30	22	22	18	HEART AND SOUL	Cleffones, Gee 1064	8
31	38	50	61	SACRED	Castells, Era 3048	7
32	32	33	46	MY KIND OF GIRL	Matt Monro, Warwick 636	7
33	48	87	—	HEART AND SOUL	Jan and Dean, Challenge 9111	3
34	43	63	—	POMP AND CIRCUMSTANCE	Adrian Kimberly, Calliope 6501	3
35	17	12	12	YOU ALWAYS HURT THE ONE YOU LOVE	Clarence Henry, Argo 5388	9
36	59	99	—	RAININ' IN MY HEART	Slim Harpo, Excello 2194	6
37	60	—	—	THE FISH	Bobby Rydell, Cameo 192	2
38	58	73	95	SEA OF HEARTBREAK	Don Gibson, RCA Victor 7890	4
39	27	21	19	HELLO WALLS	Faron Young, Capitol 4533	14
40	47	51	66	NATURE BOY	Bobby Darin, Atco 6196	5
41	52	77	—	THE SWITCH-A-ROO	Hank Ballard and the Midnighters, King 5510	3
42	18	17	13	BARBARA ANN	Regents, Gee 1065	9
43	68	—	—	LAST NIGHT	Mar-Keys, Satellite 107	2
44	49	54	64	I FALL TO PIECES	Patsy Cline, Decca 31205	8
45	61	82	—	THAT'S WHAT GIRLS ARE MADE FOR	Spinners, Tri-Phi 1001	3
46	74	—	—	PRETTY LITTLE ANGEL EYES	Curtis Lee, Dunes 2007	2
47	53	67	—	YOU'LL ANSWER TO ME	Patti Page, Mercury 71823	3
48	31	23	20	PEANUT BUTTER	Marathons, Arvee 5027	12
49	51	52	75	SHOULD I	String-A-Longs, Warwick 654	5
50	46	44	38	BETTER TELL HIM NO	Starlets, Pam 1003	12
51	56	65	77	WATCH YOUR STEP	Bobby Parker, V-Tone 223	5
52	37	43	62	JURA (I SWEAR I LOVE YOU)	Les Paul and Mary Ford, Columbia 41994	10
53	41	35	48	THREE HEARTS IN A TANGLE	Roy Drusky, Decca 31193	14
54	50	61	70	FOOL THAT I AM	Etta James, Argo 5390	5
55	69	98	—	WOODEN HEART (Muss I Denn)	Joe Dowell, Smash 1708	3
56	72	—	—	EVENTUALLY	Brenda Lee, Decca 31272	2
57	81	—	—	I'LL BE THERE	Damita Jo, Mercury 71840	2
58	73	75	81	MOM AND DAD'S WALTZ	Patti Page, Mercury 71823	5
59	45	59	39	NEVER ON SUNDAY	Don Costa, United Artists 234	25
60	77	90	—	TE-TA-TE-TA-TA	Ernie K-Doe, Mint 627	3
61	70	78	99	NO, NO, NO	Chanters, Deluxe 6191	4
62	63	83	—	QUITE A PARTY	Fireballs, Warwick 644	3
63	79	79	91	I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges, Cadence 1397	4
64	67	71	73	THE GIRL'S A DEVIL	Dukays, Nat 1003	9
65	66	74	86	BOBBY	Neil Scott, Portrait 102	5
66	85	—	—	DON'T BET MONEY HONEY	Linda Scott, Canadian-American 127	2
67	86	—	—	HILLBILLY HEAVEN	Tex Ritter, Capitol 4567	2
68	84	—	—	A TEAR	Gene McDaniels, Liberty 55344	2
69	83	—	—	TIME WAS	Flamingos, End 1092	2
70	30	25	21	RAMA LAMA DING DONG	Edsel, Twin 700	11
71	75	94	72	YELLOW BIRD	Lawrence Welk, Dot 16222	5
72	71	66	84	I'VE GOT NEWS FOR YOU	Ray Charles, Impulse 202	4
73	99	—	—	PEANUTS	Rick and the Keens, Smash 1705	2
74	91	—	—	GRANADA	Frank Sinatra, Reprise 20010	2
75	65	80	97	THE CHARLESTON	Ernie Fields, Rendezvous 150	4
76	55	72	—	DREAM	Etta James, Argo 5390	3
77	92	—	—	MY TRUE STORY	Jive Five, Beltone 1006	2
78	95	—	—	PRINCESS	Frank Earl, Crusade 1022	2
79	—	—	—	READY FOR YOUR LOVE	Shep and the Limettes, Hull 742	1
80	82	86	96	JOANIE	Frankie Calen, Spark 902	5
81	90	—	—	TENDER YEARS	George Jones, Mercury 71804	2
82	40	29	23	LITTLE EGYPT	Coasters, Atco 6192	12
83	—	—	—	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	Ral Donner, Gone 5108	1
84	87	89	90	BLUE TOMORROW	Billy Vaughn, Dot 16220	5
85	89	91	93	POINT OF NO RETURN	Adam Wade, Coed 550	4
86	35	15	14	I FEEL SO BAD	Elvis Presley, RCA Victor 7880	9
87	88	100	—	TAKE A FOOL'S ADVICE	Nat King Cole, Capitol 4582	3
88	—	—	—	RUNAROUND	Regents, Gee 1071	1
89	—	—	—	BOOGIE WOOGIE	B. Bumble and the Stingers, Rendezvous 151	1
90	96	—	—	LA DOLCE VITA	Ray Ellis, RCA Victor 7888	2
91	—	—	—	MIGHTY GOOD LOVIN'	Miracles, Tamla 54044	1
92	—	—	—	A THING OF THE PAST	Shirley's, Scepter 1220	1
93	—	—	—	THE ASTRONAUT	Jose Jimenez, Kapp 409	1
94	98	—	—	ONE SUMMER NIGHT	Diamonds, Mercury 71831	2
95	—	—	—	WISHIN' ON A RAINBOW	Phill Wilson, Huron 22000	1
96	100	—	—	THE GUNS OF NAVARONE	Joe Reisman, Landa 674	2
97	—	—	—	BLACKLAND FARMER	Frankie Miller, Starday 424	1
98	42	24	25	I'M A FOOL TO CARE	Joe Barry, Smash 1702	12
99	—	—	—	WHAT WOULD YOU DO	Jim Reeves, RCA Victor 7905	1
100	—	—	—	MICHAEL	Highwaymen, United Artists 258	1

### BUBBLING UNDER THE HOT 100

- VOYAGE TO THE BOTTOM OF THE SEA... Frankie Avalon, Chancellor 1081
- WOODEN HEART (Muss I Denn)... Gus Backus, Fono-Graf 1234
- PITTER PATTER... Four Sportsmen, Sunnybrook 4
- I'LL NEVER BE FREE... Kay Starr, Capitol 4583
- NOW YOU KNOW... Little Willie John, King 5516
- DEDICATED (TO THE SONGS I LOVE)... Three Friends, Imperial 5763
- I DON'T WANT TO TAKE A CHANCE... Mary Wells, Motown 1011
- THEME FROM COME SEPTEMBER... Dick Jacobs, Coral 62275
- AROUND THE WORLD... Buddy Greco, Epic 9451
- MY CLAIRE DE LUNE... Steve Lawrence, United Artists 335
- DON'T FORGET I LOVE YOU... Butones, Enrica 1007
- STARLIGHT... Preludes Five, Pik 231
- DRIVIN' HOME... Duane Eddy, Jamie 1195
- BIG RIVER, BIG MAN... Claude King, Columbia 42043
- LONESOME FOR YOU MAMA... Anita Bryant, Carlton 553
- IF... Paragons, Top 101
- LIFE IS BUT A DREAM... Earls, Rome 101
- TAKE FIVE... Dave Brubeck, Columbia 41479
- LIFE IS BUT A DREAM, SWEETHEART... Classics, Mercury 71829
- MR. JOHNNY Q... Bobbettes, End 1093

### HOT 100—A TO Z

Hot 100—A-Z	H. C.	Never on Sunday (Costa)
Astronaut, The	93	59
Barbara Ann	42	61
Better Tell Him No	50	25
Blackland Farmer	97	94
Blue Tomorrow	84	48
Bobby	65	73
Boll Weevil Song	2	17
Boogie Woogie	89	85
Boopie and Circumstance	8	34
Charleston, The	75	46
Cupid	28	78
Dance on Little Girl	10	2
Don't Bet Money Honey	64	3
Dream	76	62
Dum Dum	13	4
Eventually	56	36
Every Beat of My Heart	6	70
Fish, The	37	79
Fool That I Am	54	88
Girl's a Devil, The	64	22
Granada	74	31
Guns of Navarone, The	66	11
Hats Off to Larry	9	38
Heart and Soul (Cleffones)	30	49
Heart and Soul (Jan and Dean)	33	16
Hello Mary Lou	21	41
Hillbilly Heaven	39	87
I Fall to Pieces	44	60
I Feel So Bad	86	68
I Like It Like That	14	18
I'll Be There	57	81
I'm a Fool to Care	19	45
I'm Comin' on Back to You	98	92
I'm Gonna Knock on Your Door	73	15
It Keeps Raining	23	53
I've Got News for You	72	69
Jama	80	20
Jura	52	26
La Dolce Vita	90	12
Last Night	43	31
Let's Twist Again	27	99
Little Egypt	82	95
Michael	100	55
Mighty Good Lovin'	91	5
Moody River	7	7
Mom and Dad's Waltz	57	8
My Kind of Girl	32	35
My True Story	77	29
Nature Boy	40	29
Never on Sunday (Chordettes)	24	83
		47

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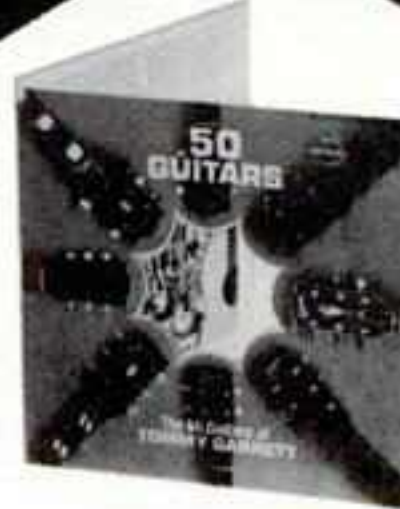


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*Si Zentner and Johnny Mann*

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Guadalajara; Come Closer To Me; Frenesi; Be Mine Tonight; Adios; La Virgen De La Macarena; Besame Mucho; You Belong To My Heart; La Bamba; Perfidia; South Of The Border; Granada



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*The Fantastic Strings  
of Felix Slatkin*

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**"PORTRAITS IN BRONZE"**

*Bessie Griffin  
and the Gospel Pearls*

LMM-13002 / LSS-14002



**"THE MAGIC BEAT"**

*The Unique Rhythms  
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## MONAURAL LP's

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

⑨ Indicates those LP's on the charts 9 weeks or less (see weeks on chart column).

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	CAMELOT Original Cast, Columbia KOL 5620	25
2	7	CARNIVAL Original Cast, MGM E 3946	7
3	8	EXODUS Sound Track, RCA Victor LOC 1058	26
4	11	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	6
5	6	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	25
6	2	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	24
7	5	G. I. BLUES Elvis Presley, RCA Victor LPM 2254	37
8	3	CALCUTTA Lawrence Walk, Dot DLP 3359	24
9	4	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	16
10	19	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	6
11	12	RING-A-DING DING Frank Sinatra, Reprise R 1001	11
12	18	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	82
13	10	ALL THE WAY Frank Sinatra, Capitol W 1338	14
14	9	MAKE WAY Kingston Trio, Capitol T 1474	20
15	13	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	36
16	22	TONIGHT IN PERSON Limeliters, RCA Victor LPM 2272	20
17	16	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	156
18	14	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. 1379	61
19	15	WILDCAT Original Cast, RCA Victor LOC 1060	25
20	21	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	30
21	27	RICK IS 21 Ricky Nelson, Imperial LP 9152	7
22	40	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	7
23	17	MOMS MABLEY AT THE U. N. Chess 1452	11
24	35	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	11
25	29	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	7
26	24	SINSATIONAL Rusty Warren, Jubilee JGM 2034	3
27	20	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	18
28	28	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	28
29	25	ENCORES OF GOLDEN HITS Platters, Mercury MG 20472	70
30	38	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	167
31	26	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. 1293	35
32	23	BOBBY DARIN STORY Atco 131	6
33	37	ITALIA MIA Mantovani, London LL 3239	7
34	39	KINGSTON TRIO Capitol T 996	138
35	44	EMOTIONS Brenda Lee, Decca DL 4104	10
36	45	MY FAIR LADY Original Cast, Columbia OL 5090	275
37	46	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	88
38	31	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	35
39	34	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	172
40	36	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	22
41	42	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	7
42	52	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount LP 323	54
43	30	BEST OF THE POPULAR PIANO CONCERTOS George Greeley, Warner Bros. X 1410	3
44	32	UNSIKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	29
45	51	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	99
46	33	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	17
47	49	STUDENT PRINCE Marlo Lanza, RCA Victor LM 1837	32
48	43	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	20
49	59	TENDERLOIN Original Cast, Capitol WAO 1492	27
50	54	ROARING 20's Dorothy Provine, Warner Bros. W 1394	7
51	66	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	125

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	41	WEST SIDE STORY Original Cast, Columbia OL 5230	40
53	108	GOIN' PLACES Kingston Trio, Capitol T1564	2
54	48	DEDICATED TO YOU Ray Charles, ABC-Paramount 355	19
55	50	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	37
56	53	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	28
57	55	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury OCM 2200	25
58	62	THE ALAMO Sound Track, Columbia CL 1558	31
59	57	HYMNS Tennessee Ernie Ford, Capitol T 754	199
60	68	TEMPTATION Roger Williams, Kapp KL 1217	27
61	97	IN LIVING BLACK & WHITE Dick Gregory, Colpix CP 417	6
62	100	FILM ENCORES, VOL. I Mantovani, London LL 1700	155
63	109	DO RE MI Original Cast, RCA Victor LOC 2002	18
64	61	NICE 'N' EASY Frank Sinatra, Capitol W 1417	47
65	47	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	47
66	67	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	10
67	83	INSIDE SHELLY BERMAN Verve MG 15003	116
68	86	BLUE HAWAII Billy Vaughn, Dot DLP 3165	64
69	98	BRENDA LEE Decca DL 4039	47
70	56	OLDIES BUT GOODIES Various Artists, Original Sound 5001	93
71	80	MACK THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MG 4041	39
72	81	SOLD OUT Kingston Trio, Capitol T 1352	64
73	105	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	39
74	112	WARM Johnny Mathis, Columbia CL 1078	101
75	138	STAN FREDERG PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	2
76	64	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	19
77	71	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	58
78	78	GONE WITH THE WIND London Sinfonia (Mathieson), Warner Bros. 1322	7
79	84	PETER GUNN Henry Mancini, RCA Victor LPM 1956	99
80	88	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	82
81	96	ANKA AT THE COPA Paul Anka, ABC-Paramount 353	7
82	69	CONNIE FRANCIS AT THE COPA MGM E 3913	7
83	58	ITALIAN FAVORITES Connie Francis, MGM E 3791	75
84	60	SOUTH PACIFIC Original Cast, Columbia OL 4180	370
85	63	BEN-HUR Sound Track, MGM 1E1	63
86	65	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	80
87	73	OKLAHOMA! Sound Track, Capitol WAO 595	245
88	74	WALK, DON'T RUN The Ventures, Dolton BLP 2003	26
89	82	BROOK BENTON GOLDEN HITS Mercury MG 20607	6
90	85	KING AND I Sound Track, Capitol W 740	236
91	87	SONGS TO REMEMBER Mantovani, London LL 3149	43
92	92	STRING ALONG Kingston Trio, Capitol T 1407	48
93	106	THE LORD'S PRAYER Mormon Tabernacle Choir, Columbia ML 5386	65
94	107	ANOTHER SMASH The Ventures, Dolton B 2006	3
95	70	LAUGHING ROOM Woody Woodbury, Stereodiffies MW 2	53
96	72	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	22
97	75	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	126
98	76	GYPSY Original Cast, Columbia OL 5420	84
99	77	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	53
100	79	BUDDY HOLLY STORY Coral CRL 57226	27
101	89	WOODY WOODBURY LOOKS AT LOVE AND LIFE Stereodiffies MW 1	70

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	90	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	20
103	91	PORGY AND BESS Sound Track, Columbia OL 5410	83
104	128	HAWAII Santo & Johnny, Canadian-American CALP 1004	6
105	132	FLOWER DRUM SONG Original Cast, Columbia OL 5350	106
106	135	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808	4
107	146	CAN CAN Sound Track, Capitol W 1321	60
108	147	CAMELOT Percy Faith, Columbia CL 1570	2
109	149	GONE WITH THE WIND Sound Track, Camden CAL 625	2
110	93	MUSIC MAN Original Cast, Capitol WAO 990	176
111	94	KINGSTON TRIO AT LARGE Capitol T 1199	106
112	95	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	37
113	99	CHEAT ATKINS' WORKSHOP RCA Victor LPM 2232	13
114	102	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	58
115	103	12 PLUS 3 EQUALS 15 HITS Various Artists, End LP 310	20
116	110	IT'S PONY TIME Chubby Checker, Parkway P 7003	7
117	111	LATIN A LA LEE Peggy Lee, Capitol T 1290	42
118	101	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	40
119	115	IRMA LA DOUCE Original Cast, Columbia OL 5540	31
120	117	GIGI Sound Track, MGM E 3641	158
121	116	SOUL OF SPAIN, VOL. I 101 Strings, Somerset P-6600	23
122	118	TOUCH OF YOUR LIPS Nat King Cole, Capitol W 1574	3
123	144	HAPPIEST GIRL IN THE WORLD Original Cast, Columbia KOL 2050	2
124	142	SAIL ALONG SILVERLY MOON Billy Vaughn, Dot DLP 3100	38
125	120	NO ONE CARES Frank Sinatra, Capitol W 1221	53
126	121	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	61
127	122	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LPM 2239	46
128	123	TWIST Chubby Checker, Parkway P 7001	36
129	124	TILL Roger Williams, Kapp KL 1081	20
130	125	FIORILLO Original Cast, Capitol WAO 1321	49
131	134	COME DANCE WITH ME Frank Sinatra, Capitol W 1069	112
132	143	DREAMSTREET Erroll Garner, ABC-Paramount 365	3
133	104	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	55
134	113	CALYPSO Harry Belafonte, RCA Victor LPM 1248	99
135	114	AL HIRT, THE GREATEST HORN IN THE WORLD RCA Victor LPM 2366	7
136	119	TIME OUT Dave Brubeck, Columbia CL 1397	28
137	126	ENCORE Santo and Johnny, Canadian-American CALP 1002	36
138	127	HEAVENLY Johnny Mathis, Columbia CL 1381	95
139	—	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	1
140	140	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	29
141	129	SOLID AND RAUNCHY Bill Black's Combo, Hi HL 12003	26
142	130	NEARER THE CROSS Tennessee Ernie Ford, Capitol T 1005	39
143	131	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	26
144	133	THIS IS BRENDA Brenda Lee, Decca DL 4082	34
145	—	BEETHOVEN: WELLINGTON VICTORY London Symphony Orchestra (Dorati) Mercury LPS 9000	1
146	148	MORE GREATEST HITS Connie Francis, MGM 3942	2
147	139	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817	3
148	—	MOMS MABLEY ON STAGE Chess 1447	1
149	—	PIANO FORTE Peter Nero, RCA Victor LPM 2334	1
150	—	MOST POPULAR GUITAR Chet Atkins, RCA Victor LPM 2346	1

50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	EXODUS Sound Track, RCA Victor LSO 1058	26
2	2	CAMELOT Original Cast, Columbia KOS 2031	25
3	5	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	6
4	6	CALCUTTA Lawrence Walk, Dot DLP 25359	24
5	10	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	70
6	4	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	25
7	9	CARNIVAL Original Cast, MGM SE 3946	3
8	7	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	31
9	8	ALL THE WAY Frank Sinatra, Capitol SW 1538	13
10	3	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817 SD	12
11	12	RING-A-DING DING Frank Sinatra, Reprise R9-1001	7
12	15	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	5
13	17	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade Command RS 806 SD	77
14	18	ITALIA MIA Mantovani, London PS 232	3
15	19	MAKE WAY Kingston Trio, Capitol ST 1474	20
16	20	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CS 8138	57
17	14	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 7-4101	26
18	13	MY FAIR LADY Original Cast, Columbia OS 2015	107
19	16	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8368	18
20	11	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 25366	11
21	21	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	57
22	25	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	3
23	24	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	107
24	22	WILDCAT Original Cast, RCA Victor LSO 1060	23
25	23	DO RE MI Original Cast, RCA Victor LSO 2002	12
26	27	G. I. BLUES Elvis Presley, RCA Victor LSP 2254	34
27	34	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	85
28	30	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808 SD	47
29	33	BEST OF THE POPULAR PIANO CONCERTOS George Greeley, Warner Bros. XS 1410	7
30	29	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LSP 2360	3
31	39	BEETHOVEN: WELLINGTON VICTORY London Symphony Orchestra (Dorati) Mercury LPS 9000	7
32	36	BEN-HUR Sound Track, MGM 1E1	59
33	40	BLUE HAWAII Billy Vaughn, Dot DLP 25165	82
34	26	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol SW 1491	22
35	50	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	69
36	31	BONGOS Los Admiradores, Command RS 809 SD	36
37	37	WEST SIDE STORY Original Cast, Columbia OS-2001	3
38	28	OKLAHOMA! Sound Track, Capitol SWAO 595	89
39	41	TONIGHT IN PERSON Limeliters, RCA Victor LSP 2272	19
40	—	STRING ALONG Kingston Trio, Capitol ST 1404	39
41	38	NICE 'N' EASY Frank Sinatra, Capitol SW 1417	46
42	49	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	35
43	—	GOIN' PLACES Kingston Trio, Capitol ST 1404	1
44	32	PROVOCATIVE PERCUSSION, VOL. II Enoch Light and the Light Brigade Command RS 810 SD	43
45	44	MUSIC MAN Original Cast, Capitol SWAO 990	81
46	45	UNSIKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	26
47	46	JOHNNY'S MOODS Johnny Mathis, Columbia CS 8326	36
48	42	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	7
49	—	SOUTH PACIFIC Original Cast, Columbia OL 4180	1
50	—	RICK IS 21 Ricky Nelson, Imperial 12071	1



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# PROGRAMMING GUIDE SINGLES BY CATEGORY

Hot 100, have been broken down by type of music for easy  
 into more than one category receive multiple listings.

... Brenda Lee, Decca 31272

**OF MY HEART**, Pips, Vee Jay 386

Jobby Rydell, Cameo 192

**IL, THE**, Dukays, Nat 1003

**LARRY**, Del Shannon, Big Top 3075

**SOUL**, Cleffones, Gee 1064

**SOUL**, Jan & Dean, Challenge 9111

**LOU**, Ricky Nelson, Imperial 5741

**AD**, Elvis Presley, RCA Victor 7880

**IE**, Damita Jo, Mercury 71840

**TO CARE**, Joe Barry, Smash 1702

**KNOCK ON YOUR DOOR**,  
 ges. Cadence 1397

**ININ'**, Fats Domino, Imperial 5753

kie Calen, Spark 902

Mar-Keys, Satellite 107

**AGAIN**, Chubby Checker, Parkway 824

Coasters, Atco 6192

ghwaymen, United Artists 258

**RY**, Jive Five, Bellone 1006

Chanters, DeLuxe 6191

**NIGHT**, Diamonds, Mercury 71831

**ER**, Marathons, Arves 5027

and the Keens, Smash 1705

**RCUMSTANCE**,  
 berly, Calliope 6501

**ANGEL EYES**, Curtis Lee, Dunes 2007

nk Gari, Crusade 1022

**HREE**, U. S. Bonds, Le Grand 1008

**Y**, Fireballs, Warwick 644

**ING DONG**, Edsels, Twin 700

legents, Gee 1071

**ED**, Roy Orbison, Monument 328

Is, Era 3048

Ben E. King, Atco 6194

**THE**,  
 I and the Midnighters, King 5510

**TEAR, A**, Gene McDaniels, Liberty 55344

**TELL ME WHY**, Belmonts, Sabrina 500

**THOSE OLDIES BUT GOODIES**,  
 Caesar and the Romans, Del-Fi 4158

**TONIGHT (COULD BE THE NIGHT)**,  
 Velvets, Monument 441

**TOSSIN' AND TURNIN'**, Bobby Lewis, Bellone 1002

**TRAVELIN' MAN**, Ricky Nelson, Imperial 5741

**WISHIN' ON A RAINBOW**, Phill Wilson, Huron 22000

**WOODEN HEART (MUSS I DENN)**,  
 Joe Dowell, Smash 1708

**YOU ALWAYS HURT THE ONE YOU LOVE**,  
 Clarence Henry, Argo 5388

**YOU CAN'T SIT DOWN (Part II)**,  
 Phillip Upchurch Combo, Boyd 1026

**YOU DON'T KNOW WHAT YOU'VE GOT**  
 (Until You Lose It), Rel Donner, Gone 5108

## NOVELTY

**ASTRONAUT, THE**, Jose Jimenez, Kapp 409

## COUNTRY & WESTERN

For C&W programming, please refer to this  
 week's Hot C&W chart. The following, from the  
 Hot 100, are recommended additional listings.

**BLACKLAND FARMER**, Frankie Miller, Starday 424

**MOM AND DAD'S WALTZ**, Patti Page, Mercury 71823

**WHAT WOULD YOU DO**, Jim Reeves, RCA Victor 7905

## RHYTHM & BLUES

For R&B programming, please refer to this  
 week's Hot R&B chart. The following, from the  
 Hot 100, are recommended additional listings.

**I'LL BE THERE**, Damita Jo, Mercury 71840

**MIGHTY GOOD LOVIN'**, Miracles, Tamla 54044

**OLE BUTTERMILK SKY**, Bill Black's Combo, Hi 2036

**PEANUTS**, Rick and the Keens, Smash 1705

**READY FOR YOUR LOVE**, Shep and the Limelites,  
 Hull 742

**TELL ME WHY**, Belmonts, Sabrina 500

**THING OF THE PAST, A**, Shirelles, Scepter 1220

**TIME WAS**, Flamingos, End 1092

**WATCH YOUR STEP**, Bobby Parker, V-Tone 223

(continued from back page)

er Star Baseball (Wms)	3-D Kiddie Theater (Rite)	Two-Player Basketball
1-54 . . . . . \$ 50	3-54 . . . . . \$125	(Genc) 3-54 . . . . . \$135
mi (Muto) 4-55 . . . . . 350	3-D Pix (Cap) 2-54 . . . . . 125	Vacuumatic Card Vendor
get Roll (Bally) 1-58 . . . . . 145	3-D Theater (Rite) 3-54 . . . . . 145	(Exhib) 5-54 . . . . . 110
Commandments (Muto)	Titan (Wms) 8-59 . . . . . 365	Voice-O-Graph (Muto) 2-57 550
2-57 . . . . . 195	Treasure Cove (Exhibit)	Voice-O-Graph (Muto)
Pins (Wms) 12-57 . . . . . 110	7-55 . . . . . 140	11-54 . . . . . 290
Strike (Wms) 12-57 . . . . . 110	Twin Hockey (CC) 5-58 . . . . . 175	Wild West (Genc) 2-55 . . . . . 175
Pilot (Cap) 12-57 . . . . . 195		Yankee Baseball (Un) 2-59 275

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# BILLBOARD MUSIC WEEK

# COIN MACHINE PRICE INDEX

Listings represent used machines in average condition. Price quoted on each machine represents the average of quotes to operators by franchised distributors. Quotes are received and averaged bimonthly. Listings should be

used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

## MUSIC

<b>AMI</b>	
D-40 (40), 1951	\$ 60
D-80 (80), 1951	105
E-40 (40), 1953	95
E-80 (80), 1953	125
E-120 (120), 1953	135
F-40 (40), 1954	150
F-80 (80), 1954	210
F-120 (120), 1954	250
G-40 (40), 1955	250
G-80 (80), 1955	275
G-120 (120), 1955	310
G-120-1 (120), 1956	310
G-200 (200), 1956	275
G-200-1 (200), 1956	275
G-200-2 (200), 1956	275
G-200-3 (200), 1956	275
G-200-4 (200), 1956	275
G-220-5 (200), 1956	275
H-200 (200), 1956	445
H-120 (120), 1956	435
H-100 (100), 1956	360
H-200M (100), 1957	385
I-200 (200), 1957	585
I-120 (120), 1957	535
I-100 (100), 1957	420
I-200M (200), 1958	445
J-200 (200), 1958	660
J-120 (120), 1958	625
J-100M (100), 1958	535
J-200M (200), 1959	535
J-120 (120), 1959	675
J-100 (100), 1959	575
J-200 (200), 1959	650
<b>ROCK-OLA</b>	
1436 (120), 1953	\$ 85
1438 (120), 1954	190
1442 (50), 1955	195
1446 (120), 1955	235
1448 (120), 1958	345
1450 (120), 1957	395
1452 (50), 1956	275
1454 (120), 1957	395
1455D (200), 1957	445
1455S (200), 1957	445
1458 (120), 1958	520
1462 (50), 1958	395
1465 (200), 1958	550
1468 (120), 1959	635
1468 Stereo (120), 1959	685
1475 (200), 1959	700
1475 Stereo (200), 1959	750
<b>SEEBURG</b>	
M100B (100), 1950	\$200
M100C (100), 1952	240
100W (100), 1953	325
HF100G (100), 1953	335
HF100R (100), 1954	400
V200 (200), 1955	300
100J (100), 1955	500
K200 (200), 1957	430
L100 (100), 1957	545
201 (200), 1958	750
161 (160), 1958	730
101 (100), 1958	620
220 (100), 1958	770
220S (100), 1959	770
200SR (100), 1959	795
222 (160), 1958	810
222DH (160), 1959	775
222DHR (160), 1959	835
<b>WURLITZER</b>	
1250 (48), 1950	\$ 55
1400 (48), 1951	70
1500 (104), 1952	85
1500A (104), 1953	110
1600A (48), 1954	130
1700 (104), 1954	215
1800 (104), 1955	310
1900 (104), 1956	390
2000 (200), 1958	385
2100 (200), 1957	435
2150 (200), 1957	465
2250 (200), 1958	545
2204 (104), 1958	575
2200 (200), 1958	615
2300-S (200), 1959	790
2300 (200), 1959	735
2304 (104), 1959	700
2304-S (104), 1959	760
2310 (100), 1959	700

## BOWLERS & SHUFFLES

<b>BALLY</b>	
ABC Bowler 7-55	\$195
ABC Bowling Lanes 12-56	200
ABC Champion 9-57	295
ABC Super-Deluxe Bowler 9-57	275
ABC Tournament 6-57	275
All-Star Bowler 12-57	115
All-Star Deluxe 2-58	115
Bally Shuffle 1-59	35
Blue Ribbon 4-55	125
Challenger 9-59	750
Club Bowler 2-59	395
Congress Bowler 7-55	195
Deluxe Club Bowler 3-59	475
Gold Medal 4-55	125
Jumbo Bowler 9-55	225
King-Pin Bowler 9-55	225
Lucky Alley 8-58	475
Lucky Shuffle 9-58	325
Monarch 11-59	350
Pan American 6-59	600
Speed Bowler 11-58	325
Star Shuffle 9-58	325
Star Shuffle 9-58	325
Strike-Bowler 11-57	200
Super Bowler 1-58	115
Trophy 4-58	375
<b>CHICAGO COIN</b>	
All Star Team Bowler 11-55	\$ 90
Blinker 8-55	170
Bonus Score 5-55	140
Bowl Master 7-59	390
Bowling Team 10-55	130
Bull's-Eye Bowler 7-55	150
Championship 11-56	240
Bowling League 7-57	125
Criss Cross Target 1-55	60
Double Feature 12-58	380
Hollywood 4-55	155
King Bowler 3-59	695
Lucky Strike 1-58	330
Miami Shuffle 10-58	40
Monte Carlo 1-59	75
Player's Choice 9-58	545
Rebound Shuffle 11-58	45
Red Pin 3-59	435
Rocket Ball 2-59	125
Rocket Shuffle 2-58	95
Rocket Shuffle Two-Player 4-58	135
Score-A-Line 9-55	135
Shuffle Explorer 6-58	135
Skee Roll 1-57	95
Star Rocket 5-59	250
Tournament Ski Bowl 12-56	130
Triple Strike 1-55	125
TV Bowling League 11-57	290
Twin Bowler 10-58	390
<b>UNITED</b>	
Advance 6-59	\$575
Atlas Shuffle Alley 9-58	325
Bonus Bowling Alley 3-58	375
Bowling Alley 11-56	125
Build-Up 5-56	120
Capitol Shuffle Alley 6-55	95
Clipper 4-55	75
Cyclone 10-58	325
Deluxe Bowling Alley 7-57	245
Deluxe Flash 6-59	450
Deluxe Shooting Star 6-58	90
Dual Shuffle 1-59	375
Duplex 11-58	295
Eagle Shuffle Alley 5-58	525
Flash 6-59	425
4-Way 11-59	500
Handicap 9-56	200
Handicap 11-59	575
Hi-Score 6-57	195
Jumbo Bowling Alley 8-57	295
Jupiter Shuffle Alley 9-58	125

League Alley 8-59	\$550
Lightning 2-55	75
Midget Bowling Alley 3-58	75
Niagara 11-58	350
Pixie Bowler 7-58	75
Playtime 6-58	545
Regulation 11-55	195
Royal Bowling Alley 12-57	195
Select Play 6-56	75
Shooting Star 4-58	75
Shuffle Playmate 2-59	60
Simplex 4-59	400
Six Star 11-57	295
Super Bonus 9-55	150
Team Bowling Alley 4-57	220
Team-Mate 12-59	595
3-Way 8-59	465
Top Notch 11-55	195
Venus 4-55	125
Zenith 5-59	425

## PINBALLS

<b>BALLY</b>	
Ballerine 6-59	\$400
Balls-A-Poppin 10-56	50
Bally U.S.A. 7-58	75
Beach Beauty 11-55	65
Beach Time 9-58	250
Big Show 9-56	70
Broadway 12-55	50
Carnival 10-57	65
Carnival-Queen 11-58	275
Circus 8-57	65
County Fair 11-59	550
Crosswords 1-58	100
Cypress Gardens 5-58	195
Double Header 8-58	115
Fun-Way 9-59	375
Gay Time 6-55	50
Gayety 4-55	40
Key West 12-58	70
Lotta Fun 9-59	380
Miami Beach 9-55	55
Miss America 1-58	135
Night Club 3-58	60
Parade 6-56	60
Sea Island 2-59	335
Show-Time 4-57	75
Sun Valley 7-57	140
<b>GOTTlieb</b>	
Ace High 2-57	\$ 75
Add-A-Line 7-55	60
Annabelle 8-59	225
2 Around the World 7-59	295
2 Atlas 5-59	280
Auto Race 9-56	70
2 Brite Star 4-58	185
Classy Bowler 7-56	75
4 Contest 10-58	275
2 Continental Cave 7-57	145
Criss Cross 3-58	155
Derby Day 5-56	65
2 Double Action 1-59	245
2 Duetto 3-55	75
Easy Aces 12-55	60
2 Fair Lady 11-56	110
4 Falstaff 11-57	245
2 Flag-Ship 1-57	135
Frontiersman 11-55	60
2 Gladiator 1-56	85
2 Gondolier 6-58	195
Gypsy Queen 2-55	60
Harbor Lites 3-56	65
Hi Diver 4-59	185
4 Jubilee 5-55	135
Lightning Ball 12-59	230
2 Mademoiselle 11-59	300
4 Majestic 4-57	230
2 Marathon	90
2 Picnic 6-58	195
Queen of Diamonds 6-59	210
2 Race Time 3-59	230
Rainbow 12-58	75
4 Register 10-56	105
Rocket Ship 5-58	135
Roto Pool 7-58	145
Royal Flush 5-57	100
4 Score-Board 4-56	75
2 Sea Belles 9-56	100

Silver 10-57	\$140
Sittin' Pretty 11-58	180
Sluggin' Champ 4-55	70
Southern Belle 6-55	60
Straight Flush 12-57	140
Straight Shooter 2-59	190
Sunshine 9-58	175
2 Super Circus 9-57	175
4 Sweet Sioux 9-59	360
2 Toreador 6-56	95
2 Tournament 8-55	95
Twin Bill 1-55	50
Universe 10-59	215
2 Whirlwind 2-58	185
Wishing Well 9-55	60
World Champ 8-57	95
<b>WILLIAMS</b>	
Arrow Head 7-57	\$ 50
Casino 8-58	125
2 Circus Wagon 10-55	75
Club House 10-59	185
Crossword 5-59	175
Cue Ball 4-57	50
2 Fiesta 12-59	285
4-Star 7-58	110
4 Fun House 10-56	55
4 Gay Paree 6-57	75
Golden Bells 9-59	160
Gusher 9-58	110
Hi-Hand 6-57	70
Hot Diggity 8-58	50
Jig Saw 12-57	75
Kings 8-57	70
2 Naples 9-57	125
Perky 11-56	50
Peter Pan 4-55	50
2 Piccadilly 5-58	50
4 Race-the-Clock 4-55	50
Regatta 10-55	50
Reno 10-57	65
Rocket 11-59	195
Satellite 6-58	115
Sea Wolf 7-59	150
2 Shamrock 1-57	70
Smoke Signal 9-55	60
Soccer Kick-Off 3-58	125
Spot Pool 6-59	175
Starfire 3-57	95
Steeple Chase 11-57	95
Super Score 9-56	75
4 Surf Rider 7-56	75
3-D 11-58	125
Three Deuces 8-55	60
Tic-Tac-Toe 1-59	160
Tim-Buc-Tu 1-56	60
Top Hat 2-58	110
Turf Champ 8-58	110
Wonderland 5-55	50

## ARCADE & NOVELTIES

All-Star Baseball (Wms.) 4-54	\$ 50
Aqua Duck (Cons) 2-55	155
Auto Photo Model 9	995
Auto Photo Model 11	1,845
Auto Test (with sound) (Cap) 9-58	295
Auto Test (without sound) (Cap) 9-56	245
Auto Test Turnpike Tournament (Cap) 9-56	1,295
Bally Targets (Bally) 10-59	295
Balloonomat (Cap) 12-54	50
Bang-O-Rama (Muto) 4-57	25
Bat-A-Score (Evans) 2-54	75
Batter Up (CC) 4-58	150
Batting Practice (Bally) 8-59	250
Big Inning (Bally) 5-58	175
Big League (Wms.) 6-54	35
Big League Baseball (CC) 5-55	35
Big Top (Genc) 11-54	170
Bike Race (Munv) 5-58	450
Bing-O-Reno (Sci) 3-55	325
Bull's-Eye (Bally) 3-55	150
Burp Gun (Dale) 5-57	245
Carnival Gun (Un) 10-54	123
Champion Baseball (Genc) 7-55	50
Circus Rifle Gallery (Genc) 3-57	225

Coon Hunt (Seeb) 2-54	\$120
Crane (Wms.) 3-56	75
Criss Cross Hockey (CC) 9-58	195
Crossfire (Wms.) 3-57	195
Davy Crockett (Genc) 10-56	150
Deco Grandma (Deco) 8-54	100
Deluxe Crusader (Wms.) 5-59	345
Deluxe 4-Bagger (Wms.) 5-56	135
Deluxe Ranger (Keen) 3-55	170
Deluxe Skill Parade (Bally) 1-59	125
Deluxe Vanguard (Wms.) 10-58	285
Derby Roll (Un) 5-55	125
Deuces Wild (Kaye) 10-58	100
Dodge City (Fran) 12-58	100
Drivemobile (Muto) 6-54	135
5th Inning (Un) 6-55	75
Golf Champ (Bally) 8-58	95
Gun Club (Genc) 1-58	300
Gunsmoke (Bally) 4-59	220
Heavy Hitter (Bally) 3-59	250
Hercules (Wms.) 3-59	300
Hi-Fly (Genc) 4-56	35
Horoscope Fortune Teller (Genc) 9-57	95
Hydro Duck (B&W) 10-54	130
Jet Fighter (Wms.) 10-54	95
Peter Pan 4-55	195
Joker Ball (Mid) 10-59	200
Jolly Joker (Wms.) 10-55	50
Jumbo Ten Pins (Wms.) 3-58	75
Jumbo Ten Strike (Wms.) 3-58	105
Jungle Gun (Un) 7-54	95
Jungle Hunt (Exhib) 7-54	170
Jr. Auto Test (Kaye) 5-58	145
Kaye Hockey (Kaye) 5-58	125
King of Swat (Wms.) 5-55	95
Kiss-O-Meter (Exhib) 12-56	115
League Leader (Keen) 4-58	75
Major League (Wms.) 4-54	50
Model 500 Shooting Gallery (Exhib) 3-55	110
Monkey Climb (IEC) 3-55	175
Moon-Raider (Bally) 7-59	290
Motorama (Genc) 10-57	140
1957 Baseball (Wms.) 4-57	175
Pan-O-Rama 800 (Cap) 12-58	195
Peep Barrels (Exhib) 12-56	75
Peppy the Clown (Wms) 12-56	135
Photomatic (Muto) 2-54	295
Photo Machine (Muto) 12-59	495
Pinch Hitter (Wms) 3-59	295
Pirate Gun (Un) 10-56	210
Playland Rifle Gallery (CC) 8-59	365
Polar Hunt (Un) 4-55	155
Quarterback (Genc) 9-55	50
Ranger (Keen) 3-55	155
Red Ball (Mid) 5-59	170
Rifle Gallery (Genc) 9-55	85
Rock 'n' Roll (Muto) 5-58	45
Safari (Wms.) 1-55	155
St. Christopher (Muto) 12-58	195
Satellite Tracker (B-L) 12-58	345
Scramball (Keen) 8-58	85
Shooting Gallery (Exhibit) 5-54	95
Shortstop (Wms.) 4-58	225
Sidewalk Engineer (Wms) 4-55	85
Sky Raider (Un) 10-58	293
Sky Rocket (Genc) 5-55	90
Softball League (Exhib) 12-57	295
Space Age (Genc) 3-58	135
Space Gunner (Bally) 5-58	135
Special Deluxe Baseball (Wms) 1-54	50

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# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

<b>NEW YORK</b>	<b>CINCINNATI</b>
-RUNAROUND Regents, Gee	-ONE SUMMER NIGHT Diamonds, Mercury
<b>CHICAGO</b>	-NOW YOU KNOW Little Willie John, King
-PEANUTS Rick and the Keens, Smash	<b>SEATTLE</b>
<b>PHILADELPHIA</b>	-ONE SUMMER NIGHT Diamonds, Mercury
-PITTER PATTER Four Sportsmen, Sunnybrook	-THE ASTRONAUT Jose Jimenez, Kapp
-ST. LOUIS BLUES Cousins, Parkway	<b>MILWAUKEE</b>
<b>DETROIT</b>	-WOODEN HEART (Muss I Denn) Joe Dowell, Smash
-MICHAEL Highwaymen, United Artists	-WOODEN HEART (Muss I Denn) Dave Kennedy, Cuca
<b>BOSTON</b>	<b>NEW ORLEANS</b>
-THE ASTRONAUT Jose Jimenez, Kapp	-VOYAGE TO THE BOTTOM OF THE SEA Frankie Avalon, Chancellor
<b>CLEVELAND</b>	-ONE SUMMER NIGHT Diamonds, Mercury
-MICHAEL Highwaymen, United Artists	<b>HOUSTON</b>
<b>BALTIMORE-WASHINGTON</b>	-BACKLAND FARMER Frankie Miller, Starday
-MIGHTY GOOD LOVIN' Miracles, Tamla	<b>MINNEAPOLIS-ST. PAUL</b>
	-THE ASTRONAUT Jose Jimenez, Kapp

## 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

- RAININ' IN MY HEART, SLIM HARPO.....(Excellorc, BMI) Excello 2194
- \*THE FISH, BOBBY RYDELL..... (Lowe, ASCAP) Cameo 192
- \*SEA OF HEARTBREAK, DON GIBSON. (Shopira-Bernstein, ASCAP) RCA Victor 7890
- \*NATURE BOY, BOBBY DARIN.....(Crestview, ASCAP) Atco 6196
- \*THE SWITCH-A-ROO, HANK BALLARD AND THE MIDNIGHTERS. . . .  
(Ha-La, BMI) King 5510
- LAST NIGHT, MAR-KEYS..... (East, BMI) Satellite 107

### C&W

No selections this week.

### R&B

- \*PLEASE STAY, DRIFTERS.....(11th Floor-Quartet-Walden, ASCAP) Atlantic 2103

**Paid Circulation This Issue**  
**21,917**  
**Including 1,900 Overseas**

the pick of the new releases:

## SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### JOHNNY MAESTRO



**MR. HAPPINESS** (Winneton, BMI) (2:17)—Johnny Maestro comes through with a ringing reading of a happy and bouncy rock and roll effort, that also features a good femme chorus on the backing. Flip is "Test of Love" (Winneton, BMI) (2:36). **Coed 552**

#### JERRY LEE LEWIS



**IT WON'T HAPPEN WITH ME** (Knox, BMI) (2:52)—**COLD, COLD HEART** (Acuff-Rose, BMI) (3:02)—Jerry Lee Lewis handles the top side, a peppy teen-slanted rocker, with his usual verve, supported by his pumping piano. He sings the fine Hank Williams tune on the flip with style. Two strong sides. **Sun 364**

#### ANNETTE



**HAWAIIAN LOVE TALK** (Music World, BMI) (2:15)—**BLUE MUU MUU** (Criterion, ASCAP) (2:05)—The cute and pert songstress sells these two bright sides solidly, over good support by the ork. Top side features some nonsense lyrics and has a vaudeville flavor; flip is a novelty about the muu muu, now fashionable for chicks. **Vista 384**

#### BARRY MANN



**WHO PUT THE BOMB (IN THE BOMP, BOMP, BOMP)** Aldon, BMI) (2:46)—The rock world has been full of funny vocal effects lately and this is a parody of such sounds. It's a mighty cute novelty ditty and it gets a bright performance. Watch it. Flip is "Love, True Love" (Aldon, BMI) (2:26). **ABC-Paramount 10237**

#### RAY SMITH



**LET YOURSELF GO** (Fame-Spartus, BMI) (2:15)—A rip-roaring reading by Smith of a solidly rocking item with a catchy tempo. A lot of feeling here and the side moves. It could happen. Flip is "Johnny the Hummer" (Bloor-H. H., BMI) (2:15). **Infinity 007**

#### DON CORVAY AND THE GOODTIMERS



**SEE ABOUT ME** (Morning Sun, BMI) (2:59)—A solid group effort. Lead man Covey sells the rocker with style and the message, about love and its problems, can register well. This could easily step out. Flip is "Hand Jive Workout" (Morning Sun, BMI) (2:47). **Columbia 42058**

#### THE PLATTERS



**I'LL NEVER SMILE AGAIN** (Pickwick, ASCAP) (2:53)—The group, with its new lead, Sonny Turner, wrap up the tender oldie in a smooth, expressive vocal treatment. An effective side. Flip is "You Don't Say" (Argo, BMI) (2:35). **Mercury 71847**

#### THE ROOMATES



**BAND OF GOLD** (Ludlow, BMI) (2:25)—The boys sell the old Don Cherry hit in relaxed, emotional style. The group made the top 50 of the "Hot 100" with their last disk "The Glory of Love." This one should move out in similar fashion. Flip is "Baby Love" (One O'Clock, BMI) (1:50). **Valmor 10**

#### TIME TONES



**PRETTY, PRETTY GIRL** (Progressive-Clarose, BMI) (2:31) — **I'VE GOT A FEELING** (Progressive-Clarose, BMI) (2:26)—The Time Tones warble with enthusiasm and verve on "Pretty, Pretty Girl," a bright r.&r. ditty. Flip is a pleasant rockaballad, featuring interesting vocal gimmicks by the lads. "Pretty, Pretty Girl" is stronger side. **Atco 6201**

## SPECIAL MERIT SINGLES

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

### Pop Disk Jockey Programming

#### BUDDY GRECO

- ★ ★ ★ **AROUND THE WORLD** (Liza, ASCAP) (2:26) Epic 9451

(Continued on page 30)

● **Reviews of New Singles**

● *Continued from page 29*

★★★★  
**STRONG SALES POTENTIAL**

**POPULAR**

**CAL CARTER**  
★★★★ Theme From Master of the World — VEE JAY 393—Here's the theme from the soon-to-be-released picture. Tunes was written by Les Baxter. Side features moody fiddling and rippling piano passages. Could gain spins. (Harlene, ASCAP) (1:45)

★★★★ Balloon Waltz—From "Master of the World," comes this pretty theme material, with a soft, bubbly quality. Spinnable. (Harlene, ASCAP) (2:17)

**JOE BARRY**  
★★★★ Teardrops in My Heart—SMASH 1710—Barry, recently hot with "I'm a Fool to Care," chants this in his individual style. The rockabilly arrangement uses a typical triplet figure. (2:20)

★★★★ For You, Sunshine—This country-tinged tune is marked by an exciting drum figure. Chanter sounds very much in the Fats Domino groove here (2:17)

**THE LIMELITERS**  
★★★★ A Hundred Years Ago — RCA VICTOR 7913—Here's a martial air, based on the events of 100 years ago. It has the folk flavor and it's all about the Civil War scene. Watch it. (Amadeo, ASCAP) (2:01)

★★★★ Peco Peco—A tongue twister of a tune, employing a Spanish lyric in the Mexican idiom. Boys hand it a spirited job of diction. (Amadeo, ASCAP) (2:11)

**DALE HAWKINS**  
★★★★ Wish I Hadn't Called Home—TILT 783—A blues done to an easygoing rhythmic beat in the guitar. Hawkins hands it a stylish reading, against a growing fiddle sound. Could pull some play. (Tree, BMI) (2:05)

★★★ Forbidden Love — An upbeater with Hawkins contributing a neat vocal in the Roy Hamilton style, against a femme chorus. (Tree, BMI) (2:00)

**THE WANDERERS**  
★★★★ I'll Never Smile Again—CUB 9094—Tommy Dorsey hit tune is given the f.&b. approach by the group. Lead turns in quite a spirited job. Side merits a listen. (Pickwick, ASCAP) (2:29)

★★★ A Little Too Long — A medium rocker tune, employing the "ba-ba" bass

voice sound in the intro. Boys do well with fair material. (Winneton, BMI) (2:17)

**THE TRONICS**  
★★★★ Cantina—LANDA 676—A bright tune on the order of a number of foreign imports is sold brightly by the band on this happy side. (Painted Desert, BMI) (2:16)  
★★★★ Pickin' and Stompin'—Good instrumental side by the Tronics that could get some spins. (Painted Desert, BMI) (2:14)

**THE KIRBY STONE FOUR**  
★★★★ Fascination — COLUMBIA 42059  
Cute side by the Kirby Stone Four that has a chance to take off. It has a fine sound and it's a real happy side. Watch it. (Acuff-Rose, BMI) (2:03)

★★★ "A OK!" (All O.K.)—This is a fair novelty side, handled well by the group, but the flip is the one with power. (Evergreen, ASCAP) (2:07)

**VIGOR FISHER**  
★★★★ Teen-Ager's Blues—MALA 438—Frantic warbling stint by Fisher on bouncy rhythm ditty with standout country-flavored backing. (Republic, BMI) (2:01)

★★★ Al Caplone—Again the infectious backing is a standout; while Fisher vocalizes in okay fashion on catchy novelty. (Republic, BMI) (2:34)

**SUSAN DWIGHT AND THE MINKS**  
★★★★ Lois Luck — ERMINE 31 — A bright rocker record with a stuttering tenor sax between phrases of the gal group. Male voice pleads with the gals in spots. Side could grab spins.

★★★ Tingle Tingle—A cha cha rhythm number by the thrush, who has a thin, high-pitched voice. Flip is better. (Venetia, BMI) (2:15)

**GABRIEL AND THE ANGELS**  
★★★★ Zing (Went the Strings of My Heart)—AMY 823—Effective rock and roll group vocal treatment of the great standard. Dual market wax. (Harms, ASCAP) (2:21)

★★★ The Rooster—Okay performance by group on catchy novelty-rhythm tune, but flip is better side. (Aim-Mary Hill, BMI) (2:10)

★★★ It Ain't Necessarily So—The "Porgy and Bess" standard gets the moody Davis approach in slow tempo, with a lot of cymbal work in the rhythm. Big band is batoned by Gil Evans. From the album "Porgy and Bess." (Gershwin, ASCAP) (2:19)

**MILES DAVIS**  
★★★★ I Could Write a Book — PRESTIGE 195—Tasteful interpretation of the great Rodgers and Hart standard with the usual standout solo work by Davis. Should do well on jazz boxes. (3:37)

★★★★ When I Fall in Love—Feelingful trumpet soo work by Davis on a relaxed instrumental treatment of the oldie. Two fine sides. (2:25)

★★★ **MODERATE SALES POTENTIAL**

**JAZZ**

**JOHNNY (HAMMOND) SMITH**  
★★★★ Sticks and Stones — ★★ The End of a Love Affair. PRESTIGE 193

**GENE AMMONS**  
★★★★ Namely You—★★★ Miss Lucy. PRESTIGE 201 (33).

**WILLIS JACKSON**  
★★★★ He Said, She Said, I Said—★★★ Careless Love. PRESTIGE 194.

★★★★ **STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**ROY ACUFF**  
★★★★ Little Mary — HICKORY 1149—Acuff chants this sad country song in his pure style, accompanied by traditional instrumentation. Fine for c.&w. jocks. (Acuff-Rose, BMI) (2:35)

★★★★ Lost John, He's Gone—Excellent performance of this folkish tune. Acuff does the tune with a real mountain sound. (Acuff-Rose, BMI) (2:35)

**LEON McAULIFF**  
★★★★ Cozy Inn — CIMARRON 4050—Here's a sort of country "Hernando's Hideaway" idea. Cozy Inn is a sort of lover's lane. Catchy wax that could grab country action. (Pamper, BMI) (2:43)

★★★ Ain't Gonna Hurt No More—A medium beat country tune with a blues quality. McAuliff turns in a listenable performance with a chorus assist. (Tree, BMI) (2:03)

**LIMITED SALES POTENTIAL**

**POPULAR**

**THE GEMS**  
Slave-Girl — Hernando's Hideaway. UP-TOWN 1001.

**FRANK D'RONE**  
If You Were the Only Girl in the World—Again—MERCURY 71846.

**THE REGALS**  
See You in the Morning—Yes, My Love. LAST CHANCE 3.

**DICK BUSCHER AND THE CLICHES**  
Outlaw—Wayward Wind. CUCA 1040.

**SONNY MARSHALL**  
Minneapolis Blues—Gee, How I Wish He Were Taller. ECHO 5040.

**COUNTRY & WESTERN**

**B. J. JOHNSON**  
Please Change—Till the End of Time. CARMA 502.

**FRANK WEBB AND THE GLAD DAY SINGERS.**  
I Looked All Over Heaven—He'll Make a Rainbow. LAND-MARK 001.

**DOUG SWANEY**  
Fool About My Baby—Precious Gift. CARMA 503.

**RHYTHM & BLUES**

**WALTER BROWN**  
You Are on My Mind—You're Why I Sing the Blues. STARTIME 3484.

**ROOSEVELT WILSON**  
Enchanted Hours — Caroline. BULLS EYE 1135.

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

**German Fed. Group Asks Probe**

● *Continued from page 8*

money on administration. The deputy is himself an author and he had a personal interest in whether composers and authors were being, in effect, short-changed by excessive GEMA administrative expenditures.

Independent observers believe that Parliament, once the probe gets up a full head of steam in the autumn, will deal severely with the composer and artist organization in terms of regulation.

GEMA, in their opinion, has antagonized a wide section of West German public opinion by ill-timed and extravagant royalty campaigns. The refugee example cited by Ehren is typical.

Refugees, of whom there are 10 million in West Germany or one-fifth of the nation's population, are this country's most potent single political force. It is said every German is either a refugee, related to a refugee or considers himself (in view of Nikita Khrushchev's rocket-rattling) a potential refugee.

GEMA, moreover, has been striking out in the direction of schools, sport organizations and anybody with an interest in music. The schools, to illustrate, have only recently received GEMA's consent to play its music at nonprofit affairs attended by the student body and parents only. Prior to this, GEMA had demanded royalty payments from each school function even if attended only by students and teachers.

Of late, GEMA has been preoccupied with tape recorders, which the performing rights group declares to be a bone in its throat.

GEMA has been waging hot legal warfare against Grundig of Fuerth-Nuremberg, Europe's largest producer of tape recorders. GEMA demands that Grundig advertise, in connection with sale of its tape recorders, that taping of music is expressly prohibited unless sanctioned by GEMA.

There has been talk of organizing a "GEMA Gestapo," which would then track down tape-recorded music malefactors. Apparently with this end in view, GEMA took Grundig to court to compel the electronics firm to maintain a list of every purchaser of tape-recording equipment.

Grundig contended, however, that supplying GEMA with such information would constitute an "invasion of privacy" and a "breach of personal rights."

The court upheld Grundig but

**Enoch Light Stresses**

● *Continued from page 3*

mand Classics, which is entirely recorded on 35-mm. film.

The new classical line's first releases feature two albums by William Steinberg and the Pittsburgh Symphony Ork; LP's by the Conservatoire Ork, with Andre Vandernoot conducting; the Orchestra National of Paris with Vandernoot, and the Concerts Colonne Ork under Pierre Dervaux.

Although Light minimizes the importance of deals (as compared to quality product) in the recording field today, Command is currently being offered to distributors on a buy-six-get-one-free basis. The plan was presented at the meet by Loren Becker, Command-Grand Award sales manager.

Also showcased at the meeting was the new Command pop album product, highlighted by "Stereo — 35-MM.," an album of musical comedy standards. Special new display racks for Command and Grand Award albums were also unveiled—along with a new mobile for windows, hangers, streamers and easel.

In addition to Am-Par President Sam Clark, Light and Becker, speakers at the Florida conclave included the label's Eastern sales manager, Charlie Trepel, and sales staffers Gene Goodman, Hugh Dallas and Earl Woolf.

ruled that GEMA might informally contact Grundig dealers and advise them of the legal situation with respect to recording GEMA-controlled music.

The court left it to GEMA's discretion as to the means to be employed in getting its pay-up message across to tape-recorder purchasers who poach on the GEMA preserve.

The Bundestag motion for a probe of GEMA affairs is the third setback handed the German society in recent weeks. Aside from the Grundig decision by the Berlin court, GEMA also lost a lawsuit against the U. S. Military's Armed Forces Network (AFN) in West Germany.

GEMA sued AFN for royalties on all music played by the network over its six stations in West Germany. GEMA contended that around 50 million Europeans "eavesdrop" on the G.I. radio, and that AFN is responsible for the fact this huge listenership enjoys GEMA music sans payment.

AFN rejected the suit on the grounds it is a U. S. government instrumentality and enjoys extra territorial status in this country. The courts upheld the U. S. military.

**Musicians' Fund**

● *Continued from page 12*

1947 under former AFM chief, James Petrillo, to provide employment for musicians by financing free concerts.

Strongly symbolic of the changing order of the times, was the eventual agreement even by Chicago Local 10, after it held a hurried phone confab with its veteran leader, Petrillo.

Under the trust fund, small royalties on the sale of recordings (one per cent of gross sales) and TV film go into the fund, which has paid out over \$5,000,000 a year to an average of almost 35,000 musicians for free concerts. Although Kenin praised the fund as a great historic achievement, he said that in this era the AFM negotiators must be left free to change the trust fund formula if necessary.

**Atlantic-Atco Notes**

● *Continued from page 2*

jazz, pop, or a combination of all three markets.

Other new albums merchandising aids introduced at the meet included a permanent presentation catalog — a leather-bound book featuring three-by-three-inch reproductions of Atlantic's entire LP catalog; an artist section listing each performer's LP output; and a rundown on reviews and new releases. The Atco presentation book features the label's entire LP catalog with each album cover and liner produced full size.

On the basis of initial LP orders on the new album merchandise, Sachs estimates the program ultimately should chalk up \$750,000 in sales.

**WMGM, and WINS**

● *Continued from page 3*

uting firms to pay Gotham direct for playing records.

The FCC says licensee Gotham was well aware of the prevalence of payola practices from at least 1954, and that it knew or "could have known" what payments were made to its station personnel. For this "gross negligence" and its generally poor showing, the agency requires a hearing before WINS can get renewal of license. FCC's information was culled from WINS's replies to the agency's famous payola query of December 1959, from the station's own application and from reports out of the Commission's inquiry into the payola practices.

**"MUSIC, MUSIC, MUSIC"**

**THE SENSATIONS**

argo 5391

**"STRANDED IN THE JUNGLE"**

b/w "DON'T SAY GOODBYE"

**THE VIBRATIONS**

checker 982

**"I GOTTA GET AWAY FROM IT ALL"**

**MITTY COLLIER**

chess 1791



**CHESS**

PROD. CORP.  
2120 S. Michigan  
Chicago 16, Ill.

**Writer for BMW, Ted Wolfram Dies**

COPENHAGEN — Theodore (Ted) Wolfram, Danish correspondent for Billboard Music Week and its associate publications, passed away here and was buried in Copenhagen's Western Church cemetery. Among those present at the interment were representatives of the American Embassy; Mrs. A. M. Stougaard, editor of the Danish amusement trade paper, "Echo"; A. Hersleb, former editor of "Echo"; Mrs. Winkel-Petersen from "Variety"; Kinow and Kasse Stanley, well-known phlegmatic acrobats who now are agents in Copenhagen; Harry Pless of the Danish Artists' union; the agent Renan; and Paul Neve, manager and former Billboard correspondent.

Wolfram was 72. The veteran European correspondent was a member of the Billboard editorial staff in New York from 1944 until 1950 after having previously been Paris correspondent. Since 1944, he had served in Europe again, first in Berlin and in recent years in Copenhagen.

HIGH FIDELITY now offers your customers broad coverage of new records and tapes, high fidelity equipment, exciting personalities in music.

And it offers you two important new areas of profit:

1—You buy copies for 36c, sell them for 60c... make a 40% profit on each sale. Unsold copies may be returned for full credit.

2—The editorial material and the advertisements in HIGH FIDELITY help bring your customers into your store again. HIGH FIDELITY stimulates them to buy what you sell.

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!

**EXTRA PROFITS FOR RECORD AND COMPONENT DEALERS**

For a few square inches of display space on your counter you can net hundreds of extra dollars.

So fill out the handy order form below and mail it today. The sooner you do it... the sooner the profits begin.

high fidelity

To: HIGH FIDELITY, The Publishing House, Great Barrington, Mass.

Please send me, each month, \_\_\_\_\_ copies of HIGH FIDELITY.

(Retail price: 60c, I pay 36c; minimum order: 5 copies)

I will pay within 60 days of receipt of copies, returning unsold copies for full credit.

Store \_\_\_\_\_

Address \_\_\_\_\_

Signature \_\_\_\_\_

**BILL HENDERSON'S**

smash single hit

**"MY HOW THE TIME GOES BY"**

VeeJay 391

from his new album **VEE JAY** 1031

D.J.'s: Write for samples to VeeJay, 1449 S. Michigan, Chicago 5.



GIVE TO DAMON RUNYON CANCER FUND

**MIGHTY GOOD LOVIN'**

THE MIRACLES

Tamla #54044

Tamla/Motown—2648 W. Grand, Detroit 8

**ON RIVERSIDE: 2 MORE CANNONBALL ADDERLEY CHART CRACKERS!**

1. (#4501) Sensational follow-up to his smash "African Waltz" single

**THE UPTOWN**

2. (RLP 377) An album full of that explosive big band sound

**AFRICAN WALTZ**

CANNONBALL ADDERLEY ORCHESTRA


disc jockeys: if you haven't received The Uptown, write Riverside Records, 235 W. 46 St., N.Y.C.

Week... African Waltz  
 Night Winner... African  
 Best Bet... The Up  
 Spotlight... Th  
 Bill Gavin's  
 Pick... The Uptown  
 Cash Box—Pick Of  
 Week... The Uptown  
 Billboard—Spotlight Winne  
 African Waltz (RLP 377)  
 Cash Box—Jazz Pick Of  
 The Week... African Wa  
 (RLP 377) Billboard—Late Pop  
 Spotlight... The Uptown (4501)  
 Bill Gavin's Personal Pick... The Up  
 (4501) Cash Box—Pick Of The Week  
 ... The Uptown (4501) Billboard—  
 Spotlight Winner... African  
 Waltz (RLP 377) Cash Box—  
 Jazz Pick Of The Week...  
 African Waltz (RLP 377) Picki  
 the Picks... The Uptown (4501)

The Hit Sound of...  
**GLORIA LYNNE**  
THIS LITTLE BOY OF MINE  
IMPOSSIBLE  
EVEREST 19418



**DIRECTIONAL**  
THE MIRACLE OF SOUND IN MOTION  
III SOUND III  
A PRODUCT OF PREMIER ALBUMS, INC.  
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A Smasher!!  
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The Ly-Dells  
Master 251  
Master Records are distributed nationally by Roulette Records

Taking Off!  
"A LITTLE BIT OF SOAP"  
The Jarmels  
LAURIE 3098

Original Hit!!  
Theme from  
**LA DOLCE VITA**  
#245  
on 20th FOX

A MONEY-IN-THE-BANK-HIT!  
Rusty & Doug  
**LOUISIANA MAN**  
HICKORY #1137



Say You Saw It in  
Billboard Music Week

The pick of the new releases:  
**SPOTLIGHT ALBUMS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

Continued from page 20

**Sacred**  
FESTIVAL OF RCA VICTOR ARTISTS VOLUME 2  
GOSPEL SING

Various Artists. RCA Victor LSP 2330 (Stereo & Monaural)—This is a sort of convocation of the top names in Victor's sacred roster and the set should have powerful appeal to gospel fans in general and followers of the many singers represented. The line-up includes the Blackwood Brothers, the Statesmen, Don Gibson, Jim Reeves, the Johnson Family, Ted and Gloria Roe and the Billy Graham Crusade Choir. Fine all-star wax.

**Spoken Word**  
THE FANCIFUL WORLD OF OGDEN NASH

Capitol SW 1570 (Stereo — Monaural) — The highly literate, humorous and colorful prose-styled poetry of Ogden Nash make this spoken word LP a delight. The author reads his own writings, all rather short poems of the type that fascinate readers of the New Yorker in which his work is published regularly. The Nash wit and perception comes through on these tracks with much elegance. His voice and reading style are well-nigh perfect for the written material. Glenn Osser provides a fitting musical backdrop for the whimsical readings.

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

★★★★ NOW HERE'S JOHNNY CASH  
Sun SLP 1255—Some great old sides by Johnny Cash, from the Sun vaults, have been repackaged for this new album. True fans will dig them for sure, since this is the earlier Cash, with the more truly country sound. "Hey Porter," "Home of the Blues," "Story of a Broken Heart" and "Oh Lonesome Me" are samples.

★★★★ GREAT BANDS WITH GREAT VOICES  
SI Zentner Orchestra & Johnny Mann Singers. Liberty LMN 13009—An elaborate package featuring colorful arrangements and an eye-catching, die-cut cover. The big band sound is applied to such familiar things as "Dreams," "Flamingo," "Little White Lies," and Ben Bernie's old theme song, "It's a Lonesome Old Town." Fine stereo quality with the Zentner ork and the Mann Singers performing with a real touch.

★★★★ DONNY BROOK  
The Pete King Orchestra. Kapp KL-1243  
Pete King offers selections from the Broadway show score of "Donnybrook" wrapped in colorful and imaginative arrangements. Highlights of the score by composer-lyricist Johnny Burke presented here, are "Sez I," "Wishes Wurra," "A Toast to the Bride" and "Dee Lightful Is the Word." Prime item for collectors of show music and good programming material for the jockeys.

★★★★ THE FOLK SONG WORLD OF JIMMY RODGERS  
Roulette 25150—Here is a broad range of folk material, done in Rodgers' distinctive, warm style. "Hush Little Baby," "Boll Weevil," "Midnight Special" and "A Little Dog Cried" are examples. Well-recorded.

★★★★ THE MAGIC OF THEIR SINGING  
The Harry Simeone Chorale. 20th Century-Fox TCF 108-2—This handsome packaged double-fold two-LP set spotlights attractive, varied vocal treatments by the Simeone Chorale of a flock of nostalgic oldies and originals. The charming line-up—all with strong appeal as jockey programming—includes "Red Wing," "La Dolce Vita," "You'll Never Walk Alone," "Little Od Lady," "When the Red Red Robin," "Lazy Bones," and many others.

★★★★ A NIGHT WITH RUDOLF FRIML  
Earl Wrightson, Lois Hunt. Columbia CS 8430 (Stereo & Monaural)—A quality treat for light operetta fans. Frank DeVol provides standout ork backing while Wrightson and Lois Hunt display rich, full legit-styled vocal talent on the familiar show standards. Sections include "Songs of the Vagabonds," "Rose Marie," "Indian Love Call," "The Donkey Serenade," "Only a Rose," and other Friml oldies.

★★★★ 50 GUITARS GO SOUTH OF THE BORDER  
The 50 Guitars of Tommy Garrett. Liberty LSS 14005 (Stereo)—Here is a quality

package for sound bugs and guitar music devotees. Laurindo Almeida's standout guitar solos are backed by a group of ace jazz and Mexican guitarists, including Barney Kessel, Al Viola and Jose Barroso. The results are unusual and exciting. Selections include "Guadalajara," "Frenesi," and "Adios."

★★★★ POLLY BERGEN SINGS THE HIT SONGS FROM DO RE MI AND ANNIE GET YOUR GUN  
Columbia CS 8432 (Stereo & Monaural)—The thrush is in fresh, vibrant vocal form on this showmanly package of Broadway hit score songs. Ably backed by Luther Henderson's ork, Miss Bergen sings "There's No Business Like Show Business," "I Got Lost in His Arms" and other tunes from "Annie Get Your Gun," and six songs from "Do Re Mi," most effective of which is "Make Someone Happy." Bright, spinnable wax.

**LOW PRICED POPULAR**

★★★★ MY GYPSY LOVE  
Frank Chacksfield and His Orchestra. Richmond S 30093 (Stereo & Monaural)—A program of standard tunes associated with the gypsies is given the lush orchestral treatment by Frank Chacksfield and his orchestra. The string section sounds particularly good in this fine stereo reading and conveys vividly both the sad and gay moods of the gypsy. Highlights are "Golden Earrings," "At the Balalaika," "Play to Me, Gypsies," "Gypsy Moon" and "Tjigane." Potent item at the low price.

★★★ MODERATE SALES POTENTIAL

★★★★ TWIN MELODIES SOLO ORGAN  
Mark Laub. Columbia CS 8451 (Stereo & Monaural).

★★★ BALLADS OF THE BLUE AND GRAY  
Marijohu with the Jordanaires. Columbia CS 8441 (Stereo & Monaural).

★★★ MAYSJA SINGS SONGS BEFORE DAWN  
Columbia CS 8426 (Stereo & Monaural).

★★★★ JOAN SHAW SWINGS FOR SWINGERS  
Epic BN 601 (Stereo & Monaural).

**LOW PRICED POPULAR**

★★★★ I'M YOURS FOR DANCING  
Rubino and his Dance Ork. Telefunken TPS 12518 (Stereo & Monaural).

(Continued on page 33)

BILLBOARD MUSIC WEEK  
**HOT C&W SIDES**

FOR WEEK ENDING JULY 16  
TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.
1	5	7	7	HEARTBREAK U. S. A., Kitty Wells, Decca 31246..... 7
2	1	1	1	HELLO WALLS, Faron Young, Capitol 4533..... 17
3	3	3	3	I FALL TO PIECES, Patsy Cline, Decca 31205..... 15
4	4	6	6	SWEET LIPS, Webb Pierce, Decca 31249..... 6
5	2	2	2	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193..... 18
6	6	4	5	LOOSE TALK, Buck Owens & Rose Maddox, Capitol 4550..... 8
7	10	15	19	TENDER YEARS, George Jones, Mercury 71804..... 4
8	9	16	27	HILLBILLY HEAVEN, Tex Ritter, Capitol 4567..... 4
9	7	9	10	OKLAHOMA HILLS, Hank Thompson, Capitol 4556..... 7
10	8	5	4	FOOLIN' AROUND, Buck Owens, Capitol 4496..... 24
11	12	17	21	SAN ANTONIO ROSE, Floyd Cramer, RCA Victor 7893..... 4
12	11	8	12	WRECK ON THE HIGHWAY, Wilma Lee & Stoney Cooper, Hickory 1147.. 5
13	14	19	25	SEA OF HEARTBREAK, Don Gibson, RCA Victor 7890..... 4
14	13	11	8	HEART OVER MIND, Ray Price, Columbia 41947..... 17
15	17	13	14	BEGGAR TO A KING, Hank Snow, RCA Victor 7869..... 9
16	24	23	20	WHEN TWO WORLDS COLLIDE, Roger Miller, RCA Victor 7878..... 6
17	18	25	23	THOUGHTS OF A FOOL, Ernest Tubb, Decca 31241..... 6
18	22	28	—	MY EARS SHOULD BURN, Claude Gray, Mercury 71826..... 3
19	15	12	13	FROM HERE TO THERE TO YOU, Hank Locklin, RCA Victor 7871..... 6
20	21	30	—	THERE MUST BE A BETTER WAY TO LIVE, Kitty Wells, Decca 31246.. 3
21	19	18	11	MENTAL CRUELTY, Buck Owens & Rose Maddox, Capitol 4550..... 9
22	16	14	16	DON'T LET YOUR SWEET LOVE DIE, Don Reno & Red Smiley, King 5469. 7
23	27	—	—	BIG RIVER, BIG MAN, Claude King, Columbia 42043..... 2
24	23	20	28	ONE WAY STREET, Bob Gallion, Hickory 1145..... 4
25	25	26	26	DIME A DOZEN, Shirley Collie, Liberty 55324..... 5
26	29	—	—	TOO MANY TIMES, Don Winters, Decca 31253..... 2
27	—	—	—	KISSES NEVER LIE, Carl Smith, Columbia 42042..... 1
28	—	27	18	THREE STEPS TO A PHONE, George Hamilton IV, RCA Victor 7881..... 4
29	20	10	9	FLAT TOP, Cowboy Copas, Starday 542..... 8
30	—	—	—	PO' FOLKS, Bill Anderson, Decca 31262..... 1

All The Way  
**"THE BOLL WEEVIL SONG"**  
BROOK BENTON  
#71820  
Mercury RECORDS

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"HOW LONG DOES IT HURT  
(When a Heart Breaks)"  
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Milestones #2008  
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Allied Record Distributing Co.  
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THE SINGLE . . . THE TRADE  
DOUBLE "PICKED"

The Billboard ★ Music Vendor

"ST. JAMES  
INFIRMARY"

2 BIG HITS by BIG  
BOBBY "Blue"  
BLAND

The Cash Box ★ Music Reporter

"DON'T CRY  
NO MORE"

DUKE RECORD 340

The Two Biggest Hits  
In the Country!

THE FISH  
BOBBY RYDELL  
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LET'S TWIST  
AGAIN  
CHUBBY CHECKER  
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Philadelphia, Pa.

Her Newest!!  
CONNIE FRANCIS  
"TOGETHER"  
and  
"TOO MANY  
RULES"  
K 13019

MGM Records

His Best Selling Album

"ADAM AND  
EVENING"

ADAM WADE  
LPC-903  
(Mono & Stereo)

COED  
RECORDS  
1619 Broadway  
New York, N. Y.

● **Reviews of New Albums**

● *Continued from page 32*

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

★★★★ JAZZ REUNION  
Fee Wee Russell and Colman Hawkins.  
Candid 8020 (Stereo & Monaural)—The  
reunion of Fee Wee Russell and Coleman  
Hawkins, their first recording together in  
30 years, has produced some very attractive  
jazz. Aided and abetted by a strong jazz  
combo, the two veterans turn in some first-  
rate solos on "If I Could Be With You,"  
"All Too Soon," an original, "Tin Tin  
Deo." Arrangements are by Nat Pierce,  
who also plays piano on the date, and the  
charts are nicely uncluttered. Strong wax,  
especially for the sentimentalists.

★★★★ ROLL CALL  
Hank Mobley. Blue Note 4058 — Hank  
Mobley comes through with a flock of  
exciting performances on this bright, swing-  
ing album. In addition to Mobley's relaxed  
tenor work, the set shows off first-rate  
blowing by Freddie Hubbard, Wynton Kelly  
on piano, Paul Chambers on bass and Art  
Blakey on drums. Among the best sides  
are "Roll Call" and "Take Your Pick."  
Good wax here.

★★★★ WHISTLE STOP  
Kenny Dorham. Blue Note 4063—Dorham  
and a company of swingers turn in a  
series of tunes, from Dorham's own pen  
and dedicated in a way to the trumpeter-  
writer's own Southwestern homeland. The  
titles illustrate this — "Sunset," "Whistle  
Stop," "Sunrise in Mexico," etc., and in the  
arrangements, Dorham attempts to picture  
some of these concepts musically. A worth-  
while experiment of what might be called  
"picture" writing, with a fine line-up of  
Hank Mobley, tenor; Kenny Drew, piano;  
Paul Chambers, bass; and Philly Joe Jones,  
drums, backing Dorham's horn.

★★★★ STRAIGHT AHEAD  
Abbey Lincoln. Candid 8015 (Stereo &  
Monaural)—Miss Lincoln, who at an earlier  
point of her career was somewhat identi-  
fied with the supper club scene, sticks  
strictly to jazz here in a series of emotional  
ballads, one of them with a strong tie  
with Africa and Negro nationalism, another  
with a whispered memory of Billie Holiday.  
Her singing has vitality and sensitivity,  
albeit there are moments, too, of a certain  
harshness. The gal, however, has come a  
long way in expressing herself here and  
she is well-abetted by Max Roach, Cole-  
man Hawkins and Mal Waldron, among  
others.

★★★★ CECIL PAYNE PERFORMING  
CHARLIE PARKER MUSIC  
Charlie Parker PLP 801—This is the first  
live recording date of this label, and it's  
a swinging disk. Cecil on baritone, with  
Clark Terry on trumpet, Duke Jordan on  
piano and Charles Persip and Ron Carter  
on drums and bass play such Parker origi-  
nals as "Cool Blues," "Relaxin' at Cam-  
pillo" and "Bongo Beep." "Communion" is  
by Payne.

★★★★ THE CHICO HAMILTON  
SPECIAL  
Columbia CS 8419 (Stereo & Monaural)—  
Quintet's personnel here is new, except for  
Chico and Nat Gershman on cello. The  
group has an earthy yet tasteful quality,  
and Chico's drum work never intrudes.  
Material includes "Don't Get Lost," "Lady-  
bird," and "Autumn Leaves." Very fine.

★★★★ LIONEL HAMPTON—GREAT  
JAZZ SESSIONS OF THE 30'S AND 40'S  
RCA Victor LPM 2318—Here's a set for  
collectors. The sides were cut between 1937  
and 1939 and the appeal lies mainly with  
the presence of such names as Nat Cole  
(on piano), Johnny Hodges, Coleman Haw-  
kins, Chu Berry, Benny Carter, and a host  
of other along with Hamp. The classics  
include "Jack the Bellboy," "Whoa Baby,"  
and "Ring Dem Balls."

★★★ MODERATE  
SALES POTENTIAL

★★★ TOGETHER  
Joe Williams, Harry (Sweets) Edison.  
Rolette R 52069.

★★★ RIGHTS OF SWING  
Phil Woods. Candid 8016 (Stereo &  
Monaural).

★★★ AD MAN AFTER HOURS  
Various Artists. AMR AM 1.

CLASSICAL LP'S

★★★★ STRONG  
SALES POTENTIAL

★★★★ BEETHOVEN: PASTORAL  
SYMPHONY  
Concertgebouw Orchestra of Amsterdam  
(Sawallisch). Epic BC 1134 (Stereo & Mono-  
aural)—This orchestral group has enjoyed a  
steady sale on records over a long period,  
and this particular disk should be no ex-  
ception. It is beautifully recorded.

★★★★ RICHARD STRAUSS: DON  
QUXOTE  
Pierre Fournier, Cellist; the Cleveland  
Orchestra (Szell). Epic BC 1135 (Stereo &  
Monaural)—The virtuosity demanded of  
the very large orchestra by the Richard  
Strauss tone poem is amply met by the  
Cleveland Orchestra. George Szell's reading  
brings out all the pathos and humanity  
in the Don's character, and breathes life  
into his adventures. The solo parts are  
admirably handled by Pierre Fournier on

cello, Abraham Skernick on viola and  
Rafael Druian on violin. In short, a first-  
class rendition of a colorful work. Liner  
notes make it possible for listeners not  
acquainted with the music to follow the  
program.

LOW PRICED CLASSICAL

★★★★ DVORAK: CONCERTO IN A  
MINOR BEETHOVEN: 2 ROMANCES  
FOR VIOLIN AND ORCHESTRA  
Joan Field, Violinist; the Berlin Sym-  
phony (Rother). Telefunken TCS 18046  
(Stereo & Monaural)—The violin perfor-  
mance of Joan Field lends a singing quality  
to these sides. Good sound and balance  
both in the concerto and the romances.  
Could be a rack seller.

★★★★ DVORAK: SLAVONIC  
DANCES  
The Vienna State Opera Orchestra (Rossi)  
Vanguard SRV 121 SD (Stereo)—Here is a  
new type of stereo demonstration disk,  
available at the special price of \$2.98  
(\$1.98 monaural). Unlike other demo items,  
which usually include selected passages from  
different albums, this is devoted entirely  
to the colorful, richly hued Slavonic Dances  
op. 46 and op. 72. The two works encom-  
pass 12 separate short segments full of the  
folklore of Bohemia. The recording is hand-  
somerly done, providing a splendid stereo  
demonstration and some top-notch listening  
for fans of this musical culture.

★★★ MODERATE  
SALES POTENTIAL

★★★ BRAHMS: PIANO QUARTET IN  
G MINOR  
Festival Quartet. RCA Victor LM 2473.

★★★ BEST LOVED GERMAN SONGS  
Erich Kunz. Vanguard VRS 1063.

★★★ SCHOENBERG: VERKLAERTE  
NACHT; FAURE: LA BONNE CHANSON  
Various chamber artists; Martial Singher,  
baritone. (Columbia MS 6244 (Stereo &  
Monaural).

LOW PRICED CLASSICAL

★★★ MOZART: VIOLIN CONCERTO  
NO. 5 IN A MAJOR; MENDELSSOHN:  
VIOLIN CONCERTO IN E MINOR  
Joan Field, Violin; Berlin Symphony Or-  
chestra (Albert). Telefunken TCS 18044  
(Stereo & Monaural).

★★★ TCHAIKOVSKY: SYMPHONY  
NO. 4  
L'Orchestre de la Suisse Romande (Den-  
zier). Richmond S 29082 (Stereo & Mono-  
aural).

(Continued on page 34)

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happen when  
YOU help  
  
THRU RED CROSS

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I'M GONNA KNOCK  
ON YOUR DOOR  
CADENCE 1397



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JULY 5, 1961

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(STARDAY 424). AIRSHIP 10,000  
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\*Red Jones, KILT, Houston, Broke the Record Originally 2 Weeks Ago!

**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	Title	Weeks on Chart
1	1	NEVER ON SUNDAY - Esteem-Sidmore (BMI)	10
2	2	EXODUS - Chappell (ASCAP)	33
3	3	CALCUTTA - Pincus-Symphony House (ASCAP)	28
4	7	SAN ANTONIO ROSE - Bourne (ASCAP)	2
5	9	WONDERLAND BY NIGHT - Roosevelt (BMI)	25
6	4	APACHE - Regent (BMI)	18
7	6	LAST DATE - Acuff-Rose (BMI)	30
8	5	WHEELS - Dundee (BMI)	21
9	8	MOODY RIVER - Keva (BMI)	5
10	14	HELLO MARY LOU - January (BMI)	2
11	10	HEY, LOOK ME OVER - Morris (ASCAP)	24
12	11	THE WRITING ON THE WALL - Winneton-Glenville (BMI)	7
13	12	YELLOW BIRD - Frank (ASCAP)	4
14	15	THEME FROM GOODBYE AGAIN - United Artists (ASCAP)	2
15	—	PEPE - Shapiro-Bernstein (ASCAP)	1

—Whitey Ford of "Grand Ole Opry" fame, deserts his wholesome comedy style to indulge in some mildly double-entendre humor, but retains his rural touch. His folksy chatter is funny in a frankly homespun fashion. Should do well in specialized market.

**INTERNATIONAL**

★★★★ WELCOME TO TYROL Various Artists. Epic BF 19013 (Stereo & Monaural)—Those record buyers who are interested in the mountain music of Europe will find this set of much interest. These Tyrolian songs have a good helping of yodeling and one track even has a recording of Tyrolian dancing to the accompaniment of accordion and rhythm. A well-conceived and produced package.

★★★ MODERATE SALES POTENTIAL

**COUNTRY & WESTERN**

★★★★ JIMMY RICHARDSON AND HIS SWINGING HAMMOND ORGAN Starday SLP 145.

**Bobby Rydell Ties With Teens' Shoes**

NEW YORK — Bobby Rydell has made a merchandising tie-up with the Ansonia Shoe Corporation, whereby the Cameo recording star will help launch Ansonia's new teen-age-slanted shoe for girls, tagged Pho-Toes.

A color photo of Rydell is displayed in a clear plastic pocket on the toe of the new shoe. If Rydell isn't the buyer's favorite, any other photo may be inserted in the toe.

The new shoe will be launched by Ansonia with an extensive publicity and advertising campaign, including special window display, featuring life-sized, mounted cutouts of Rydell and his recordings.

**Puerto Rico News**

Continued from page 16

press many of the Latin labels controlled by British Music Enterprises, Odeon among the most important. . . San Juan Records to handle local pressing for Musart of Mexico. . . Frank Crescioni of America label (New York) en route to Caracas to set pressing for his label by Penalver of Venezuela. . . Lino Frago in New York to set pressing for his Frago label

**LATIN AMERICAN**

★★★ HOLIDAY IN BRAZIL Kurt Edelhagen and his Ork. Decca DL 74038 (Stereo & Monaural).

**RELIGIOUS**

★★★ A CARMICHAEL CONCERT The Ralph Carmichael Ork. Word WST 8082 (Stereo & Monaural).

★★★ A CALM RETREAT The Baptist Hour Choir. Word WST 8079 (Stereo & Monaural).

LIMITED SALES POTENTIAL

**COUNTRY & WESTERN**

A LITTLE CLOSE HARMONY FROM DIXIE The Old Hickory Singers. Starday SLP 141.

**Belgian Newsnotes**

Continued from page 16

and is expected among the top five next month.

Other releases this week include two toppers from the BMW charts, U. S. Bonds' "Quarter to Three" (Top Rank from LeGrand) and Dee Clark's "Raindrops" (Top Rank from Vee Jay). From Great Britain a fine interpretation by the Joe Loss orchestra of "Wheels" as a cha cha cha, and Cliff Richard's "A Girl Like You," which hit the best seller list in Britain immediately at No. 14. . . "Barbara Ann" and "Rama Lama Ding Dong" were brought together on one single record by the Crickets, a Belgian ensemble on Fast Records. "I've Got News for You," by Ray Charles, has been released here also.

Among the stars who will make guest appearances at the upcoming European Song Festival at the Casino of Knocke, July 21-27, will be Sister Rosetta Tharpe, Juliette Greco, Philippe Clay, Petula Clark, Colette Dereal, Jacqueline Francois and George Ulmer. Teams consisting of five performers each will represent Belgium, Holland, France, Germany, Italy and Britain. The entire proceedings will be televised.

by a State-side outfit. "El Coqui" on his label is a consistent seller among tourists here.

**Reviews of New Albums**

Continued from page 33

**SPECIALTY LP'S**

★★★★ STRONG SALES POTENTIAL

**RELIGIOUS**

★★★★ OH, GENTLE SHEPHERD Bob Daniels. RCA Victor LSP 2324 (Stereo & Monaural)—Expressive and moving performances of religious songs with a unified outlook that stresses compassion and understanding. These are exemplified by such titles as "The Wandering Sheep," "Bring Them In," "Step by Step," "Beside the Still Waters" and "The Ninety and Nine." Bob Daniels, backed by chorus and orchestra, renders them with the proper feeling of sincerity.

★★★★ FESTIVAL OF RCA VICTOR ARTISTS, VOLUME 1; RELIGIOUS CONCERT Various Artists. RCA Victor LSP 2329 (Stereo & Monaural)—A generous sprinkling of the top artists of the day in the religious field are packaged here in a set that should have standout appeal for its market. Names include Harry Belafonte, George Beverly Shea, Tedd Smith, Tony

Fontane and a host of others. Strong wax with an appealing cover to set the tone. Album is a sort of companion piece to the "Gospel Sing" set also being released by Victor.

★★★★ SQUARE DANCE Captain Stubby and the Buccaneers. Columbia CS 8421 (Stereo & Monaural)—This handsomely packaged LP includes a multi-page booklet, featuring illustrated calls and dance-along instructions for square dancers, in easy-to-follow detail. Bill Shymkus handles the calls capably while bouncy backing is provided by Captain Stubby and the Buccaneers to familiar oldies—"When You and I Were Young Maggie," "Mack the Knife," "Nelly Bly," "My Melancholy Baby," etc.

**COMEDY**

★★★★ BUTTON SHOES, BELLY LAUGHS, AND MONKEY BUSINESS The Duke of Paducah. Starday SLP 148



# 61 on the HOT 100 2nd Week!

**"THAT'S WHAT GIRLS ARE MADE FOR"**

**The Spinners TRI-PHI #1001**

**"CARRY YOUR OWN LOAD"**

**by Johnny & Jackey TRI-PHI #1002**

(of "Lonely & Blue" Fame)

**Tri-Tri RECORDS**  
592 Farnsworth, Detroit 2, Mich.

**Roulette Gets Cash Master**

NEW YORK — Roulette Records last week purchased a master waxing of "Stormy Weather" by Eddie Cash, a Chicago warbler. Cash has inked an exclusive contract with Roulette and the "Stormy Weather" master will be released on the Roulette label. The deal was made by Roulette Vice-President Joe Kolsky and Herb Gronauer of Orchestra, Inc., Chicago.

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The Hit of Today and Tomorrow  
**"TONIGHT"**  
**THE VELVETS**  
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**BILLBOARD  
MUSIC WEEK**

**HOT R&B SIDES**

FOR WEEK ENDING JULY 16

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	2	3	TOSSIN' AND TURNIN', Bobby Lewis, Deltone 1002	7
2	4	6	5	BOLL WEEVIL SONG, Brook Benton, Mercury 71820	7
3	2	1	2	EVERY BEAT OF MY HEART, Pips, Vee Jay 386	7
4	6	7	7	QUARTER TO THREE, U. S. Bonds, LeGrand 1008	7
5	3	5	6	RAINDROPS, Dee Clark, Vee Jay 383	8
6	5	4	4	I DON'T MIND, James Brown, King 5466	7
7	7	3	1	STAND BY ME, Ben E. King, Atco 6194	9
8	13	9	16	PEACE OF MIND, B. B. King, Kent 360	4
9	12	12	12	I LIKE IT LIKE THAT, Chris Kenner, Instant 3229	6
10	9	18	—	I'M COMIN' ON BACK TO YOU, Jackie Wilson, Brunswick 55216	3
11	17	10	9	DRIVING WHEEL, Little Junior Parker, Duke 335	9
12	11	8	8	LONESOME WHISTLE BLUES, Freddy King, Federal 12415	7
13	10	20	—	THE FLOAT, Hank Ballard & the Midnighters, King 5510	3
14	19	22	—	PLEASE STAY, Drifters, Atlantic 2105	3
15	8	19	—	I'VE GOT NEWS FOR YOU, Ray Charles, Impulse 202	3
16	14	13	11	HIDEAWAY, Freddy King, Federal 12401	18
17	20	23	30	THAT'S WHAT GIRLS ARE MADE FOR, Spinners, Tri-Phi 1001	4
18	21	25	28	NO, NO, NO, Chanters, DeLuxe 6191	4
19	23	26	—	IT KEEPS RAININ', Fats Domino, Imperial 5753	3
20	22	21	26	CUPID, Sam Cooke, RCA Victor 7883	4
21	27	—	—	TE-TA-TE-TA-TA, Ernie K-Doe, Minit 627	2
22	15	14	14	POOL THAT I AM, Etta James, Argo 5390	6
23	18	15	13	MOTHER-IN-LAW, Ernie K-Doe, Minit 623	15
24	30	—	20	RAININ' IN MY HEART, Slim Harpo, Excello 2194	4
25	28	29	—	MY TRUE STORY, Jive Five, Beltone 1006	3
26	29	27	29	I'M SO YOUNG, Students, Argo 5386	7
27	16	11	19	YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388	7
28	—	—	—	LAST NIGHT, Mar-Keys, Satellite 107	1
29	26	28	—	GEE, Hollywood Flames, Chess 1787	3
30	—	—	—	THOSE OLDIES BUT GOODIES, Little Caesar and the Romans, Del Fi 4158	1

**British Newsnotes**

Continued from page 16

Brubeck was here for a week's film work... Warner Bros. Records' international director, Bobby Weiss, was in following his round-the-world tour for talks with Decca about future releases... Sol Hurok was looking at shows.

Disk-jockey Alan Freeman due in New York today (10) on his first visit... Artists manager John Kennedy due in Thursday (15)... Chappell's Managing Director Louis Dreyfus was leaving for New York with his wife June 27.

A new company, Cannon Records, is marketing EP's at 6s 11d (97 cents), slightly more than the normal cost of a single. Outlet will be through stationers and bookstalls, at present said to be "tested market reaction." American covers of pop hits are involved.

Atlas Records released a four-LP set of a French language course recorded in Paris... Johnnie Ray will probably record two LP's here during his current stay... British arranger Wally Stott scored an LP of religious music recorded in London last month by Leopold Stokowski and Norman Luboff Singers for RCA Victor.

**Television**

Jo Stafford does ATV's "Sunday Show" July 23... Peggy Lee signed for an ABC-TV special August 26, being taped July 30... Mort Sahl here for a BBC-TV special scheduled for July 19, supported by "Oliver!" star Georgia Brown and the Johnny Dankworth Ork.

Two gold disks — for "Ebb Tide" and "Limelight," recorded originally in 1953, were presented to Frank Chacksfield by Decca during a broadcast July 1... Pat Skinner now represents Richard Gersh in Britain and vice versa... Nelson Riddle recording a "Desert Island Discs" show for BBC-radio during his stay.

Among the issues last weekend were Sam Cooke's "Cupid" (RCA), Brenda Lee's "Dum Dum" (Brunswick) and Jackie Wilson's "I'm Coming Back to You" (Coral). "Cupid" has been covered by new British singer Roy Tierney (Philips).

**MUSIC AS WRITTEN**

Continued from page 6

here for a week's huddles with his Coast branch office and conferences with labels whose wares he issues in stereo tape form.

Liberty last week declared its regular quarterly cash dividend of 10 cents per share, going to stockholders of record June 1 on 197,356 shares of common stock, marking its fourth dividend since going public... Nelson Riddle, now in London scoring the "Lolita" film, will return here in August to conduct the orchestra backing Nat King Cole during his Greek Theater appearance.

Capitol's Peggy Lee will play London's Pigalle Club July 17-August 8, and on August 18 will appear at Monaco's Monte Carlo gala, the annual Red Cross benefit to highlight her European tour. She's also scheduled to tape "An Evening With Peggy Lee" TV special to be shown in England. She returns here in September to appear on NBC-TV's special, "Happy With the Blues."

Anita Bryant was signed for a return headlining run at Atlantic City's Steel Pier July 23-29. She appeared there a year ago... Roberta Linn, currently at Las Vegas' Stardust Hotel, is putting finishing touches on a new act which she will unveil during her Midwestern and Eastern tour later this summer.

Lee Zhitto.

**ITALY**

**Neapolitan Fest Pleases Critics, But Fails to Draw Big Crowds**

By SAM'L STEINMAN  
Piazza S. Anselmo 1, Rome

While most critics seemed to think the songs in the annual Neapolitan Festival were better than those of other years, lesser public participation and the lack of many name singers cut its importance. While the June event was taking place, Mayor Achille Lauro, millionaire shipowner, announced that he would personally sponsor the 9th Festival of Neapolitan Song in September and that he had put up \$160,000 to guarantee its expenses. Among the names announced for the occasion are Caterina Valente, Connie Francis, Anna Moffo, Dalida, and the Mexican combo Miguel Mejia and His Rancheros.

Meanwhile, Festival fever does not let up in Italy. Herbert Landi has announced a Neapolitan Song Festival for New York, October 15, possibly in Carnegie Hall. In Rome, a traveling Argentine Song Festival held forth for five days at the Sistina Theater. Voce del Padrone put together its own Festival, under the title, "Summer in Italy," on an LP with the year's top songs by Sergio Bruni, Bruno Martino, Riccardo Rucchi, Tony Renis, Luciano Virgili, and Elvio Favilla. The Italian record bible, Musica e Dischi, in its latest issue, lists 47 planned or projected Italian song festivals.

**Around the Diskeries**

Italdisc is now giving the build-up to Pier Chini with his first disk "When You Wish"... Carosello is now issuing Disneyland labels... Ricordi has taken over distribution of American Aristocrat records including Argo and Chess-Checker labels... RCA Italiana has become the most active house in issuing new records in the pops field. With Nico Fidenco it has the hottest bet on Italian records today, but is giving equal pushes to the Renato Rascel of "Arrivederci Roma" fame who has just issued his first

screamer, "Crying Love"; Elio Maura with a Hebrew melody, and Tony Dori and the Rome New Orleans Jazz Band in a comedy number, "Sweetie, Make Me a Pizza"... Laura Betti, who will be seen in New York shortly, is now cutting records for Jolly... Any new Domenico Modugno number is a potential best seller and his latest for Fonit is "From My Window." Graz, lots!

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**PRESIDENT URHO KEKKONEN, left, President of Finland, listens to a Wurlitzer stereo juke box at the United States Industries Exposition in Helsinki. More than 100 American firms and their Scandinavian distributors participated in the show, sponsored by the U. S. Department of Commerce's Office of International Trade Fairs.**

## TITO OFFERING TO SWAP TUNA, BRANDY FOR BOXES

VIENNA—Marshal Tito would like to import Western juke boxes, particularly American boxes, but pleads that he can't spare the foreign exchange for cash outlays.

The Marshal, who is regarded in this world waltzland capital as a juke box fan, is negotiating for the importation of boxes with a number of Austrian distributors.

But the problem is one of barter, Marshal Tito being an advocate of autarchy. The Marshal states that while he has no cash, aside from Yugoslav dinars, he is willing to barter tuna fish, slivovitz (the fiery plum brandy) or bauxite for Western juke boxes.

But Vienna juke box dealers are leery of barter deals in principle, and there is no apparent market here for tuna fish, slivovitz or bauxite, although there is talk of developing an Austrian aluminum industry pegged to the country's hydroelectric power.

It was revealed that Marshal Tito's juke box flirtation dates back to the Zagreb trade fair three years ago, a fair at which Western juke boxes were on prominent display.

The Marshal, who is respected here as being an open-minded man as well as a jolly live-it-up type (when things are going his way), took an immediate interest in the juke boxes, speculating that they would be just the thing to brighten up life under the watered-down Yugoslav version of communism.

A number of boxes already have been shipped to Yugoslavia via Trieste as well as Vienna, and industry experts here state these trial shipments indeed have indicated a big potential Yugoslav market for boxes—provided a solution can be found to the payment impasse.

# Chi Ops Seeking City Codes To Curb Loan & Gift Crisis

By NICK BIRO

CHICAGO—Operators here are seeking legislation to curb an increasingly critical location loan and gift problem that Recorded Music Service Association President Earl Kies has described as the No. 1 headache in the city.

RMSA hopes to obtain city legislation prohibiting locations from receiving such loans—especially as a condition for installation of a juke box or amusement game.

Kies noted that loans and gifts in the city are reaching "fantastic proportions," as high as \$2,000 for loans and several hundred dollars for gifts.

### No Fines

The subject was discussed at the recent RMSA meeting here (BMW, June 26), and several operators suggested adopting a resolution within the association prohibiting the giving of loans or gifts by members and assessing fines for members breaking the rule.

Kies, however, pointed out that this would be in violation of anti-trust and other legislation, and could conceivably be termed a restraint of trade.



EARL KIES

Currently RMSA attorney James Brown is drafting legislation which the association hopes to present to the city council.

If successful, the legislation could serve as a model for operators throughout the country—and even more important, could be the first really effective means of controlling loans on a broad basis.

Substance of the legislation would be to put a ceiling on the amount of money an operator could legally lend a location. The legislation could also prescribe requirements for security and collateral.

Except for small amounts, locations then would be forced to go to banks or other legitimate lending agencies.

### Industry Problem

Kies termed the loan and gift problem particularly harmful to the juke box industry because forced operators to tie up the money in loans, preventing them from making needed reinvestment in new equipment and spending the proper amount on new record.

Kies said the practice of making loans and gifts had become increasingly critical in recent years because of the stiff competition for new locations in the metropolitan area.

Many of the city's top-earning locations have been the so-called race and honky-tonk joints—a good number of which are being eliminated by license revocations or urban renewal programs.

### Pro & Con

Seemingly favoring the operators' thinking is a known sentiment of the tavern license board here which in recent years has been opposed to tavern owners paying 4.

*(Continued on page 4)*

# Tavern License Time Roughest on Ops

By BENN OLLMAN

MILWAUKEE — Location loans continue to loom as a vexing issue for coin machine operators here. Each year when the July tavern license renewal date appears, the perennial loan problem comes to a head.

Requests for loans are made at all times of the year. But they are heaviest and most urgent at tavern license renewal time. The July 1 license deadline triggers the annual game of "musical chairs." When the scramble is over, a lot of new faces are seen behind the tavern spigots.

The trick is to hang on to the locations and even come up with a few new ones when the smoke

clears. Since a hefty percentage of the tavern owners are always shy of ready cash at license renewal time, coinmen also find another trick worth knowing: how to emerge gracefully yet still retaining the location after turning down a bid for a loan.

That this is difficult to do, but very necessary in order to remain in the business, operators are in complete agreement.

### Critical View

Operators report that they take a much more critical view of location loan requests nowadays. It is not as easy for a location owner to borrow money from his music and games operator as it was a few seasons back.

For one thing, operators admit that they have been burned to frequently. As one veteran coinman put it: "Too many of the loan requests are from poor risks. Why should we borrow money at high rates to lend to people who too often are bad business managers? It isn't good practice."

A growing number of operators report that they now insist on ample security for loans to location

### Co-Signers' Collateral

"Each loan we make is handled for us through our attorney," reports one suburban coin firm head. "Before we will give a new location a loan we run a check on the owner's reputation and background. We also insist on co-signers, and collateral. If the location owner can't, or won't meet these sensible terms, then we forget about it. Let him get it from a bank."

Most coinmen here are content to get their loan repayments out of the top of equipment receipts. But the more successful firms insist on regular, direct payments.

"Regular direct payments on location loan have a lot of advantages," explains one operator. "(1) It is a bona-fide, business-like arrangement; (2) we know how much we get and when we can expect it; likewise the location is aware of his complete obligation and knows how much he has paid on his loan at any time, and (3) there is a minimum of friction because the location continues to earn its full share of commissions from the machines throughout the life of the loan. When the repayments come off the top of receipts, locations don't feel the obligation they should toward the operator."

# Wurl. Revamps Overseas Set-Up

NORTH TONAWANDA, N. Y.—The Wurlitzer Company this week announced a drastic revamping of its overseas sales program, with the newly integrated domestic and export sales forces to be directed by Robert H. Bear, Bear, who for the last nine years had been domestic sales manager, becomes manager of sales.

The announcement followed the resignation of Arthur C. Rutzen, export sales manager. The resignation became effective Friday (7).

Rutzen is the vice-president, general manager and a director of the newly formed National Automatic Vending Company, Toronto. Rutzen has also resigned as chairman of the Regional Export Expansion Committee of the U. S. Department of Commerce and as a director of the Buffalo World Trade Association, which he served as president in 1952, 1959 and 1960.

In addition to supervising the domestic sales force for automatic

phonographs, Bear will be in charge of export sales for all Wurlitzer products—including pianos, electronic pianos, electronic organs and other musical instruments.

However, sales for Europe and the Near East will continue to be handled by Wurlitzer Overseas A. G., a wholly owned subsidiary.

Several other major changes were made in the Wurlitzer export set-up. They include the following appointments: James J. Cotter as sales manager for Canada, Aus-

tralia, New Zealand, Tasmania and South Africa; Andres Echevarria as sales manager for the Far East, and Masaaki Nagai as sales representative in the Far East.

Cotter joined Wurlitzer in 1948 and has been in the export sales department since 1954. He had been credit manager for the export division.

Echevarria, a nine-year veteran in the Wurlitzer export division, has conducted merchandising

*(Continued on page 45)*



ROBERT H. BEAR



JAMES J. COTTER



ANDRES ECHEVARRIA



WALTER HITCHCOCK

## PHIL. OPS PLAN BANQUET IN NOV

PHILADELPHIA — The Amusement Machines Association of Philadelphia will hold its 32d Anniversary Banquet November 5 at the New Latin Casino. The Jerry Lewis Show has been booked for the occasion, and the record companies are expected to provide talent for the event.

# Philly Operator Gets Rich Reward For Small Favor Shown Blind Boy

PHILADELPHIA — Joe Levin, president of the Blue Ribbon Vending Company here and chairman of the board of directors of the Amusement Machines Association of Philadelphia, has a feeling of satisfaction which is matched by few residents of this city.

It all started a few weeks ago when one of Levin's routemen noticed a blind boy playing a shuffle alley on one of the stops. He reported the incident to Levin, who found out where the boy lived and sent a shuffle alley to his home.

Last week, Levin received the following letter from Mrs. Charles Richman, the boy's mother:

"Since my son, Bruce, can only write Braille, and since you can not read it, he has asked me to write for him and try to tell you how happy you have made him with the shuffle board machine that you sent him through my brother, Vic.

"As Vic has told you, Bruce, who is only seven and a half now, has been having a wonderful time

for two years or more visiting amusement places and playing the various machines.

"Whenever it rained or snowed or for some reason we could not take him for his weekly trip to enjoy his favorite pastime, he would ask why he couldn't have a machine at his home so he could play whenever he wanted to, especially without needing dimes to play.

"Now that his wish has finally come true, he is happy and looking forward to sharing this fun with some of his blind friends and some of the children in the neighborhood.

"Now he can participate in a game on an equal basis with his sighted friends.

"To you who deals with this item, the gift may seem trivial. But let me say that you have given unbounded joy to a little boy.

"In closing, I want to say that a thank you note is hard to write, but my husband and I want you to know how much we appreciate your kindness to our son."



UNITED'S DOLPHIN

## United Shipping Dolphin Shuffle Bowling Game

CHICAGO — United Manufacturing Company this week is introducing Dolphin, new six - player shuffle alley, featuring a new deluxe cabinet design and several play variations.

Dolphin has a modernized hood with a lighted pin indicator, and stainless steel rails along the front

(Continued on page 45)

**WURLITZER**  
**2500**  
ULTIMATE IN  
Automatic  
MUSIC

**SPECIAL**  
GOTTLIEB FLIPPER . . . \$249.50  
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**SPECIAL SALE**  
Reconditioned-Guaranteed  
BALLY BEAUTY CONTEST . . . \$ 95  
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Games Inc. Wildcat . . . \$175  
Games Inc. Skool Shoot . . . 85  
Games Inc. Double Shot . . . 85  
Keeney Liffle Buckaroo . . . 165  
Keeney Criss Cross Diamond . . . 185  
Keeney Red Arrow . . . 365  
Auto Bell Circus Play Ball . . . 65  
Auto Bell Galloping Dominoes . . . 75  
Auto Bell Circus Wagon Wheel . . . 85

**ARCADE**  
Wms. DeLuxe Polar Hunt Gun . . . \$125  
Bally Jet Shuffle Bowler, 8 1/2' . . . 45  
Bally Lucky Alley, 14' . . . 295  
Bally DeLuxe Jumbo Bowler, 8 1/2' . . . 495  
Bally ABC Bowling Lane, 14' . . . 125  
United Super Bonus Bowler, 8' . . . 175  
Keeney True Score Bowler, 14' . . . 75



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Billboard Music Week

EDITORIAL

## Comments Welcome

Before any more legislators, clergymen and professional reformers issue their latest statements on how coin-operated amusement games contribute to moral decay and juvenile crime, they would be wise to seek the counsel of Bruce Richman of Philadelphia.

Bruce is seven years old and blind. He is unable to participate in many of the activities which give pleasure to his sighted friends. For the last two years, his favorite sport has been playing coin games in amusement places.

Elsewhere on this page, a letter from Bruce's mother appears. The letter relates how Joe Levin, an operator from the aptly named City of Brotherly Love, gave Bruce a shuffle alley for his very own.

What this gift has meant to Bruce is movingly described by Mrs. Richman. We cannot improve on her prose.

As far as we know, not a word of this act has been heard from the daily press, the pulpit or any of the other agencies concerned with the manners and morals of the people.

## Roanoke Vending Exc. Host to Carolina Ops At Continental Showing

CHARLOTTE, N. C.—The Roanoke Vending Exchange last week showed the new AMI Continental 100 and 200 here and in Ashville, N. C.

Hosts for the local showing at the Manger Motor Inn were Harry D. Mosley and Rusty Derby of Roanoke and George Klersy of AMI.

The Charlotte guests included George Kostakes, Vita Vespoint, B. C. Long, Howell Bushong, Carl Kline, Oscar Hedrick, James Jackson and Jimmy McGinnis.

Out-of-town guests included J. E. Goodman Jr. and Arthur Brown, both of West Jefferson, and

(Continued on page 45)

# Phonograph-Saturated German Market May See Shift to Direct Location Sales

By OMER ANDERSON  
FRANKFURT — Pressure is building up in the West German juke box trade for a shift from operator to location sales.

Manufacturers and the big distributors are taking increasing interest in direct sales to locations. Publicity is being given by these segments to agitation in the United States for a reorientation of the

trade from operator to location sales.

The Deutscher Automaten-Grosshandels-Verband (DAGV) has just moved the issue into the open with a lengthy public defense of its activities. It is a defense amounting to an effort to justify the existence of the coin machine wholesaler, and it reflects the pressures being generated for a reorganization of the entire German industry.

### Boom Is Over

The DAGV, in acknowledging this pressure, states candidly that the bloom is off the German coin machine boom and the fact has to be faced. The juke box market has receded from boom to replacement.

The DAGV concedes that "our branch, unlike the automobile or record-player, is not in a position to expand constantly the market for our product."

This means that the German juke box market, according to expert consensus, is saturated (at around 60,000 machines), and future expansion looms as slow and problematical.

In this situation the trade generally is battenning down the hatches. It is a contracting market (or so many traders appear to believe), and one in which profits can be increased only by shrinking the number of participants in the market.

### Integrated Operations

Industry theorists speculate that the number of wholesalers and operators will decline drastically over the next few years. They foresee a trend toward gigantic, integrated operations much along the lines of what Automatic Canteen Com-

(Continued on page 46)

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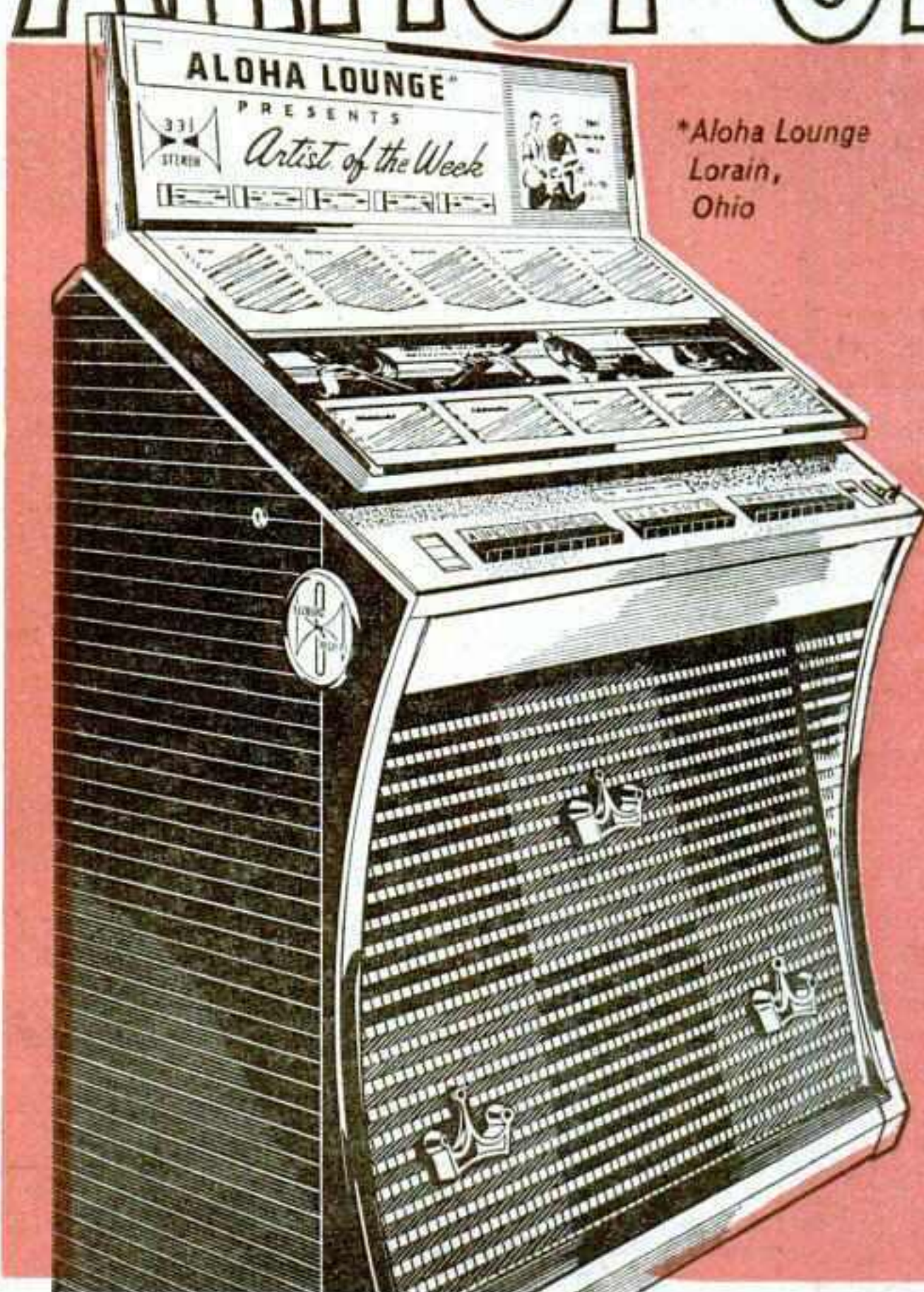
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# SINATRA



## ARTIST OF THE WEEK



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Lorain,  
Ohio

Frank Sinatra, a Seeburg Artist of the Week this week, is one of the many top artists whose newest LP albums are featured on this exclusive plan!

Every week, Seeburg "Artist of the Week" phonographs bring in more location customers with a new best-selling LP album in superb 33 1/2 stereo hi-fi. Ten popular album hits...all by the same artist and not available on 45 RPM!

And Seeburg intermixes, automatically, both your 45-rpm records and the overwhelmingly popular new 33 1/2 LP album records. No adjustments, no conversion kits ever needed.

Your Seeburg music is PERSONALIZED, too, with the location name prominently featured on the Seeburg top panel. All together, it adds up to more play and more profit. For operator and location alike. The Seeburg Sales Corporation, Chicago 22.

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Listen to Frank Sinatra's newest Reprise album, "Ring-a-Ding Ding." (R-1001 and R9-1001)

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Ten-selection  
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WEEK OF JULY 3

**SINATRA'S**  
*Swingin' Session*  
Capitol

**CUCO SANCHEZ**  
*Hits*  
(Spanish Selections)  
Columbia

WEEK OF JULY 10

**FRANK SINATRA**  
*Nice and Easy*  
Capitol

**PAUL EVANS**  
*Folk Songs of Many Lands*  
Carlton

# EUROPEAN NEWS BRIEFS

## Belgium Ops to Fight Tax Fees

LIEGE, Belgium—Belgian operators are organizing for a broad-front fight against what they claim is virtually confiscatory taxation. Operators object to the tax levels, but they are even more concerned by the multiplicity of taxes levied against the coin machine trade. Juke boxes are taxed 4,000 francs a year local tax, 900 francs State or provincial tax, and 5 per cent turnover tax. In addition, operators pay normal business taxes and licensing fees. Payouts are hit much harder. The local tax is 15,000 francs a year, the provincial tax 3,000, and there is the 5 per cent turnover tax and the licensing fees. Operators are demanding that they be taxed by either the local or provincial authorities—but not by both. They ask, furthermore, that the fees be dropped to “economically justified levels.” The trade complains that Belgian tax authorities regard coin machines as cows to be milked dry by the maximum number of governmental levels.

## Eltec's Juke Box on Free Trial

WEST BERLIN—Eltec is offering its F-100 “compact” juke box to “solvent” operators on a 60-day free trial. There are no strings attached to the offer, according to the West Berlin firm. Any reputable operator can simply make application through his Eltec distributor for the 60-day trial, and a machine will be delivered. The F-100 is a 100-selection box which Eltec is promoting as unrivaled, at the price, for eye-catching cabinet, reliable mechanism, and high-fidelity tonal reproduction. Eltec's promotion campaign reflects the trends by German manufacturers toward the production of compact boxes priced well below the American competition.

## Swiss Count 11,000 Juke Boxes

ZURICH — Switzerland's juke box count is now up to around 11,000, according to figures of the Verband Schweizer Automaten Aufstellern, the Swiss coin machine operator association. This gives Switzerland one of the world's heavy juke box concentration, the population being just 4.5 million. The Swiss, who have probably the world's best regulated tourist industry, have similarly developed a well-ordered coin machine trade which permits orderly development while sharply restricting unbridled competition and disputation within the trade. The association several years ago moved in on incessant bickering among operators and locations with a heavy hand. A “code of ethics” was drafted, to which operators subscribed and the association policed. Since then the trade has enjoyed an unprecedented orderly development. Switzerland continues to be a favored market for American juke boxes, with imports running about 1,000 a year.

## Saar Ops to Arbitrate Disputes

SAARBRUECKEN — Saar operators have organized a “court of arbitration” to handle intra-trade disputes in the Saar. The arbitration panel is made up of members of a “council of elders,” the senior members of trade in the Saar. The trade's elder statesmen meet regularly at least once monthly with the officers of the Saar Coin Machine Operators Association. The senior members, aside from arbitrating trade disputes, advise the board on current problems. The “Council of Elders” has proved to be a highly satisfactory device for obtaining continuity of leadership and giving association offers the benefit of advice from the trade's veterans on a continuing formal basis.

## Tell German Operators To Budget Disk Buying

FRANKFURT—West Germany's coin machine operators are being urged by their operator associations to adopt a new disk budget and stick to it.

It is recommended that operators budget a flat 10 per cent of net collections from machines for the purchasing of new records. A study by operator associations shows that where operators fail to adopt—and adhere to—such a budget, their music programming becomes erratic and lack-lustre.

“Rigid budgeting is the only guarantee of proper music programming, avoiding the extremes of pinching and splurging. Record purchasing should be orderly and systematic.”

German operator association studies indicate that while the top tune chart is essential, such a chart cannot be followed blindly in music programming.

“It is a guide—and aid—not an automatic music pro-

gramming device,” one study notes.

The 10 per cent disk purchasing formula assures an even distribution of new disks geared to machine earnings. All studies here on the subject agree that an even flow of new music is more important than simply stocking top tunes indiscriminately.

“There is such a thing as buying so many news disks as to confuse the patrons,” the study notes.

The 10 per cent can be budgeted on the basis of earnings of each machine or of the route as a whole. Records removed from top locations are moved down to lesser-play spots.

Obvious hit tunes should be scheduled for all locations, but only after it has been determined that they are hits. The advice here is to keep new tunes of unproven caliber in secondary locations, which depend for play on the stimulus of new music.

## Trimount Holds First in Series of Op Parties Keyed to Sales Promo on New AMI Phonos

BOSTON—The first in a series of operator get-togethers was held at Trimount Automatic Sales Corporation here in connection with the “Big Challenge,” organized to promote the new Continental II AMI stereo phonograph. This affair, which attracted some 45 operators, their wives and the staff of Trimount, June 26, is the forerunner of a bi-monthly drawing for operators who have purchased the new juke boxes, and is Trimount's own version of the “Big Challenge.”

Each such operator is enrolled through the AMI factory and has a chance to win in the AMI national drawing for a vacation trip, while at the same time participating in the local drawing. Winner of the first Trimount prize was Bill O'Brien of Newport, R. I., who gets a four-day, all-expense-paid vacation for two at a New York State resort.

The party met at Trimount's plant at Waltham Street, where cocktails were served, proceeded to the Red Coach Grill, where a lavish meal was served. After this,

the group returned to the plant, where the drawing for first prize was held.

But even the non-winners did not go away empty-handed. Each

was presented with a gift as a souvenir of the occasion. The Trimount staff is already busy working out another vacation trip prize  
*(Continued on page 45)*



DORIS BARKER picks the winner of the holiday vacation, while Irwin Margold looks on.



THE GANG'S ALL HERE. Here are some of the operators who turned out for the Trimount shindig.



DAVE BOND AND IRWIN MARGOLD, right, point to the contest placard, while Newport, R. I., operators Bill O'Brien (next to Bond) and Ray West look on.

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Model #33 Peanut, 1/2	6.50

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red.	.75
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulp	.72
Pistachio Nuts, Vendor's Mix	.43
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.70
Cashew, Butts	.40
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.30
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	.32
Malt-ets, 100 ct., per 100	.35
Rain-Blo Ball Gum 140 ct., 170 ct.,	
210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all	
Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beach-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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**Greenberg's Advice to Operators:  
Bulk Route Is Year-Round Deal**

BALDWIN, N. Y.—Too many bulk vending operators place undue reliance on fat collections during the summer, and fail to regard a bulk operation as a year-round business, according to Manny Greenberg, president of Buymore Vending, local bulk operation and New York distributor for the Oak Manufacturing Company and the Cramer Gum Company.

Greenberg feels that operators are prone to place too much emphasis on ball gum and charm machines—which appeal to a moppet audience and do best during the summer—and fail to stock items which appeal to adults and sell 12 months a year. For example, of the 6,000 machines Buymore has on locations in the metropolitan New York area, 3,000 are 5-cent nut units. While most of the other 3,000 are 1-cent machines placed in neighborhood groceries and supermarkets, the nut machines are generally located in bowling alleys, gas stations and diners.

**Require Care**

The nut machines require a lot more care than do the penny units, but, with steady year-round sales, they're worth it, according to Greenberg.

Greenberg never fills nut machines on location. At each servicing, a fresh globe is washed, filled and exchanged for the old head.

Buymore often places four-unit stands on location. They usually consist of nuts, gum and bulk confections. In supermarkets he has nuts, gum, bulk confection and an all-charm machine. One item that Greenberg found moves fast in winter and fall is Hersheyettes, with adults doing most of the buying.

**Diversification**

According to Greenberg, the bulk vending operator should diversify in his own field before thinking about going into cigarettes, drinks or bar products. As bulk vending requires servicing only every

four or five weeks, it is difficult to fit in a cigarette, drink or food operation which may require daily or weekly service, he pointed out.

Yet, continued Greenberg, with gum, charms, nuts and bulk confections in great variety, too many operators are content to limit their operation to mixed ball gum and charm units.

**Family Operation**

Greenberg, who is in partnership with Bernard Greenberg, his son, and Marvin Kriendel, his son-in-law, has been in the coin machine business for 30 years, starting as a bulk operator, switching to juke boxes, and then returning to the bulk field.

He feels that despite the increased cost of operation, the bulk vending industry is still a solid one. Greenberg pointed out that the same basic items have been selling in bulk machines for nearly 40 years, and the demand for these items has not slackened.

He also feels that the part-time operator will continue to be an important part of the business because of the small investment required to start an operation. Greenberg also pointed out that many part-time operators are willing to settle for weekly profits of from \$10 to \$50 a week to supplement their incomes.

**Physical Plant**

Buymore has its headquarters in a new 6,500-square-foot building in this Long Island suburb. It employs eight persons—the three partners, four routemen and a shop man.

Greenberg sees no conflict between his operation and his Oak and Cramer distributorships. He feels that each is a separate business, and each must stand on its own feet.

He does see a conflict, though, in a distributor handling products made by competing manufacturers. Greenberg maintains that a distributor cannot do his best job when he must sell competing products to the operator.

**Bulk Banter**

**ST. LOUIS**

Jason Koritz of Marjay Vending Company received a singing telegram on his birthday, June 21, from his future daughter-in-law, Susan Koplar Rosen. The engagement of Miss Rosen and Mark Koritz, who is associated with his father in the Marjay Company, was announced by the future bride's parents, Mr. and Mrs. Earl K. Rosen, at a family gathering at their home at 8001 Davis Drive, Clayton, Mo.

Meanwhile, the Koritz family is planning their vacation, which will extend from July 15 through August 7. Mr. and Mrs. Jason Koritz will drive to Rochester, N. Y., where they will attend a wedding on July 30. They will stop en route for a visit with Clark Applegate of Clayton, Ohio.

Mark and Miss Rosen will leave at the same time, driving to Minnesota to spend two weeks at Miss Rosen's grandmother's summer home. They will return to St. Louis and fly to Rochester to attend the July 30 wedding. Mr. and Mrs. Rosen will drive back together to St. Louis to end the vacation.

Mr. and Mrs. Theodore Mueller celebrated their 29th wedding anniversary at their home, 8672 Argyle Avenue, Charlack Village (a St. Louis municipality).

A daughter, Sister Theodora of the Daughters of Charity, who is stationed at St. Patrick's convent in St. Louis, was unable to attend the celebration. Sister Theodora, who taught seventh grade pupils at a parochial school in Zurich, Ill., will take her final vows here on August 15. She currently is assisting in the nursery at St. Patrick's School.

Mr. and Mrs. Mueller also have a daughter, Linda, and two sons, Bobby, and Ted Jr. The younger Ted, 28, celebrated his birthday on the same day as his parents' wedding anniversary.

The elder Ted, who operates the T M Vending Company, reports he recently traded 170 tab gum machines and replaced them with new nut machines. He also has expanded into the ball gum and chicklet lines for the first time. Mueller noted that he has placed about 3½ million pieces of gum in the last four years. He presently has about 600 machines including about 100 which have yet to be placed on location.

The annual picnic of Boys Town

of Illinois, which operates a bulk vending route of some 2,500 machines, was held June 24 on the grounds of the charitable organization, near Pere Marquette State Park in Grafton.

Guided tours of the institution's 720 acres of wooded hills and farmland and facilities for boys under its care were conducted. Picnic prizes, including an RCA color console television set and  
(Continued on page 41)

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BOX  
'N  
MESSAGE**

Important message can be seen resting on the bottom of these beautiful, two-toned molded plastic mailboxes. The message is easily removed from mailbox by removing clear tape from bottom.

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# WVMOA Defers Election, Legal Rep Move Till Fall

LOS ANGELES — Employment of a legal representative and election of officers by the Western Vending Machine Operators Association were postponed until the next meeting, September 26.



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The association voted at its regular monthly meeting at the Nickabob Restaurant here Tuesday night (27) to defer action on these matters until the fall session. The group also voted not to meet during July and August, its traditional schedule for nearly 30 years that was changed last year because of pressing tax problems.

The session was conducted by President Dan Lally, who reported on the last meeting in the absence of the Secretary William Coombs.

The move to employ a legal representative started when Joe Arguelles, Seal Beach operator, said that he felt it unfair for bulk operators to be assessed on the basis of per machine when multi-column units had the same assessment. Marty Hasha Jr. and Al Martino agreed to contact prospective employees.

The association unofficially voted to co-operate with the recently formed National Automatic Vendors Trade Association. An announcement of its first conference September 2 was made, with the group urged to attend. Hasha agreed to advise WVMOA members of the proposed conference to be directed by B. J. (Bob) Grenier, founder of California Automatic Vendors Association and NAVTA.

# NAMA Okays Calif. Vendors As State Body

CHICAGO—The National Automatic Merchandising Association recently chartered the California Automatic Vendors Association as a State council.

The vote to join NAMA was held June 9 at a general membership meeting of the California organization attended by more than 50 vending company executives. Speakers at the meet included Thomas B. Hungerford, NAMA executive director, and Sidney S. Kallick, Western manager and counsel.

Ted R. Nicolay, Western Vendors, Inc., San Bernardino, Calif., was chosen president of the board of governors of the new State council.

Other officers include Charles Mananian, MAB Industrial Vendors, Inc., Los Angeles, and Dwight Dickinson, Bay Cities Automat Company, San Francisco, vice-presidents, and Ivan (Pang) Wheaton Jr., W. & W. Vendors, Inc., Long Beach, Calif., secretary-treasurer.

Other board members are John W. Berg, Kwif Kafe of San Mateo County, Redwood City, Calif.; Richard Parina, Automatic Merchandising Company, San Francisco; Claude L. Witbeck, Witbeck Vending Service, Inc., San Francisco; Atzie Stein, A. & L. Vending Company, North Hollywood, Calif.; Harvey Westfall, Coca-Cola Company, Los Angeles; Fred E. Jahnke, Coca-Cola Bottling Company of Los Angeles; Tom Young, Tom Young & Company, Los Angeles; J. C. Clavere, Canteen Service of Central California, Sacramento; Ivan Wheaton, W. & W. Vendors, Inc., Long Beach; Don Fisher, AC Automatic Services, Inc., San Francisco; Melvin Bacigalupi, N. B. Cigarette Vending Company, San Francisco; Joseph Della Pella, Cafe Salvador, San Francisco, and Don Young, Continental-Apco, Inc., Los Angeles.

Hungerford stated: "The NAMA Western office, under the direction of Sidney Kallick, will continue to provide its usual services to California vendors."

# NYBVA Meets To Plan Outing

NEW YORK — The New York Bulk Vendors Association meets Wednesday, 8 p.m., at Stratton Restaurant, Forest Hills, to discuss plans for the forthcoming outing, to be held September 22-24 at the Concord, Catskill Mountain resort.

Moe Mandell, Northwestern Sales & Service, has been named general chairman of the outing. Word has been received that Nate Rake, Rake Vending, Philadelphia, will attend with a group of Pennsylvania operators.

To be discussed at the meeting will be methods of getting manufacturer support for the NYBVA journal which will be distributed at the outing.

# Bulk Banter

Continued from page 40

Polaroid cameras, were given away.

Donations received for tickets, which were tossed into a hopper to select prize winners, went to help the organization in its service of assisting boys to become good citizens. Boys Town receipts from its vending operations also are earmarked for a program to extend services to youngsters.

John Hicks.

# CHARITY TO GET 20% OF GROSS ON 2,000 UNITS

BALDWIN, N. Y. — The National Foundation for Neuro-Muscular Diseases (MEND) will benefit to the tune of an estimated \$12,000 a year as a result of an agreement between the foundation and Buymore Vending, local bulk operation and Oak distributor. The deal, recently concluded between William Dino, head of the Nassau-Suffolk MEND chapter, and Manny Greenberg, president of Buymore, calls for the foundation getting 20 per cent of the collections from 2,000 machines in the two Long Island counties. MEND will solicit the locations and explain the arrangement to the owners, who will forego their commissions. The machines will carry decals explaining that a portion of the profits will go to the charity. Greenberg estimates that each machine will average a \$30 a year gross, with \$6 going to MEND. If MEND hits its goal of 2,000 machines, it will get \$12,000 a year.

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# Coin Servicemen Come Two Sizes: Either Dr. Jekyll or Mr. Hyde Type

By JOSEPH KLEIN

GARY, Ind.—What is a serviceman? To some, according to the Small Business Administration, he is a "fixer of ailing equipment." He is said to be also a traveling mechanic, a good Samaritan who braves sleet and storm to mend that sick machine.

To others, however, he is the guy who messes up the floor, who gruffly rebuffs questions the worried location owner wants to ask and who performs his task half-heartedly.

Frank Witecki, Gary juke box and arcade equipment operator, is regarded among his colleagues in Northern Indiana as something of a super-duper serviceman. Fifteen years in the coin machine business and a course at the AMI Service School at Grand Rapids, Mich., have helped to make him that.

### Pinch-Hitter

His talents are put to frequent use as a pinch-hitter for fellow operators when illness or absence takes them from their routes. The good will he has built up has served him well and served other operators in this community. For now there is an unwritten but rigidly observed "all for one and one for all" agreement among them.

"At a late hour one night," Witecki recalls, "I had a malfunction problem at a location. I phoned another operator for suggestions. And do you know that in a matter of minutes there were four operators on the spot to help me?"

Most significant of all is that these helping hands are extended without anticipation of reward. No money was ever expected, offered or received.

"But this arrangement works well," Witecki said. "And everybody benefits from it. At the same time, it serves to improve the climate of operation. People who help one another in this manner are not likely to take competitive advantage of one another."

Witecki feels that service should be rendered with a smile—corny as that may sound.

### What about late-late calls?

Common sense should guide the serviceman about these nocturnal intrusions, Witecki answered.

### Matter of Judgment

"If it's a lively spot, yes, I'll go," he said. "If it is a dead stop, no. And if it is close to closing time, no. But if in doubt, go out and make the call. Business is hard to get you know. I've answered service calls as late as 1 a.m."

Perhaps unwittingly, Witecki follows the ground rules laid down by Richard S. Burke, operating assistant to the president, Sears, Roebuck & Company, Chicago, for servicemen—for all kinds of servicemen.

"Relatively minor problems are part of the serviceman's day, and he must get used to them," Burke said. "In fact, he can turn them to advantage. If he answers questions courteously, gives explanations willingly and simply, and treats the customer gently, he may make a friend. On the other hand, no matter how excellent his repair work, he may, if he is rude, make an ex-customer."

"An expert is a man who knows—but not one who knows it all. The serviceman should not pretend that he can tell at a glance what's wrong. At times, indeed, he may be able to do just that. But even then he may risk the customer's loss of confidence. The latter may wonder if the serviceman is too lazy to investigate, and takes the easiest way out. Most of the time he cannot be certain of the trouble spot until he has checked the machine."

### Company Ambassador

"The serviceman on his rounds is the firm's ambassador. How he behaves will reflect on the business as a whole. Naturally, his attitude and his ability have an influence on the firm's profits. After all, if he is poor at his job or undiplomatic in his dealings with the customer, the latter will say to himself, 'never again!'"

"If the serviceman is so important, then it's important to take time to train him."

"Obviously, a serviceman has to be trained in the methods and mechanics of his job; but he also needs training in service-mindedness and salesmanship."

Primarily, however, Witecki is an operator and doing well as such.

His spots include the four Indiana stations of the Chicago South Shore and South Bend Railroad—at Hammond, Gary, Michigan City and South Bend. He has several pieces of arcade equipment at each of these locations.

The two main bus terminals at Gary and Hammond are also a part of Witecki's route.

"Naturally, of course, you do a mass business at stations and terminals," he said. "And the needs and problems at such places are unique. But in time, and with experience, you learn to cope with them."

Coin machine operations in this area are still lagging, the general economic improvement notwithstanding, Witecki feels.

"We are in a luxury business," he observed. "It is the first to feel the effects of a recession and the last to recover from them."

But he is confident of substantial recovery in the not-too-distant future.

"What's more," he added, "our business stands at the threshold of its greatest era."

# Talk With Location Owner Can Reduce Theft of Bowling Balls

DENVER — Now that the cost of the heavy composition balls used on bowlers has risen to more than \$10, theft of the balls has be-

come an extremely serious problem for Denver amusement machine operators.

The result, beginning early this year, has been a plan whereby operators sell the balls to location owner with the understanding that if the ball should disappear,

the replacement cost would be "taken off the top."

The idea, of course, is simply that location owners who will share in the cost of the loss are bound to keep a closer eye on the equipment and do away with the sort of loss which will cancel any profit for the month.

Wilbur Beyer, operator from Fort Collins, Colo., was the first to develop this "share the risk" system, and reports that he didn't meet with the amount of resistance  
*(Continued on page 45)*



DON MILLER, who recently joined the vending division of Miller-Newmark Distributing Company, Michigan coin machine firm, uses his Piper-Comanche to visit out-of-the-way operators and for trips to the factories. Miller, a recent graduate of Michigan State University, is the son of Bill Miller, M-N president.

# SHAFFER STARTS STAMP PROGRAM

COLUMBUS, Ohio — You don't have to be a stamp collector to get stamps at Shaffer Music Company here. The firm has started its own Million-Dollar Stamp Plan and has announced it will give Top Value Trading Stamps with every purchase of new and used phonographs, vending machines and parts.

Ed Shaffer, head of the Seeburg distributorship bearing his name, said this would be a continuing promotion and stamps would be sent out every month. Said Shaffer: "The stamps are our way of showing our appreciation to our customers." Shaffer added that because of the large number of stamps their customers would receive from the purchase of a single piece of equipment, the firm would issue certificates in the form of a check for 300 stamps or more.

# N. Y. Op Guild Set for Meeting at Monticello, Next at Poughkeepsie

MONTICELLO, N. Y. — The New York State Operators Guild will hold its next meeting here July 19, with the following meeting set for August 16 at the Nelson House Poughkeepsie.

No September meeting will be held because of the Jewish holidays. However, the NYSOG will participate in an annual outing — together with the New York State Coin Machine Association and the Music Operators of New York — at the Concord the last weekend of the month.

Fall meetings are set for October 18 (Governor Clinton Hotel, Kingston), November 15 (Nelson House, Poughkeepsie) and December 20 (Washington Hotel, Newburgh).

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**SOME 19 OPERATORS FROM SAN ANTONIO AND AUSTIN, TEX.,** visited the Seeburg factory for a general familiarization tour and meeting with Seeburg executives. Hosts were Seeburg and B. J. Nichol, San Antonio distributor. The meet is one of several such being conducted by the factory to "meet its customers." Included in the picture, but not in any order, are Mrs. H. D. Dennis, Bonam, Les Bunte, M. Varner, C. W. Hardwick, J. J. Montemayor, F. Serur, Allan Jackson, H. Carlin, W. G. Lowell, E. Barberio, Tony Rangel, Jessi Guillan, H. W. Ponder, Fred Gutierrez, H. Ansley, A. Johnson, Joe Daywood, Leon Annis, Buddy Nichol and Ed Caffey.

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**Vacuum Cleaner Handy Tool Around the Shop**



Vacuum cleaners are great for removing dust.

ARVADA, Colo.—There is no handier tool in everyday phonograph and amusement machine maintenance than a vacuum cleaner, in the opinion of Lee Wycaver, of Lee's Music Company here.

Wycaver's shop mechanics use an extra-power vacuum cleaner to clean completely the interior and mechanisms of every phonograph or amusement machine brought in from the routes, as the first step after the machine is opened up.

With a variety of narrow nozzles, the vacuum cleaner makes it possible to quickly suck up all dust, lint, accumulations of feathery matter along electrical circuits, etc. With a reverse switch the vacuum cleaner can be used to blow out narrow passages which cannot be reached with the familiar cleaning

With a fan-type tip, the vacuum cleaner, operating in reverse, will quickly dry, completely dust free, spots where paint has been touched up. Then, where light spray painting jobs are required, the vacuum cleaner becomes a handy, low-pressure compressor for extra duty when the paint shop's guns are busy.

There is scarcely any sort of repair or appearance reconditioning job carried out in Lee Music Company's clean, brightly lighted service shop which doesn't involve the use of the vacuum cleaner, Wycaver said. Needless to say, it is just as useful in keeping such equipment as coin-counters, oscilloscopes, and other electronic test equipment free from short-causing dust.

Experimenting continuously with practical methods of restoring older phonographs, games, etc., to earning power, Wycaver and his mechanics have carried out some highly successful projects with "fleck" paint in various colors.

By mixing dark shades of color, rather than the usual light fleck which has been heavily used in restaurants, stores, washrooms, etc., Wycaver has been able to purchase handsome, eye-catching finishes. And the tough, chip-impregnated finish will withstand almost any type of wear which would destroy appearance of ordinary paint. The vacuum cleaner, used both for periodically cleaning the surface and for a quick drying job on the paint, is equally useful in this connection.

**Learn Who Plays Music Then Adjust Disk List**

DENVER—It pays to mingle with the crowd at typical juke box locations, asking customers first-hand what they like and what they don't like in the way of music, according to Tony Romero, phonograph and games operator here.

Romero has seen volume jump as much as \$15 per week simply because he spent an evening or two in the spot, listened to the complaints or plaudits of location customers and put what he learned to work.

For example, in one busy spot which had apparently been an ideal location for rock and roll, with scores of teen-age patrons visiting every evening, Romero naturally plugged new rock and roll numbers, amounting to about 85 per cent of the music menu on a 100-record machine. The location, however, proved disappointing. Going back a second time, Romero found the spot, a large tavern, crowded with young people and going full blast with rock and roll.

Getting into conversation with some of the people in the spot, Romero came up with a surprising piece of intelligence. It turned out that the "young crowd" depended on the spot only on Thursday nights—and as luck would have it, Romero had picked two consecutive Thursday nights to visit.

During the rest of the week, the tavern was filled with older customers. The Thursday night rash of youngsters was due to special shopping hours at a shopping center only a block away, which brought out many young-marrieds with both husbands and wife employed.

Any other night of the week was a different story, as the operator found through coming back on a Tuesday night. He took a sample of the tavern customer's opinions by asking what they liked and didn't like about juke box music, and was disturbed to find that most of the older people he talked

to were dead against rock and roll. Asking what the customers would like to hear, Romero came up with a list of old favorites, which he immediately installed the following day.

Now, with the rock and roll menu cut down by two-thirds, and many instrumentals, old favorites, and sweet tunes replacing them, this location immediately built up to a profitable spot—simply because the operator took the trouble to come in at random times and sample opinion. Pleased with the results, he used the same sort of direct contact with customers in several dozen spots, never failing to benefit collections.

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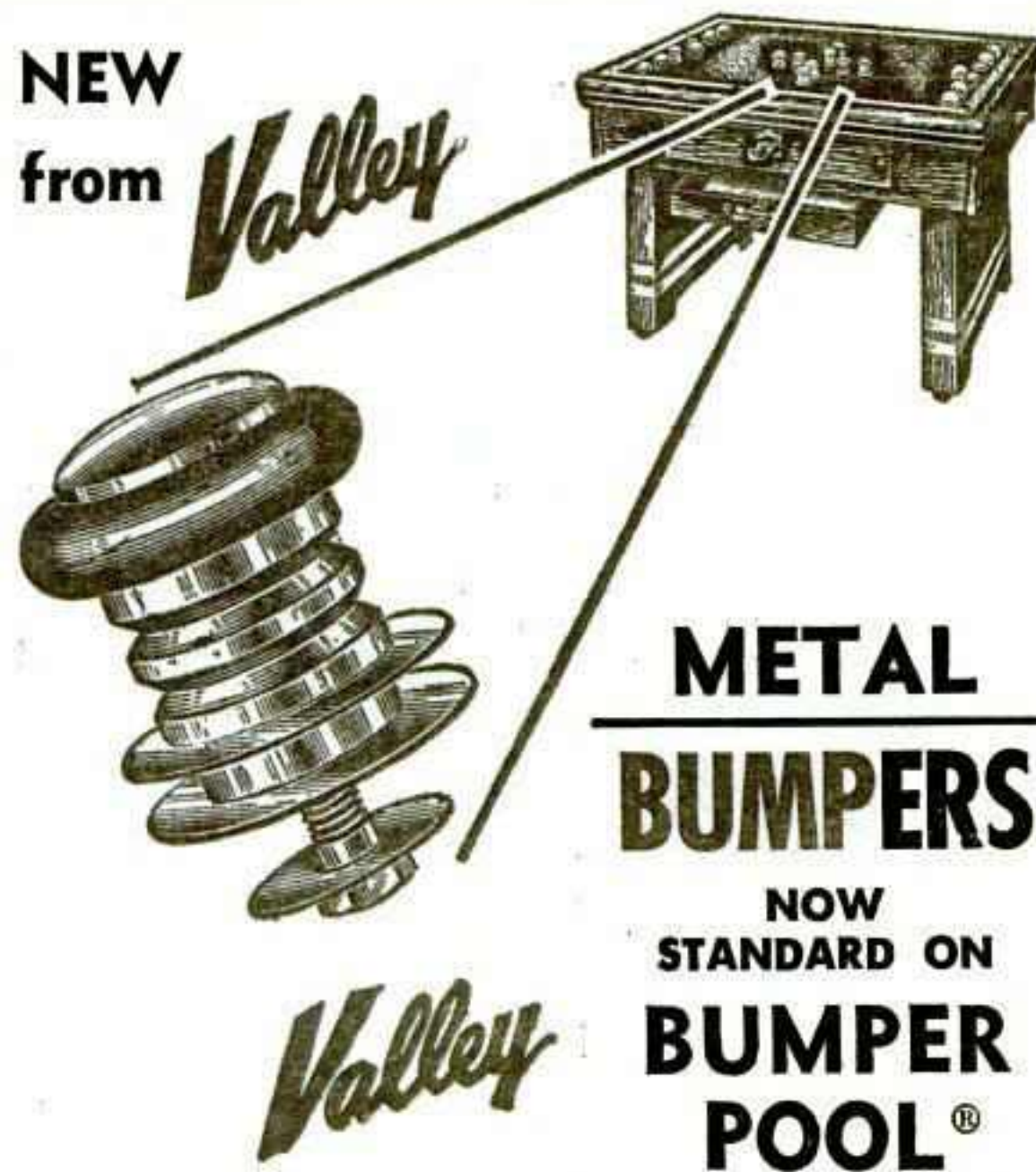
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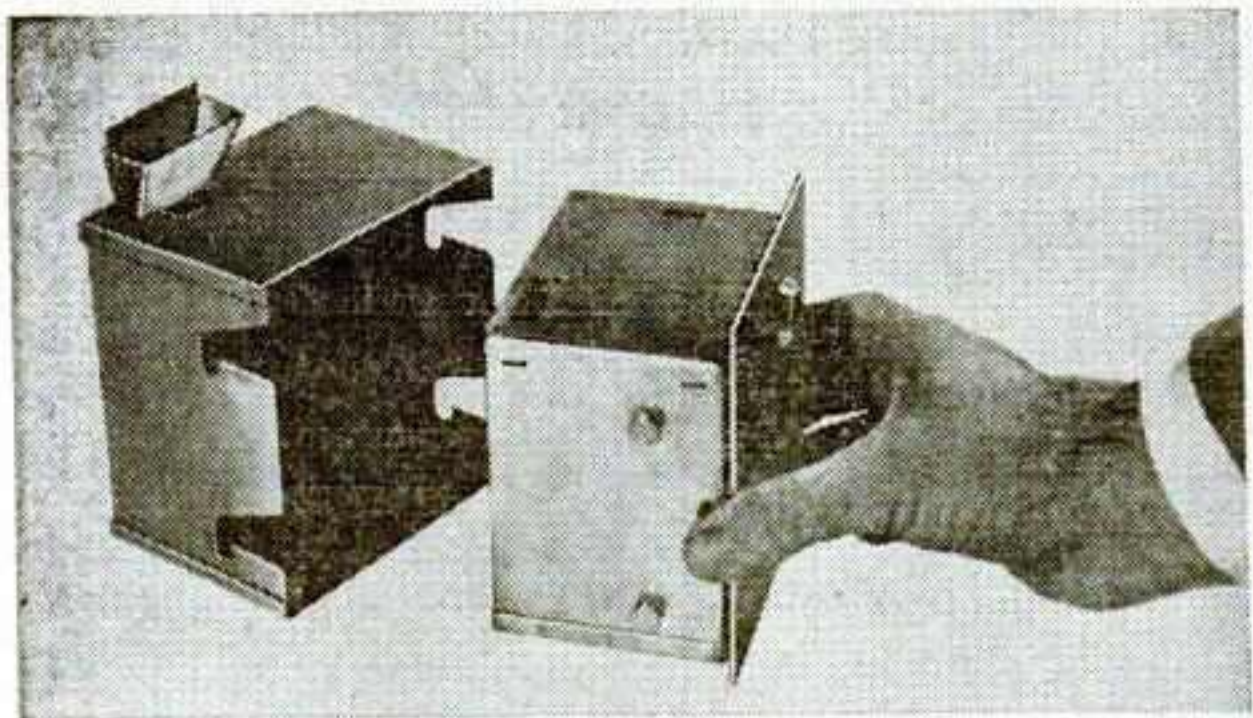
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**LOCKED COIN COLLECTION SYSTEM** for coin machine requires two keys, one for the location to open the box and the other for the serviceman to lock the box in the machine. Manufacturer is M. H. Rhodes, Hartford 6, Conn.

### Michael Distributing Buys Back 45 Pins Confiscated in Texas

BEAUMONT, Tex.—Forty-five pin games seized in Port Arthur, Tex., last winter have been turned over to the Michael Distributing Company of Seattle.

W. G. Walley Jr., acting district attorney of Jefferson County, said \$1,500 was paid to the order of the Jefferson County Commissioners Court.

The \$1,500 received will be used by the commissioners "for the purpose of investigating violations of any of the provisions" of the State penal code, Walley said.

The Washington firm, which claimed ownership of the machines, also agreed to pay a storage fee of \$379.40 owed to Kilpatrick's Flash Transfer and Storage Company here.

The machines have been stored at Kilpatrick's, across the street from the courthouse, since they were confiscated.

Walley said the Washington firm also agreed to take the machines out of the State immediately. The machines were turned over to the company minus their reel devices, Walley added.

## Banner Distrib Seeking Youth, Energy and Ideas

PHILADELPHIA — The cry around the coin machine industry for several years has been "what we need is some young blood."

With this in mind, Albert M. Rodstein, president of the Banner Specialty Company, has set out to add some young men to his organization.

One of them is James Ginsberg, 27, who quit a promising career in the insurance business to accept a sales post with Banner. Why did he do it?

"I feel the coin machine business has a tremendous growth potential," Ginsberg said. "It has grown tremendously in the past few years and is still going."

Rodstein said Ginsberg would spend half his time on the road and the other half working in Philadelphia.

The newcomer to the coin machine business has adopted to it very quickly. He explained the general sales method is the same no matter what the product.

Rodstein feels, however, that being a new man in the industry, Ginsberg will be able

to come up with some fresh ideas and approaches that might not be apparent to an oldtimer.

Ginsberg was graduated from Pennsylvania State University as an insurance major and was doing quite well in that field. But then he met Rodstein's daughter, Arleen, and got somewhat acquainted with the coin world.

Four months ago they were married, and a short time later Ginsberg decided he would like to get a position in a growing industry.

"I tried to talk him out of it," Rodstein said, "but the boy had made up his mind."

Both agreed that Ginsberg, who is one of the top amateur golfers in the area, won't be able to get in as much time on the links as in the insurance business.

Rodstein indicated that Ginsberg would carry his clubs with him, though, just in case some operator felt like playing.

"I think the fact that a young man like Jimmy gave up a promising career in the insurance line to come into the coin machine industry illustrates that we have a good bit of faith in it," Rodstein said.

### LUCKY HOROSCOPE

5c, 10c, or 25c Play

- ✓ National Coin Rejector in each chute
- ✓ Two Coin Returns
- ✓ Easy to Load—Holds approx. 1,000 tickets

Size: 18' x 8' x 6" Wgt.: 20 lbs.

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Will pay cash

Wurlitzer 1700, 1800, 1900, 2104  
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Bally Lotta Funs and Bingos  
Seeburg 200 Record Wall Boxes

We have for sale and will trade: SKILL CARDS COUNTER MACHINES, CANDID CAMERAS and over 100 assorted Vending Machines—coffee, cigarette and drink.

EXPORT SPECIALISTS FOR ALL COIN OPERATED EQUIPMENT

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Say You Saw It in  
Billboard Music Week

## 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.

BOLL WEEVIL SONG AND THOSE EYES	BROOK BENTON Mercury 71820
THE WRITING ON THE WALL AND POINT OF NO RETURN	ADAM WADE Cord 550
TRAVELIN' MAN AND HELLO, MARY LOU	RICKY NELSON Imperial 5741
DUM DUM AND EVENTUALLY	BRENDA LEE Decca 81272
I'M COMIN' ON BACK TO YOU AND LONELY LIFE	JACKIE WILSON Brunswick 55216
TOGETHER AND TOO MANY RULES	CONNIE FRANCIS MGM 13019
IT KEEPS RAININ' AND I JUST CRY	FATS DOMINO Imperial 5733
THE SWITCH-A-ROO AND THE FLOAT	HANK BALLARD AND THE MIDNIGHTERS King 5510
MOM AND DAD'S WALTZ AND YOU'LL ANSWER TO ME	PATTI PAGE Mercury 71823
FOOL THAT I AM AND DREAM	ETTA JAMES Argo 5390
I'VE GOT NEWS FOR YOU AND I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN	RAY CHARLES Impulse 202

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also  
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Both Deluxe 90 and Deluxe 75  
Have All These Features:

- brightly polished chromium plated castings around all pockets
- lively rebound cushions
- hand rubbed mahogany veneer finish
- formed Formica rails
- separate cue ball return within easy reach from upright position
- first quality balls size 2 1/4" — cue ball size 2 3/8"
- twin dime or 25¢ push chute
- recessed removable drawer

Supplied with 4 best quality cues

See the Standard Model 75 — low priced — a quality table.  
All models have Slate tops covered with regulation billiard cloth.

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### NEED

<p><b>Wurlitzer</b> 2200 • 1900</p> <p><b>Seeburg</b> V-200</p> <p><b>Bally</b> BINGOS</p> <p><b>United</b> VENUS TARGETTE COMET TARGETTE LIGHTNING CLIPPER CAPITOL</p> <p><b>Genco</b> STATE FAIR PIRATE GUN</p>	<p><b>Rock-Ola</b> 1455</p> <p><b>Williams</b> TURF CHAMP POLAR HUNT GUN</p> <p><b>Gottlieb</b> PIN BALLS</p> <p><b>Keeney</b> SPORTSMAN GUN</p> <p><b>Chi. Coin</b> FIREBALL TRIPLE STRIKE BONUS SCORE SCORE-A-LINE</p>
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## Chicago Ops Seeking City Codes

Continued from page 36

fees by other than their own checks. The practice of having suppliers and purveyors make out the license check has been frowned upon and in many cases prohibited.

Over-all prospects, however, for Chicago juke box group obtain favorable council action providing loans is still considered uncertain, to say the least.

Many operators realistically feel that the juke box industry here is looked at suspiciously and any legislation it proposes would automatically be suspect.

Some operators have solved the loan problem by setting up working agreements with banks or lending agencies. At least one operator—Frank Padula of Melody Music—organized a separate finance company some years ago that handles all loans on a business-like basis. Padula's finance business coincidentally has grown over the years to where it now is a business in its own right, handling much more than Padula's coin machine locations.

Many other operators, however,

are unable to make their own financing arrangements or even establish working arrangements with banks or finance companies—often because the location itself is so unstable as to be termed a poor risk by legitimate lending concerns.

It is in these cases that the operator finds himself shelling out money from his own pocket if he is to make any installation at all. And unfortunately, these are usually the locations that soon go bankrupt, leaving the operator holding the bag.

### Vicious Circle

As to the question—why make the loans in the first place? Operators answer it's a vicious circle. Few feel they can ignore new business, and virtually all new business now demands the loan as a condition for installation.

The operator thus has a decision: is the location a good risk or not? If so, it's better to make the loan, and the only decision is how high to go.

It's easy to see how the problem has gotten out of hand, and become, as Kies termed it, the city's No. 1 headache. Solution, however, is not so simple, and although the prospects of success aren't completely encouraging, operators hope the attempts at obtaining legislation to curb the practice will be successful.

## PLAYER HELPS COLO. OPS MOVE USED RECORDS

ARVADA, Colo. — Record take-offs never gather dust in the showroom-office of Lee Music Company here. Instead of allowing records taken from his many locations to accumulate in the showroom, owner Lee Wycaver does an energetic, and thoroughly active job of merchandising them. Selling off the used records at standard prices, he took a cue from record dealers, and installed a well-balanced, dependable player on the counter, plus a set of controls under a clear plastic box, which keeps idlers at the counters from changing the speakers or the volume. The player is a stereo model, with properly spaced and balanced speakers, so that it is possible to demonstrate either stereo or monaural records at their best. Small signs, on either side of the door, invite customers, primarily teen-agers, to show a real saving in popular music, from the juke box changes. Because anyone in the office, the bookkeeper, servicemen or mechanics, can switch on the player and spin out some impressive music, the player has made a tremendous difference in marketing the used records.

## Ill. Legislature Boosts Sales Tax

CHICAGO—The Illinois Legislature adjourned last week, having passed several tax measures that will affect the vending industry. Killed, however, were a pair of bills that originally would have outlawed certain types of pinball games with so-called gambling features (BMW, July 3).

Of interest to the vending industry is an increase in the State sales tax from 3 to 3½ cents and an increase in the cigaret tax from 3 to 4 cents.

Killed were a proposed hike in city sales tax from ½ to 1 cent, an increase in corporation taxes and an increase in the cigar tax.

### Cig Tax Hike

The State sales tax hike is not expected to have any appreciable effect in vending prices charged by operators, but the cigaret tax hike has already resulted in a general increase of from 1 to 3 cents in the vended price of cigarets.

Most machines in the State have been altered to accept 35 cents instead of the 30-cent figure that was being charged, and operators are "punching" change of 2, 3 or 4 cents.

The cigaret tax is particularly bothersome to the vending industry since the "penny punching" practice is costly and has traditionally been unpopular. Although the hike is only a cent, operators generally find a 2 or 3-cent increase in vended price necessary to pay for the punching cost.

In addition to the sales tax, cigaret operators have to pay an annual \$120 per location fee and \$5 to register each machine.

The pinball bills were originally passed by the State Senate but were amended in the House to ban all machines with right of replay. The amendments, for all practical purposes, killed the measures in this session of the Legislature, as the bills would have had to be returned to the Senate for approval of the amended version.

## Dick Boylan Returns From Sales Trips

CHICAGO—Dick Boylan, Logan Distributing Company general manager here, returns this week from a three-week series of trips through Wisconsin to spend at least two weeks in the office as Logan's head, Jack Nelson, leaves for a two-week vacation.

The rest of the Logan sales force meanwhile is on the move. Marion Glass, who covers Ohio, spends the week in and around Cleveland; George Witt, who travels Indiana, Michigan and Kentucky, takes a trip this week to Evansville, Ind., and Herb Bidenkap, responsible for Illinois, will be in the Chicago area.

Logan, which expanded from just bulk machines and equipment to also handling the entire Du Grenier line of vending equipment, has also stepped up its activity in used equipment.

## Talk With Location

Continued from page 42

which he had originally expected. Instead, most location owners realized the seriousness of the problem, and have co-operated through such plans as keeping the ball under the bar and issuing it when a customer wants to play.

Most of the theft which has plagued operators to date has been "collections" by teen-agers, who often grab a ball for which they have no use, merely to display as a trophy, operators believe. The bowling ball is, of course, too heavy for playing catch or other amusement, so that theft is either sheer maliciousness or rowdiness.

**FOR SALE**

Boach Queens ..... \$100 ea.  
Chicago Coin Bowling League, 14' 75 ea.  
United Bowling Alley, 14' ..... 75 ea.  
Poker Face Pinball ..... 35 ea.

Send ½ Deposit to  
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1211 W. 4TH ST., LEWISTOWN, PA.

## ROSEN SALE

SHUFFLE ALLEYS	
	EACH
4 ABC	\$175.00
1 ABC Congress	175.00
1 ABC Deluxe	175.00
1 Ace	95.00
2 Advance	50.00
1 Atlas	325.00
1 Blue Ribbon	50.00
2 Championship	145.00
1 Chief	95.00
2 Criss Cross	95.00
4 Criss Cross Target	75.00
1 Deluxe Shuffle Target	65.00
2 Diamond	95.00
2 Fire Ball	95.00
1 Handicap	145.00
2 Imperial	50.00
1 Jet	95.00
1 League	95.00
2 Mystic	95.00
1 Rainbow	95.00
1 Red Pin	395.00
2 Regulation	145.00
1 Rocket	95.00
1 Royal	75.00
2 Shuffle Target	75.00
1 Six Game	545.00
3 Super Frame	50.00
2 Team	145.00
2 Triple Score	50.00
2 Triple Strike	95.00
2 Victory	65.00
1 11th Frame	50.00
1 Bank Shuffle	50.00
2 Bumper Shuffle	50.00
2 Drop Ball	195.00
2 Explorers	125.00
22 Rebound	50.00
25 Rocket Shuffle	65.00
5 Croquet, conversion	50.00

SKEE BALL ALLEYS	
	EACH
9 Official Skill Ball	\$ 95.00
1 Skill Ball, 6 Player	95.00
4 Roll-A-Ball	95.00
6 Tournament Ski Bowl	125.00

BIG BOWLERS	
SMALL BALL—LARGE BALL	
11, 13, 14, 16, 20 Foot	
	EACH
5 Bally ABC Bowling Lanes, 14'	\$125.00
1 Bally ABC Bowling Lane, 11'	125.00
2 United Bonus Bowler, 13'	345.00
4 Toboggan Bowl-A-Matic, 16'	95.00
1 Keeney Bowl-A-Rama, 11'	125.00
1 Keeney Bowl-A-Rama, 14'	125.00
4 Toboggan Bowl-O, 14'	95.00
10 United Bowling Alleys, 14'	125.00
2 C.C. Bowling League, 11'	145.00
11 C.C. Bowling League, 14'	145.00
1 C.C. Classic Bowler, 13'	295.00
2 C.C. Duchess Bowler, 16'	845.00
2 United Jumbo Bowler, 16'	295.00
2 C.C. Lucky Strike, 16'	245.00
1 United Royal Bowler, 13'	225.00
1 Bally Strike Bowler, 11'	225.00
4 Bally Strike Bowler, 14'	225.00
1 United Team Bowler, 14'	195.00
1 Keeney True Score, 14'	145.00
8 C.C. TV Bowler, 13'	225.00
2 C.C. Players Choice, 16'	495.00

All Prices Quoted Crated F.O.B. Phila.  
**WIRE—PHONE—WRITE TODAY**  
Send for Complete Lists  
**ARCADE—GAMES—BINGOS  
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Exclusive A.M.I. Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
PHONE: CENTER 2-2903

## Roanoke Vending

Continued from page 37

Wood Wyatt, Joe Hollaway and Smith, all of Kannapolis.

Local guests at the Asheville showing included Bruce Harris, Mrs. Sue Bosworth, Miles Bosworth, J. F. Shepherd, John Porter, Eddy Burrell, Jim Worrell, Jimmy Underwood, Arthur Lamb and Dick Wallas.

Out-of-town guests included B. Lewis, Shelby; Lowell Ashong, Charlotte; Bill Norman, Charlotte, and Darrell Howard, Charlotte.

## Wurlitzer Revamps

Continued from page 36

and service schools throughout South America.

Hitchcock, a resident of Tokyo, has lived in Japan for eight years. He has represented Wurlitzer there for three years. Nagai, a native California, speaks fluent Japanese. He will headquarter in Tokyo.

## Trimount Parties

Continued from page 39

for the next drawing which will be held in about two months.

Each operator stays in the running for both the national and local trips for the duration of the campaign. They also are entitled to send away for their "Big Challenge" gift, scheduled to arrive here momentarily.

On hand for Trimount to welcome the operators and their wives were: President David S. Bond; General Manager Irving Margold; Asst. Gen. Manager Marshall Caras, and salesmen Dan Brown and Dave Riskin.

Among operators present were: Bill O'Brien and Ray West of Newport, R. I.; Walter Stadnicki and Jimmy Macocchi of Pawtucket, R. I.; Mr. and Mrs. Ray Barker of Ayer (newlyweds); Dave Schultz of Brockton; Mr. and Mrs. Ray Thurston and Eva Thurston of Fall River; Martin Ferrero of New Bedford; Bert Howell of Westwood; Donald and Martin Oliver of Portland, Me.; Joe Ferris of Madison, Me., and Bill Arrison of Chester, Vt.

Operators discussed some of the earnings records and location responses to the new machine, all of which were reported as highly complimentary to the Continental II. Bill Arrison of Chester, Vt., said he had installed one recently where the location owner became so intrigued he stayed up until 3 a.m. and played every selection in the phonograph's program. Bill appeared to feel that the machine may well be his best earning piece.

## United's Dolphin

Continued from page 37

and sides of the game. The "all spare" game has been revised to show a different spare in each frame. The spares follow no pattern, with every game different. More than 40 changes are included.

Play is also speeded as two pucks can be thrown in the same frame without waiting for lights and reset.

Dolphin comes in standard eight and one-half-foot length, and besides "all spare," includes "all strike," "progressive bowling," "regulation bowling" and "advance."



**The ALL NEW CROWN IMPERIAL by FISCHER**

"4 x 8 Foot"—100" Long. "3½ x 7 Foot"—90" Long. All New All Through!

See your distributor or contact Bill Weikel  
223 Ridge Road, McHenry 4, Ill.  
EVergreen 5-5530—Distance Code 815

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**Joe Ash says . . .**

**CONTACT ACTIVE FOR PINBALLS**

**THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!**

Exclusive Gottlieb Distributor for Eastern Pennsylvania, South Jersey and Delaware.

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You can ALWAYS depend on ACTIVE ALL WAYS. Write or wire for prices.

**THERE IS A DIFFERENCE—DEPENDABLE SERVICE**

SHUFFLES	KIDDIE RIDES	WANT TO BUY PIN GAMES
Sunny	Bally Champion	Gottlieb Sweet Sioux-Contest, Gondolier, Picnic, Texan, Around the World, Silver, Mademoiselle, Wagon Train, Kewpie Doll, Spot-A-Card, Capt. Kidd, Atlas, Lite-A-Card, Merry-Go-Round, Melody Lane, Roto Pool, Miss Annabelle, Sunshine, World Beauty.
Big Bonus	Toonerville Trolley	<b>BINGOS</b>
Club Bowler	Ex. Big Bronco	Show Times, Key West, Big Shows, Double Header, Miss America, Sun Valley, Cypress Garden, Sea Islands.
Star Shuffle	Elsie the Cow	<b>MUSIC</b>
Atlas	Ferdinand the Bull	Wurlitzer 1700, 1800, 1900, 2104. Seeburg—R-KD, V1-Q, 201, 222. Rock-Ola 1448 and up. AMI F-120 and up.
6-Star Regulation	Puffer Fire Engine	
Cyclones	Bally Motor Cycle	
Niagara	Junior Jet	
C.C. Red Pins	Red Nose Reindeer	
	Round World Trainer	
	Sandy Horse	
	Old Smokey, new	
	Boat Ride	
	Twirley Bird, new	
	Rocket Ride, new	
	Turn Pike Ride	
	Space Ship	

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

**CLEVELAND COIN MACHINE EXCHANGE**

2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones: Tower 1-6715

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<b>SHUFFLES</b>		<b>6-POCKET POOLS . . . . . \$150.00</b>
Rebound Shuffles . . . . .	\$ 45.00	<b>LARGE BUMPER POOLS . . \$75.00</b>
Shooting Star . . . . .	95.00	
Rocket Shuffle . . . . .	95.00	
Blinker . . . . .	170.00	
All Star . . . . .	125.00	14-ft. Bowlers . . . . . \$145.00
Keaney Bowlette . . . . .	145.00	Genco Rifle Gallery . . . . . 95.00
Chicago Coin Ski Ball . . . . .	145.00	Genco State Fair . . . . . 195.00

**PURVEYOR** Better Buys DISTRIBUTING CO.

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CHICAGO, ILLINOIS  
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**ATLAS . . . MIDWEST HEADQUARTERS**  
**MUSIC AND ROWE VENDING MACHINES**  
**Complete Stock of Parts . . . FAST SERVICE!**

<b>USED VENDORS</b>	<b>JOBBER'S SPECIALS!</b>
STONER D-13 HOT DRINK, Coffee, Tea, Chocolate, 2 Soups. . . . . \$595	A.M.I. G-200's . . . . . <b>\$195</b>
SEEBURG 800-E-1 . . . . . 225	WURLITZER 2000 . . . . . <b>245</b>
SEEBURG 800-E-2 . . . . . 275	AS IS—COMPLETE (You Pick Up)
NATIONAL 113 . . . . . 195	Crating \$10 extra
11-Col. NATIONAL (Slant) . . . . . 175	
CONTINENTAL CORSAIR "20" . . . . . 195	
Reconditioned—Refinished	

**FOR SERVICE AND PARTS**  
**ATLAS**  
IS STILL YOUR BEST BET!

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1/2 Dep., Bal. C.O.D. or Sight Draft  
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**ATLAS MUSIC COMPANY**  
A Quarter Century of Service  
3122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005

## Phonograph-Saturated German Market

Continued from page 37

pany of America is believed to be attempting in the U. S.

The DAGV clearly discerns the seeds of its own destruction in this trend, and the wholesalers have decided to take their case to the trade. This case, simply put, is: manufacturers, wholesalers, and operators form a unity in which one part cannot long exist without the other two.

The wholesalers view their function as that of a market "catalyst"—to get things moving in the juke box market and keep them moving. Wholesalers, in their own view, fill what would otherwise be a vacuum.

It is the wholesaler who creates and stimulates the demand for phonographs, and who, in the phrase of the stock market specialist, "makes an orderly market."

**Role Misunderstood**

The DAGV contends that the functions of the wholesaler is little understood by the trade—or appreciated. With considerable justification, German wholesalers take credit for having helped launch the German phonograph boom. They believe their role in stimulating the trade generally is grossly underestimated.

Wholesalers have fueled the German boom by pumping credit into the trade. Most of the boxes sold in West Germany since the boom took off in 1953 have been financed by wholesalers. Sales in the German market always have depended, in fact, upon wholesaler financing.

German wholesalers also are calling attention to the importance of their stocks of spare parts, technical services, and disk programming services.

These are services that the trade, particularly the location and operator, tend to take for granted, but

which, on the contrary, can be supplied efficiently only by the wholesaler in the present German conventional manufacturer-wholesaler-operator market.

The necessity for the wholesaler campaign suggests the extent to which agitation for location sales is making headway. Wide segments of the German trade are convinced, it is no secret, that the German operator, at least in the present operating format, is doomed.

Three factors are nourishing this conviction:

1. The shrinking of the German phonograph production, together with increasing American competition.
2. "Over-population" of the German juke box operator field.
3. Relative success of location sales in neighboring European countries, specifically, Belgium and Austria.

**U. S. Competition**

German phonograph manufacturers are being pressed hard by the U. S. competition. The contraction of German juke box sales to operators encourages manufacturers to speculate that locations might prove a lusher field after all.

The German boom, even top operators concede, attracted fast-buck artists along with legitimate operators. It also attracted operators neither financially or technically equipped to meet the responsibilities of a normal operator situation.

West Germany currently has an operator population of around 5,000, of whom roughly half function outside the associations affiliated with the Central Organization of Coin Machine Operators (ZOA).

**Too Many Operators**

Leading members of the ZOA state that there are far too many operators in West Germany. They argue that all operators should be

brought into operator association but they say that even the 2,500 organized operators are too many for present conditions.

Many German operators, perhaps a majority of organized operators, are conducting shoe-string businesses. They are doomed by price-cost squeeze. Meantime, fight for survival forces them stint on equipment, servicing and disk purchasing.

The marginal operator gives operator system a bad name and encourages manufacturers to speculate that it might be more profitable to deal directly with locations.

For the truth is, bluntly put, location is winning favor fast among European manufacturers than German operators care concede. While the operator caught in the price-cost squeeze and Austria, operates under entirely different system of economics.

The location owner—the location owner, that is, which appeals to manufacturers—considers purchase of a juke box as in same category as any article of operating equipment. He purchases phonograph not necessarily because he expects to make money from box itself, but as a customer location is not hobbled in purchasing new equipment by the economics of phonograph operation but can charge the cost to operating equipment.

Belgium is being paraded before the German trade as a glittering example of the lush opportunities generated by location ownership. Belgium, with under 10 million population, has half as many juke boxes (30,000) as West Germany which is over five times as large.

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



# We're Going on Vacation...

... but we want to thank you for making "Flying Circus" the largest selling 2-player game we've ever produced.

The plant will be closed June 30 to July 17. However, due to the unexcelled demand, upon our return we will continue production and shipments of "Flying Circus."

**D. Gottlieb & Co.**

1140 N. Kostner Avenue  
Chicago 51, Illinois

There is no Substitute for Quality

# Now *chicago coin* Brings You ALL 4 in One New Bowler...

**REGULATION BOWLING**  
Standard ABC Scoring!

**ALL STRIKE BOWLING**

Strikes Only —  
with Bonus Feature!

**FLASH-O-MATIC BOWLING**

Exciting High Scoring Feature!

*New*  
**300 CHAMP**  
with "glowing" RED PIN

Continuous Strike Feature  
Plus Red Pin Bonus!

# PRINCESS BOWLER

*Look!*

New  
"FLOOD-LIGHT"  
Illumination!

Gives Brighter Pin  
Lighting from 2  
Standard 60 watt  
bulbs beneath  
hood in steel  
reflector shades!

All Steel Cash Box!

Available in 16½, 13  
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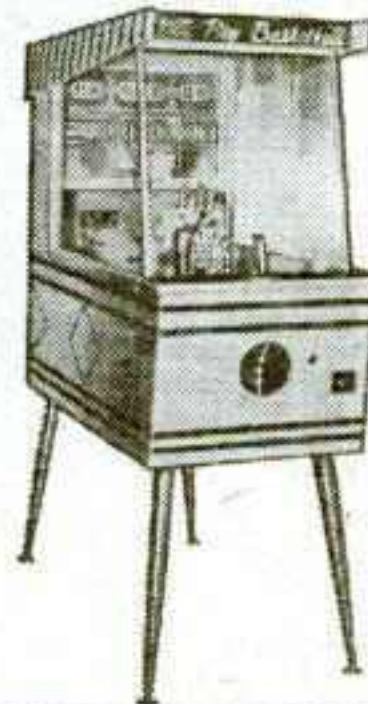
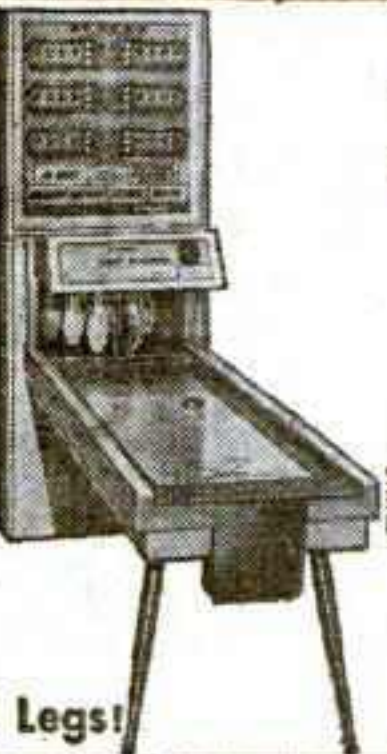
Imagine — 300 Champ;  
Flash-O-Matic; All-Strike;  
Red-Pin; Light-O-Matic and  
Regulation Scoring for the  
same price as many  
2-game bowlers!

ALL Steel Legs!

## PRO BASKETBALL

with "Flash-O-Matic"  
5 NEW FEATURES

- New 1st Half Scoring
- New 2nd Half Scoring
- New Modern Cabinet
- New Brilliant Playfield
- New Realistic Players



*Chicago Dynamic Industries, Inc.* 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

Charm manufacturer  
**SAMUEL EPPY & CO., INC.**



# USES BILLBOARD AS EXCLUSIVE TRADEPAPER AD MEDIUM

Says President Samuel Eppy:

"(Advertised in Billboard) some twenty odd years now—and never missed a week."

"Advertisements in Billboard have paid off."

"They've built our customer and prospect list."

**SAMUEL  
 EPPY  
 & CO., INC.**

91-15 144th PLACE • JAMAICA 35, L. I., N. Y. • AXed 7-2900

June 9, 1961

Billboard Magazine  
 1564 Broadway  
 New York, New York

Attention: Dick Wilson

Dear Dick:

We take Billboard quite seriously. We're glad it's available to us fifty-two (52) times a year. We've availed ourselves with advertisements some twenty odd years now -- and never missed a week.

You know, Dick, we make real efforts with each of our weekly ads, -- with new illustrations, new copy, new ideas. We prefer not to repeat ads, except when special motivations dictate it.

Our reasoning is simple. An ad is news, just as your editorial copy is news. You keep your news columns fresh and current. We keep our weekly ads fresh and new.

Our advertisements in Billboard have paid off, Dick. They've built our customer and prospect list. We're read. We're well-known. We get our "story" told.

A business must have a selected audience, to whom they can address themselves on the subject of their products.

Billboard is our only "conversation platform" in printed space, whereby we have the privilege and opportunity to speak to our industry on products and subjects of mutual interest, fifty-two times a year. We address ourselves to this important communication seriously.

Cordially yours,

SAMUEL EPPY & CO., INC.

*Samuel Eppy*  
 Samuel Eppy, President

SE:pm



INJECTION MOLDING

CHARMS

VACUUM METALIZING

**FLOWER BUDS**  
 VACUUM-METALIZED  
 Four (4) Assorted Buds  
**LOW IN PRICE**  
 Samples on Request  
**SAMUEL EPPY & CO., INC.**  
 91-15 144 Place, Jamaica 35, N. Y.

**PRINCESS PHONE**  
 the new  
 'Dialing of America'  
 Tell the truth. Wouldn't you like a PRINCESS PHONE in your home?  
**PLASTIC**  
 5,000 & up.....\$ 8.50 per M  
 1,000-4,000..... 10.50 per M  
**METALIZED**  
 5,000 & up.....\$12.50 per M  
 1,000-4,000..... 15.00 per M  
 F.O.B. Jamaica, Immediate.  
  
**SAMUEL EPPY & CO., INC.**  
 91-15 144 Place, Jamaica 35, N. Y.

**Charm Operators**  
 Get on our  
**MAILING LIST**  
 Full Time or Part Time Operators, Anywhere and Everywhere in the U.S.A.  
 Send us your NAME and ADDRESS  
 Receive our weekly mailings and FREE SAMPLES of new CHARMS, RINGS, GIMMICKS and CAPSULES. No obligation. It's an EPPY Service to keep you posted on the Newest and Latest Ideas in Charm Vending.  
**SAMUEL EPPY & CO., INC.**  
 91-15 144 Place Jamaica 35, N. Y.

Typical of the ads appearing exclusively in Billboard carrying the Samuel Eppy & Co. sales message to Bulk Vending Operators everywhere.

## SPECIAL NOTE TO OPERATORS

You're sure of the newest and best coin machine profit opportunities every week in . . .

**BILLBOARD  
 MUSIC WEEK**