

BILLBOARD MUSIC WEEK

FRANCIS C LAUDA
118 MIDDLENECK RD
PORT WASHINGTON L I N Y
1121 601230 32AR 678C1206

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

SINGLES SALES CLIMB ON COAST; STORMS, STRIKES HIT OTHER AREAS

N. Y. C., Philly See Solid Disk Pickup

NEW YORK—Single records in both the Philadelphia and the New York area showed signs of a solid pickup over the past week. Actually, a number of dealers checked stated that singles had been on the upswing for the last two or three weeks. Some attributed it to stronger new wax on the market, others said that it had something to do with the kids returning to school. Whatever the reason there was little doubt that many dealers were happy about the current state of the singles business in the middle Atlantic area.

A wild and woolly hurricane named Carla, and the General Motors strike, helped depress the single record business in the Southwest and Midwest. Texas cities like Galveston and Houston, and to a lesser extent Dallas, and Fort Worth were cut off from the rest of the country for a while last week when Carla's winds and rains cut a wide swath northward through Texas. While business of all sorts was way off in Texas, the General Motors strike had an effect on the disk business in a number of Midwestern cities. Some traders estimate that Carla and the GM strike helped knock out 10 per cent of the disk business last week.

BULGARIAN IRE BANS WESTERN MUSIC & DISKS

VIENNA — Bulgaria has prohibited the importation of American disks and sheet music in English.

It is now required that all music imported into Bulgaria or performed in the country have lyrics in Bulgarian or Russian only.

The ban is contained in a directive issued by the Ministry of Internal Trade. It states that no music may be played publicly, in either disk or sheet music form, which has not received prior approval from the state entertainment agency, Estrada.

Estrada is empowered to sanction the use of texts in foreign languages only in special cases.

The ban is the sequel to an inspection of Sofia restaurants and night clubs by a commission appointed by the city council. The officials were horrified to find that record players, juke boxes and background music systems were playing almost exclusively American top tunes.

(Continued on page 79)

L. A. Dealers Note Strong Business

By LEE ZHITO

HOLLYWOOD — Singles sales here are enjoying a sharp upsurge with estimated sales increases running as high as 35 per cent, a BMW survey of key Los Angeles outlets revealed last week.

Reasons for the rekindled interest in singles vary.

Some dealers credit better product for attracting consumer attention. Others feel its part of the back-to-school seasonal picture. Another explanation is a rise in the national economy and its resultant increase of luxury spending.

Dealer, Jerry Johnson of Van Nuys' House of Sight and Sound, credits an industry-wide reawakening to the value of singles. The manufacturer is trying to bring back singles, Johnson feels, and the concerted effort on the part of labels has resulted in superior single product, intensified promotion of singles, which in turn is raising the sales level of this facet of the business.

Up 35 Per Cent

Johnson reports his Sight and Sound shows a 35 per cent boost in singles sales. While he credits as over-all industry-wide effort for the sales boost, Johnson himself apparently didn't wait for anyone else to do the job for him. Sight and Sound spends \$500 per week on radio spots (station KRLA) touting new singles wares. His radio campaign formerly was devoted to pushing LP's, but he has found that "if you bring 'em in to buy a single, they'll end up buying albums as well."

In addition, the lion's share of the store's point-of-sale promotional material has been rechanneled to pushing singles. Sheets listing new releases are in the listening booths. Singles streamers are throughout the store. Sight and Sound's front counter features a "hall of fame" browser containing past singles hits which are still available.

(Continued on page 79)

MOA Meet Might Show Foreign Units

CHICAGO — Music Operators of America may have foreign coin operated equipment shown at its 1962 convention to be held here next spring. MOA is also thinking of giving an award to the best record and the best artist of the year at its next conclave.

Speculation on the above is based on a joint announcement made last week by MOA's George Miller and E. R. Ratajack, that the association's 1962 conclave would be held at Chicago's Morrison Hotel, May 6, 7 and 8.

With Ratajack in Chicago, Mil-

ler noted, all planning and activity for the convention will center out of his office. Miller went on to say that Ratajack had several new ideas for the convention.

Innovations

Ratajack then elaborated that these included innovations in the convention program and the type of equipment to be shown. "Our plans look good and we expect to offer a worthwhile convention to the industry," he said.

Although there was no further elaboration on the statement, this

(Continued on page 87)

RCA Victor, Bell Vie for Cartridge Tape Limelight

NEW YORK — The battle of tape cartridges was joined in earnest this week with this city the focal point of the initial skirmish. Both RCA Victor and Bell Sound Division chose the New York High Fidelity Show as the initial media for reaching the public with a sales message on new lightweight, compact players.

Actually, Bell introduced its new stereo and monaural tape cartridge units early in the summer and displayed the merchandise at the Music Show in Chicago last July. Victor had announced the coming of a new line as early as last May at distributor meetings in Las Vegas and Miami Beach, but only this week were the models actually shown.

Victor debuted its units at a reception dedicating a new music lounge in the Overseas Press Club here. The company made a gift to the club of a complete home entertainment system, including one of the cartridge tape player-records. The new units were introduced by Marketing Vice-President Ray Saxon, assisted by Dick Hanselman, manager of product planning for the Radio-Victrola Division.

Flight Line Group

The three machines demon-

strated weigh in at about 13 pounds each, and are known collectively as the Flight Line group. The Fortnighter stereo model carries a suggested list of \$169.95 and will both record and playback stereo. A system of patch cords and jacks enables the set to play through a separate stereo high fidelity system or through a radio or TV set. In this case the unit's two channel amplifier becomes a pre-amp. In any case, a second amplifier—be it in a radio, TV set or phonograph, must be employed. The set does not contain its own remote speaker unit.

An adaptor unit which permits playing a three-inch reel tape is available at \$4.95, although the style of reel used is not compatible with reel tapes used on conventional reel units. Monaural models introduced include the Prompter at

(Continued on page 13)

Wesley Rose Files Against Everly Bros.

NASHVILLE — Wesley Rose has filed a breach of contract suit and an injunction proceedings action against the Everly Brothers. The suit was filed in Chancery Court here last week, and a hearing will be held on the case on Wednesday (20). Suit is being handled by Harold Ornstein of Ornstein & Arrow.

Rose says in his suit that he had a personal management and public relations counsel pact with the Everlys which started on May 6, 1957, and was to run for five years, or until May 5, 1962. Rose claims that in January of 1961 the boys told the plaintiff that they would no longer abide by the pact. He says that he tried to get in touch with them many times during the next few months but that they failed to communicate with him.

(Continued on page 79)

ON THE MOVE

Cap Chart Action Marks Singles Rise

NEW YORK—Capitol Records has moved into a strong position in the singles field. The label is now showing a profit in this phase of its operation and compared to last year is doing spectacularly well. Currently, five singles are on the "Hot 100" chart. These are the Four Preps' "More Money for You and Me," at No. 21; the Lettermen's "The Way You Look Tonight," at No. 44; Tex Ritter's "Hillbilly Heaven," now at 61 after a period in the higher brackets; Jack Scott's "My Dream Come True," No. 28, and Nat Cole's "Let True Love Begin," No. 77. Cole just moved onto the chart. Wanda Jackson's "Right or Wrong" recently dropped off, after a long run.

Some sales figures as of the week ending August 25 add to the picture. "Hillbilly Heaven," released in May, has racked up about 234,000; "Right or Wrong," released in April, about 211,000; "More Money for You and Me," July, 78,000; "The Way You Look Tonight," 50,000.

Other singles sales figures, as of August 25, are Hank Thompson's

"Hangover Tavern," released at the end of July, 47,000; Jack Scott's "My Dream Come True," July, 49,000; Frank Sinatra's "American Beauty Rose," just released, 24,000. And Kay Starr's "Well, I Ask Ya," looks very strong.

Significantly, the period from

(Continued on page 79)

Index to Contents

General

International Music18
Manufacturer News4
Talent News6

Music Pop Charts

Best Buys in Records71
Best Selling Phonographs &
Tape Recorders13
Best Selling Sheet Music in
U. S.79
Bubbling Under the Hot 100..24
Double Play Disks87
Hits of the World16
Honor Roll of Hits74

Hot 10024
Hot C.&W. Sides69
Hot R.&B. Sides69
Singles Programming Guide ..71
Top LP's22
Top LP's by Category20
Top Market Breakouts69

Reviews

LP Reviews20
Single Record Reviews69

Radio-TV Programming ...12

Artists' Biographies12
Programming Panel12
Yesterday's Hits12

Vox Jox12

Music-Phonograph

Merchandising13
Album Cover of the Week ..13
Best Buys in Records71
Best Selling Phonographs &
Tape Recorders13
Disk Deals for Dealers13

Coin Machine Operating ...80

Bulk Vending84
Coin Machine News80
Coin Machine Price Index70
Double Play Disks87
Singles Programming Guide ..71

Paid Circulation This Issue, 21,517

Disk Makers Concerned Over Singles Price Cuts

By BOB ROLONTZ

NEW YORK—The slash in the sale price of single records in New York over the past few weeks has not as yet caused an untoward pressure on distributors or manufacturers for a better wholesale price. Over the past few weeks, sparked by Sam Goody's 56-cent price for singles, Korvette, A.&S., S. Klein, and the May chains have reduced their sale price of singles to as low as 66 cents, and S. Klein actually sold singles as low as 52 cents for a few days last week.

Since the chains usually pay about 54 cents for a single (large single purchasers get a 10 per cent functional discount), it is apparent that they are working on a much closer margin than usual. And yet most astute trade observers believe that the chains will keep their sale price on singles at the 66-cent level for a long time.

Manufacturer Concern

Though there has yet been no effort made to get a better price from distributors, a check of manufacturers indicates that many are thinking seriously about the ramifications of the 66-cent price on the future of single records—especially if the price slash spreads to other cities.

Manufacturers are concerned because the price cut on singles adds one more pressure to the many that have been mounting for a cut in the singles list price. Although a price cut for singles is a very unpopular cause with most manufacturers, there are many in the trade, including some high brass, who feel that a lower singles list price, somewhere between 50 cents and 75 cents, is inevitable.

They base their reasoning on the following factors: 1. Singles

sales are less per record than they were two years ago and "even the hits don't sell like hits." 2. The price of LP's are now so low in the chains and discount stores "that only a child, and a not very bright one at that, would pay 98 cents for a single record." 3. The old saw that "If it's a hit they'll buy it no matter what the price" is becoming less acceptable as the industry notes that a smash hit that would have sold 750,000 a few years back now only sells about 350,000. 4. It's tough to sell a record for 98 cents when a kid can hear the disk 10 times a day on his transistor radio. 5. Some manufacturers are pressing singles for as low as 9 or 10 cents.

It is known that in about two months a medium-sized indie intends to bring out a new line with well-known artists, with the records listing at much less than the current 98-cent list price. It is also known that a major diskery exec, who has been pushing for a 50-cent or a 60-cent single for two years is getting more enthusiastic about it daily.

Pros and Cons

Although there are scores of record execs who claim that the price of records cannot be reduced, there are almost as many who claim that the arguments against a price slash are specious. More than that, claim some, since the single is most vital in developing new artists for albums, and since albums are over 70 per cent of the dollar volume of the disk business, diskeries should be prepared to even lose a little on singles in order to develop this talent.

There is no doubt that costs of artists royalties and cost of recording sessions have risen over the years. There are also high promotional costs involved in singles. But critics of the 98-cent price claim that record manufacturing costs are lower, and, that if freebies were cut out of the picture, record promotional costs could be lowered.

It is possible that more and more dealers will slash the price on singles, just as they have done with LP's. They will do this by taking a lower markup on singles, which would not disturb the manufacturer - distributor - dealer price structure.

There is also a possibility—although slight—that some manufacturers will risk a test with a lower list price on a new label (like in the old Bluebird and Okeh days) to see if this type of move will have a real effect on single record sales.

MAREK SEES 1 MUSIC WORLD

NEW YORK — "What's happened to recorded music? I'm not quite sure," commented RCA Victor Vice-President, George Marek, in an off the cuff talk at the Overseas Press Club last week. Marek spoke at the formal dedication of a new music lounge at the club, the phonograph, tape and TV equipment for which RCA Victor was the donor.

"It seems to me music has become a sort of one-world commodity and that America has conquered the world," Marek told the press and membership assembled. "We have a trade paper called Billboard and if you look at the best seller charts there in Norway, England and practically any other place, you see the biggest sellers are Paul Anka, Ricky Nelson and Elvis Presley is the No. 1 artist everywhere — if you can call him an artist. I don't know how much all this has helped our international relations, but Elvis even has a big following in Russia where they tape his records from the radio and cut records on photo plates. We don't get a cent of royalties but you'll have to admit there's a certain one-worldness about it."

Brad Hammond Makes a Reply

NEW YORK—Brad Hammond, president of Hammond Industries and Heritage Music Library, which were named in an action last week by Columbia Record Distributors, Inc., issued the following statement regarding the action this week: "We look upon this as a 'spite' suit. It must appear evident to everyone that Columbia is taking Heritage competition quite seriously. It is our plan to let our attorneys speak for us while we concentrate on our business which is the making of Heritage the foremost concern of its kind in the area, Columbia included."

The Columbia suit charges that Hammond and a number of other former Columbia employees, upon their departure from the Columbia Home Music Library set-up, instituted a copy of the plan and thereby conspired to destroy the business of the Columbia operation. The answer to the complaint, which was served September 6, is returnable within 20 days of the date of service.

See Pye Seeking More U.S. Labels

LONDON—Pye Records' deal with Reprise is not likely to be the last entered into with a leading U. S. indie. More big developments can be expected as time goes by—probably sooner rather than later, although the new acquisition will probably be allowed to be digested first.

The Reprise deal is the second with a U. S. indie this year. In the spring, an agreement was reached with Aristocrat Recording Corporation which brought Pye the Chess, Checker and Argo labels. In fact, a new Pye-Jazz label drawing largely on material from this source was in the process of being launched as the Reprise deal was concluded—the launching ceremony of the former being followed by the official announcement of the latter on consecutive days.

During the visit to Hollywood to clinch the Reprise deal, Pye chiefs Louis Benjamin and Roger Threlfall also talked with Dot and other U. S. labels. Both refused to comment on their return at the outcome of the negotiations beyond the statement that no immediate results were expected.

Nevertheless, it is clear that Pye and Dot, at least, have much in common at present. Lonnie Donegan's "Chewing Gum," at present on the BMW "Hot 100," is a Pye artist with the disk leased to Dot under an old contract. Donegan which now has three million-sellers to his credit—the only British artist to do so—has more recently been tied to Atlantic for U. S. release, although this pact is understood to have expired. Dot is currently represented in Britain by the Decca group's London label.

Though by no means a newcomer to the British disk scene, Pye is an infant compared with the long-established EMI, Decca and Oriole operations. In its present form, it is junior to Philips' U. K. disk firm. On the New

Musical Express British best sellers chart published in BMW September 11, the Pye group had five entries (as against EMI's 14, Decca's 11 and none for Philips and Oriole).

In addition to its new Reprise label, Pye releases under seven other logos—Pye (British artists), Pye-International (material from Aristocrat, Colpix and pick-ups), Piccadilly mainly lease-tape, Pye-Jazz, Golden Guinea (low-price, specialized albums) and Palette (the Jacques Kluger Belgian-based international operation). To handle pick-up deals with U. S. indies, Pye maintains a representative, Irving Chezar, in New York.

Mercury Execs In Talks With Five Distributors

CHICAGO—Some five of Mercury's distributors will meet with label officials here today (18), part of a regular program of holding small distributor group meetings on a rotating basis.

Included in the session today will be Mel Sterling, Joseph M. Zamoiski Company, Baltimore; Bill Davis, Davis Sales Company, Denver; and Henry Hildebrand, All South Distributing Corporation, New Orleans.

Mercury has also scheduled a meeting for its entire a.&r. staff next Monday (25), to plan future recording activity.

BILLBOARD MUSIC WEEK

Published by
The Billboard Publishing Company
2160 Patterson St., Cincinnati 22, Ohio
Publisher
Roger S. Littleford Jr. ... New York Office

Editorial Office
1564 Broadway, New York 36, N. Y.
PLaza 7-2800

Sam Chase Editorial Director
Paul Ackerman Music Editor
Aaron Sternfeld Coin Machine Editor
Robert Rolontz Assoc. Music Editor
June Bundy Radio-TV Programming Ed.
Ren Grevatt Merchandising Editor

Wm. J. Sachs, Exec. News Editor, Cincinnati
Nicholas Biro, Midwest News Editor, Chicago
Lee Zhitto, West Coast Editor, Hollywood
Mildred Hall, Chief, Washington Bureau

General Advertising Office
1564 Broadway, New York 36, N. Y.
PLaza 7-2800

Andrew Csida, Advertising Co-Ordinator
Dan Collins Singles Sales
Robert O'Brien LP and Equipment Sales
Frank Luppino International Sales
Richard Wilson Midwest Music Sales
R. McCluskey West Coast Music Sales

Coin Machine Advertising
188 W. Randolph St., Chicago 1, Ill.
Central 6-9818
Richard Wilson Coin Machine Ad Mgr.

Circulation Sales
1564 Broadway, New York 36, N. Y.
C. J. O'Connor Circulation Manager

Subscription Fulfillment
Send Form 3579 to
2160 Patterson St., Cincinnati 22, Ohio
Joseph Pace Fulfillment Manager

Branch Offices
Chicago 1, 188 W. Randolph St.
Central 6-9818
Hollywood 28, 1520 North Gower
Hollywood 9-5831
St. Louis 1, 812 Olive St.
Chestnut 1-0443
Washington 5, 1426 G St., N.W.
National 8-4748

Cable Address:
MUSICWEEK NEWYORK

Subscription rates payable in advance. One year \$15 in U.S.A., Canada and Europe. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office.
Copyright 1961 by The Billboard Publishing Company. The company also publishes Vend, the bi-monthly magazine of automatic reading; one year, \$5 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$8, and High Fidelity, the magazine for music listeners; 19 one year, \$6.
Vol. 73 No. 37

Bob Astor Forming Continental Agency

NEW YORK—Bob Astor, booker with Tim Gale for many years, has left Gale to form his own booking agency, Continental. Astor is handling a number of key attractions including Clarence (Frogman) Henry, The Bill Black Combo, the Jarmels, Ral Donner, Gene Pitney, the Embers, the Del Vikings, Roy Orbison, Lee Dorsey, Lorez Alexandria and several others.

Some of the above acts are not handled exclusively by Continental, but Astor has permission to submit some of them from coast to coast and others in specific areas.

...AT NO EXTRA COST- YOU'LL GET THE BIG...NEW... DATA-PACKED...SPECIAL ISSUES OF...

BILLBOARD MUSIC WEEK

EXCLUSIVE SPECIALS

Fall Spotlight on Record Programming	SEPT. 18
Annual Phonograph Buying Guide	Oct. 2
Spotlight on Country & Western Record Buying and Programming	Oct. 30

Just mail request order today

BILLBOARD MUSIC WEEK, 2160 Patterson Street, Cincinnati 22, Ohio
Please enter my subscription to BILLBOARD MUSIC WEEK for

1 YEAR \$15 3 YEARS \$35 New Renew
 Payment enclosed 2 EXTRA Issues for cash Bill me later

Above subscription rates are for U. S., Canada and Europe. Other overseas rates on request. 75¢

Company _____
Name _____
Address _____
City _____ Zone _____ State _____
Type of Business _____ Title _____

LATEST NARAS APPOINTMENTS

HOLLYWOOD — Elmer Bernstein, Sonny Burke, Jim Conkling, Mack David, Paul Weston, and Margaret Whiting were named last week as trustees to the National Academy of Recording Arts and Sciences National Board. Election was made by the local chapter's board members. Burke, Conkling and Weston will serve a two-year term while the others will serve one.

BIG DISPLAY

FM Stereo, Tape Top N. Y. City Hi-Fi Exhibit

NEW YORK — The New York High Fidelity Show, first and normally the largest public display of audio equipment of the year, opened at the Trade Show Building here Thursday (14) with what appeared close to a record number of exhibitors on the five floors of air-conditioned exhibit space. A final tally showed about 120 firms displaying products.

FM stereo, as in the case of the Music Trade show last July in Chicago, again was the dominant theme of the affair with more than a dozen manufacturers of multiplex adaptors, stereo receivers and tuners represented on the floor. In addition WLIR, an FM station in nearby Garden City, was geared up to air stereo broadcasts direct from the show. Three other FM stations, WQXR-FM, WABC-FM and WDHA of Dover, N. J., were exhibitors.

Exhibit Packaged Phonos

What was once regarded as a sort of "closed" affair, strictly for component manufacturers, became something less than that in this sixth annual Manhattan exposition, with 10 manufacturers of packaged phonographs among exhibitors present. At one time, the purists who constitute the membership of the Institute of High Fidelity Manufacturers, sponsors of the annual shows here, made no secret of their feelings that packaged goods were simply not in the same league with components, which were regarded as the only "real thing."

In this year's colorful display, such manufacturers of single console stereo phonos as Ampex, Clairtone, Fisher, Kane Mark, Motorola, Pilot, Ravenswood, RCA, Roberts and Saba showed their wares. In other days the single package was believed not capable of producing true stereo of the kind that would satisfy the all-out audio buff.

Tape in Spotlight

Tape equipments, too, was a prominent factor in the show with a score of manufacturers of tape decks and tape equipment showing their new models. There is no doubt of the close tie-in now existing in the minds of manufacturer executives between the advent of stereo multiplex broadcasting and tape units in the home. The obvious pitch — and one that's being used by most manufacturers of both high and low priced merchandise—is to "tape it off the air in your living room."

Ampex, one of the leaders in the tape equipment field and one which operates its own pre-recorded tape marketing subsidiary, United Stereo Tapes, was distributing a brochure explaining the fine points of how to "Tape it off the air." In the folder, a warning is contained to the effect that

RAY CHARLES, RAY CHARLES

NEW YORK — Singer Ray Charles and choral leader Ray Charles have always encountered some confusion over their similar names in the trade, and now the situation is going to be worse.

Charles (the choral leader) and his Ray Charles Singers last week signed a contract with Command Records, a subsidiary of ABC-Paramount. Charles (the singer) records for ABC-Paramount, thereby posing a problem for Ampar's switchboard since both labels use the same phone number. Charles (the choral leader) will cut a minimum of two LP's for Command.

"Off-the-air recording is strictly for fun." The folder advises readers to "Toss overboard any smart ideas you may have about selling copies of your recordings. Don't try to sell them or charge admission to hear them. It is strictly illegal," a fact which should prove a salve to some music publishers, already worried about the impact on disk sales of the "tape it off the air" fad.

More than 30,000 audiophiles and curious record buyers, uninitiated into the finer points of high fidelity, were expected to attend the show during its four-day run. Admission of \$1.25 for adults and 25 cents for children was charged.

AIR-MINDED

New DJ Disk Shop Built on Buy-Now-Fly-Later Basis

LOUISVILLE — Veteran disk jockey Paul Cowley, WKLO, here, is opening his second local record store next month. The new shop, which opens October 15, will be located at Louisville's Standiford Airport, thereby chalking up what Cowley believes to be a first. Records have been sold, via racks, in a few airports around the country, but the jockey thinks his will be the first full-time airport store devoted exclusively to the sale of records.

The new store will feature albums only, with emphasis on "class" merchandise — show albums, classical, and children's packages. Cowley is going after the transit trade with a "take a gift home or have it shipped" pitch to air travelers. In line with this, he is signing up with various credit card organizations.

The store will stay open from noon to 9 p.m., peak traveling hours at the airport. An average of 250,000 people arrive and depart at the airport daily and Cowley's store is located in a wing that gets 60 per cent of the traffic. Cowley's overhead will be low. He doesn't plan any advertising ("99 per cent of the traffic will be transient") and will draw on his other store for inventory, which will be kept to a minimum.

Expects Businessmen

Cowley anticipates that a great deal of his customers will be businessmen, and they will prefer to have an album shipped rather than

Some Singles in New York City Remain At Cut-Rate 56 to 74-Cent Prices

By REN GREVATT

NEW YORK—The single record price structure remained virtually unchanged from that of a week ago here, with prices running from the 56-cent line established by Sam Goody's stores to 74 cents, now featured at Alexander's and various other stores.

Goody, meanwhile, announced that his 56-cent tag now applies to all his stores in the New York area plus his Philadelphia outlet. He stated this price would be maintained until at least the end of this year. Goody said that his singles business has approximately doubled since the price cut, citing an average former take of \$400 a week. Referring to comments from

other local outlets (BMW, September 11), Goody summed up, "I'm glad everybody looks at Korvette as the local barometer. While they are watching Korvette, we'll be making hay while the sun shines."

Meanwhile at Korvette, Dave Rothfield noted: "We still don't regard Sam (Goody) as competition in singles. Maybe he is with LP's but not singles. We haven't had a single-complaint from a customer at any time as to why we don't have the 56-cent price. We had a one-day 59-cent deal but that was not dictated by Goody's price. We have been as low as 44 cents on singles but we don't like it. We all want to make money with records."

"Since we started our one-stop arrangement with Al Levine, we've been doing great with singles. Our business is up in all our stores and this is on the basis of a regular

price of 66 cents. We plan to stay right there."

Irv Rosner, buyer for the Alexander stores in Rego Park, Queens, White Plains and the Bronx, remarked, "We're holding the line at 74 cents. The down boys can enjoy themselves all they want. If they want to ruin the business down there that's okay. But we're doing 20 to 30 per cent better on singles in just the last few weeks and at our price, not their's."

Meanwhile, Macy's and Abraham and Strauss are both holding at the 66 cents level. John Reeves, Macy's buyer, felt this week that Goody deserves plaudits for his actions. "I wish he could force the manufacturers to drop the price. That's the real answer. I had hoped at least one of the manufacturers would do this. It would be better for everybody that way."

LATE POP SPOTLIGHTS

SINGLES

RICK NELSON



A WONDER LIKE YOU (Four Star, BMI) (2:34)—**EVERLOVIN'** (Jat, BMI) (2:00) — Rick Nelson (he's grown up now) turns in two first-rate readings of a pair of light, happy items that should keep his sales a-booming. Top side is warm ballad sold with style by Rick; flip is a bright rocker that also is handled neatly.

Imperial 5770

MATT MONRO



WHY NOT NOW (Selma, BMI) (2:25)—Matt Monro, the young English chanter who did mighty well with "My Kind of Girl," shows he's not a flash in the pan with this stylish and punchy reading of a smart ballad. The backing is strong and the lad is a comer. Flip is "Love Is the Same Anywhere" (Selma, BMI) (2:04).

Warwick 669

THE STRING-A-LONGS



MINA BIRD (Dundee, BMI) (2:05) — **SCOTTIE** (Dundee, BMI) (1:59) — Two brightly swinging instrumental sides by the String-A-Longs should keep the combo at the top of the charts. The first side is a gutty blues item, which features a catchy melody and smart arrangement; flip is a lighter, happier side with a lot of sparkle.

Warwick 668

THE MAR-KEYS



MORNING AFTER (East-Bias, BMI) (2:28)—The Mar-Keys should have another big hit with this lilting instrumental effort, an answer song in a way to their current smash "Last Night." Strong wax for the boxes and the teen crowd. Flip is "Diana" (Pamco, BMI) (1:58).

Stax 112

Jazz

EDDIE HARRIS



MY BUDDY (Remick, ASCAP)—**GOLD BLESS THE CHILD** (E. B. Marks, BMI)—Eddie Harris, who hit the pop charts with "Exodus to Jazz," may have two more jazz-pop winners here. "My Buddy" is played in warm uptempo fashion featuring good sax work by Harris; the flip, a tender ballad, gets a soft reading from the tenorman and his combo.

See Jay 407

THE CRAZIEST PEOPLES

A Jockey on Ice, in a Shelter, Cage Or Tree Is Worth Plenty on the Air

By JUNE BUNDY

NEW YORK—Disk jockeys last month were camping out in fallout shelters, tree houses, and ice towers; scrambling eggs on the sidewalk, bowling with chimpanzees, and exhibiting themselves in zoo cages—all in the name of sweet publicity for their respective outlets.

Dave Woods, WJPS, Evansville, Ind., and Bruce Bartley, WFUN, Miami, Chuck Boyles, WHB, Kansas City, Mo., Stan Roberts, WTRY, Troy, N. Y., and Doug Viar, WLAY, Muscle Shoals, Ala., were among the boys who took to the fallout shelters. Wood entered his shelter for a two-week stay August 11 to test and demonstrate

the ability of the individual to survive for extended periods. A broadcast line permitted him to broadcast every hour during the day, and a window was provided to allow passersby to ogle him.

Bartley spent seven days in a concrete fallout shelter (10 feet in diameter) at a local shopping center. He broadcast twice daily on WFUN and was seen on closed circuit TV at stores in the center. During his stay, WFUN conducted two contests—one involved the award of a \$1,500 fallout shelter to a listener; the other the selection of a "Miss Radiation Shelter." To enter the latter, girls had to write their reasons for wanting to be "Miss Radiation."

Boyles, who staged his stunt in co-operation with the Kansas City

Civil Defense office, entered his shelter in Swope Park September 10, at which time "a formal entombing ceremony" was held to which the public was invited. Visitors could see him in his shelter, via closed circuit TV. The station offered \$500 to the listener who came the closest guessing how long Boyles would remain in the shelter.

Deejay Roberts will add a domestic touch to his stunt. He and his wife will be sealed in a fallout shelter for two weeks, starting October 7. The shelter will be located at Latham Corners Shopping Center. Roberts will do his regular 6-10 a.m. program from the shelter. The stunt—as with all the deejay-shelter promotions—was staged in co-operation with lo-

(Continued on page 12)

Joe Higgins, Vet Columbia Co. Exec, Dies at Age of 72

NEW YORK — Joe Higgins, Columbia Records executive for the past 25 years, died last week (10) at the age of 72. Higgins had been with Columbia ever since the American Record Company was bought by CBS in 1938 to form the Columbia Records label. He was on the Columbia a.&r. staff, and also served as Hollywood division director and music publisher liaison man.

(Continued on page 76)

Heywood Inks Liberty Pact

NEW YORK — Pianist Eddie Heywood, formerly with Mercury Records and RCA Victor, has signed an exclusive contract with Liberty Records. Liberty's a.&r. Clyde Otis, has already recorded an album and single by Heywood. They will be released shortly.

OP POWER

W. German Juke Box Plays Growing Into Top Record Exposure Medium

By OMER ANDERSON

WEST BERLIN—A radical readjustment is taking place in the relationship between West German phonograph operators and the diskeries, a reflection of the expanding role of juke boxes in determining hit tunes.

No longer are the operators content to be placed in sealed-off compartments by the record firms and treated as customers—but nothing else.

Operators are demanding, and beginning to get, special attention from the diskeries.

This metamorphosis has occurred so rapidly that even the operators have difficulty comprehending the significance of their new power position in the music field.

Op Is Mr. Big

Basically, the emergence of the German operator as Mr. Big in shaping this country's musical mood is linked to the rapid expansion in juke boxes. A decade ago there were—quite literally—a handful of phonographs in this country. Even by 1953 the number was fewer than 10,000.

Today, despite the shift of the German market from essentially a new box to replacement box market, there are 60,000 boxes, and the number is increasing steadily on a chart projection promising 58,000 boxes by 1965.

This is a meaningful phonograph tally, even in relation to that in the U. S., when it is con-

sidered that West Germany has a population of only 52 million.

But the power of the phonograph, as the diskeries are being apprised, is vastly greater in proportion to its number in this country than in the United States.

Little Radio Exposure

This is a product of the fact that radio and television play a rigidly circumscribed role in promoting music sales in West Germany. There is less than 25 per cent of the top tune exposure on West German radio and TV that there is in the U. S.

In contrast to the multiplicity of stations in each U. S. city, there is just one station in the German cities. German radio is semi-state-controlled, and the news-music broadcasting format is unknown in this country. Even disk jockeys are a rare and suspect breed.

West German television operates only in the evening, and radio and TV, which are supported mainly by a monthly tax levied on set owners, accent culture and information. There is very little sheer entertainment on German radio and TV, and almost no frothy disk diversion.

Purposeful is the word for German radio and TV. They program pop music, but sparingly.

German films do little to foster top tunes, and American films are usually too vintage when they reach screens here to have much impact.

Jukes to the Fore

This leaves the juke box as the

major German musical tastemaking force, a fact which has taken some time to percolate to the diskeries. But the evidence has been accumulating almost relentlessly, and it is now too positive to be ignored any longer.

There is no restriction on German juke box plugging of top tunes. And the results are plain to be seen—and heard.

"Exhibit A" for the juke box's top tune-shaping influence is the tune "Tom Dooley," which the Germans term a "trauige Henker-Ballade."

German radio and TV merely sniffed, "How uncouth," and ignored "Tom Dooley." It would have cost any German deejay his job to have spun the platter on high-brow German stations.

The U. S. and British troop stations aired "Tom Dooley," but their impact on this particular tune was nil.

Most German juke box operators program music largely on the basis of Billboard Music Week charts, adapting the BMW lists to the German scene. When Tom Dooley appeared on the top tune listings, German operators became interested and gave the disk a trial.

Germans Dig Off-Beats

For the German public it was an off-beat tune that pleased. Tom Dooley caught on fast with the Germans—strictly through the juke box. In a matter of weeks, it was off and running. It became a music shop best seller without

(Continued on page 86)

New Assignments For Earl & Other Columbia Officials

NEW YORK—Al Earl has been named to the newly created post of vice-president, operations, at Columbia Records. Earl, previously vice-president, administration, of the diskery, will be responsible in his new post for manufacturing, central order service, new functions of warehousing and distribution, as well as accounting and over-all company administration. Earl has been with Columbia since 1944.

Meanwhile a number of other appointments were made at Columbia this past week. Glen E. Miller is the new regional promotion manager for Columbia Records Sales Corporation in the Midwest. He was formerly with the Columbia Records distributor in Des Moines.

Clive Davis has been named general attorney for Columbia Records. He joined Columbia's law firm in 1960 after a stint with Rosenman, Colin, Kaye, Petschek & Freund.

In the a.&r. division, Ed Kleben has been appointed an associate producer on the West Coast, reporting to Executive Producer Irving Townsend.

FTC Halts Chess Payola Complaint

WASHINGTON—Payola complaints against Chess Record Corporation, Argo Record Corporation and Checker Record Company, all of Chicago, have been officially dismissed by the Federal Trade Commission. FTC made the complaints before the amended Communication Act sanctioned giving of free records to broadcasters without necessity for sponsorship in announcement.

Dovells, Hunt, Ray Charles, Nino & Thompson Sell Hot for N. Y. Dealers

NEW YORK—The hottest sellers of the newer records in New York last week, according to a check of local dealers, were "Bristol Stomp" by the Dovells on Parkway, "Human" by Tommy Hunt on Scepter, "Hit the Road Jack" by Ray Charles on ABC-Paramount, "Juke Box Saturday Night" by Nino and the Ebb Tides on Madison and "Sad Movies" by Sue Thompson on Hickory.

According to dealers checked, a number of records that were get-

FCC Agreeable To B'cast Meet

WASHINGTON — The outcry has been so great over the FCC's proposed detailed program reporting forms for licensees, that the agency has agreed to broadcaster request for a public meeting to be held Friday, October 6, at the Federal Communications Commission to discuss the forms. Request for the unusual procedure came from the National Association of Broadcasters.

Broadcasters have been sending in early comment on the elaborate program reporting forms, although comment is not officially due until October 2. Texas and Tennessee broadcaster associations said the program and logging requirements, and local statistical surveys required would be both burdensome and rigid. Licensees say the detailed accounting leans dangerously toward "government-imposed standards," if not outright censorship. They claim it will inhibit flexible and imaginative programming by stations meeting new situations.

ting a big push from manufacturers were as yet only getting slow sales action in this city. These included the Duane Eddy record of "My Blue Heaven," on Jamie; the Nat Cole waxing of "Let True Love Begin" and "Cappacina" on Capitol, and the Hank Ballard record of "Keep on Dancin'" on King. Although the new Connie Francis record of "Hollywood" and "Dreamboat" had not yet been delivered to many dealers here, most stores spoken to picked the waxing as a sure two-sided hit. Dion's new record of "Runaround Sue" on Laurie was called a coming smash by a number of dealers.

Meanwhile New York dealers generally stated that there was a strong pickup in singles business over the past three or four weeks. Some said that LP business was up, too. One dealer remarked, however, that business was still erratic, with good sales one day, bad the next, etc. The slash of the single record price to 52 cents at S. Klein's, 56 cents at Goody's, 66 cents at Korvette, Abraham and Strauss, and the May chain, was troubling many small dealers.

Anka Release Marks Am-Par, Philips Link

HAMBURG — The Philips-Etikett label will produce as the first title under its new agreement with ABC-Paramount "Dance On, Little Girl" and "I Talk to You" with Paul Anka.

The agreement assigns to the Philips-Etikett label the former Paramount repertory which had been produced in Europe by Electrola. Artists included in the agreement are Anka, Erroll Garner, Johnny Nash, Brian Hyland, Ray Charles, and Lloyd Price.

FCC Warns B'casters Again; Issue Short 1-Year Renewals

WASHINGTON—The Federal Communications Commission has again warned all broadcasters to keep their programming consistent with original proposals, if they want full three-year renewals. The agency granted short one-year renewals to KDB, Santa Barbara, Calif., and WKKO, Cocoa, Fla., last week, and took the licensees sharply to task for programming that did not meet promises. For added emphasis, the FCC sent copies of the decisions to all licensees.

The excuses offered by KDB for inconsistency between performance and promise were regarded with a fishy eye by the FCC. The

commission reminds all station's that licenses are granted on the basis of the program proposals. The broadcaster can no longer disregard them in the hope of being permitted to "upgrade" his programming when called to account, FCC warns.

WKKO was scolded for wide discrepancies in the amounts of live and public service programming promised and delivered, and the plethora of commercials. FCC says the 84-hour-a-week station proposed 994 commercial spots, 14 per cent of all programming would be live, and by category 70 per cent was to be entertainment and 17 per cent news. Renewal application shows 1,461 spots in the weekly span, averaging 18 per hour; 82.9 per cent entertainment time, 11.5 per cent news, and only 6.6 per cent of programming was live, FCC points out.

WKKO filed an amended application promising to do better, but this did not save the situation. KDB and WKKO are the second and third stations to be given short-term renewals on failure to carry out program promises. KORD, of Pasco, Wash., was first to be singled out in the FCC's new stern policy.

Morris Price New United Artists Exec

NEW YORK — Veteran record exec Morris Price has joined United Artists Records as national director of regional operations. He will headquarter in UA's Chicago office.

Price has served in practically every phase of the disk industry—starting as a retailer. For 15 years he was sales vice-president of Mercury Records, and for the past years owned and operated the Arnold Distributing Company in Chicago.

Price and UA Vice-President-General Manager Art Talmadge are old friends, dating back to Talmadge's years as artist and repertoire chief of Mercury.

In his new UA post, Price will serve as a member of the UA planning board, and will work directly with newly appointed Vice-President Chet Woods and National Sales Manager Jerry Raker.

Douglas Produces For UA Overseas

NEW YORK—In a move to expand its coverage of the European record market, United Artists Records has signed Alan Douglas of Paris to produce a series of albums for UA abroad.

Douglas was an indie U. S. disk producer before he moved to France several years ago to join the Barclay Record firm. Barclay distributes UA disks in France.

The first Douglas production for UA will be "The Peaceful Side of Jazz" by Billy Strayhorn. The album, which features a number of tunes penned by Strayhorn with Duke Ellington, was recorded in Paris during the filming of the UA movie "Paris Blues." The picture was scored by Ellington, and UA has original cast album rights.

Two-Man RIAA Lobby in Wash.

WASHINGTON—The Record Industry Association of America, Inc., has two lobbyists registered for the second calendar quarter of this year: Joseph Borkin and Fred Livingston, both of the Ring Building, Washington. No receipts or expenditures were reported by either representative.

Former Rep. Charles H. Brown (D., Mo.) has registered as lobbyist for the American Society of Composers, Authors & Publishers. Brown is working with former Senator O'Mahoney to defeat juke performance royalty exemption in the Copyright Act. Listings of lobbyists appeared in the Congressional Record of September 13.

Intros Foreign Music Track Bill

WASHINGTON — Help for American musicians but headaches for broadcasters would result from legislation introduced by Representative Celler (D., N. Y.), to require announcement of all foreign music track occurring on American broadcast programs.

The Celler bill, introduced last week, requires implementation by the Federal Communications Commission to insure that: "In any case in which a recording or other reproduction of music made in a foreign country is broadcast by a radio station in connection with any program made or produced in the United States, it shall be announced at the time of such broadcast that the music was recorded or otherwise reproduced in a foreign country."

NO 'MICHAEL' ON IRISH AIR

DUBLIN—Radio Eireann, the Republic's only radio station, has banned "Michael," both the Highwaymen's disk and Lonnie Donegan's version, entitled "Michael Row the Boat," are effected. Further information was not available at time of writing.

The Irish radio station occasionally bans songs with suggestive words, or songs which, in its opinion, are unsuitable for Irish listeners. In April 1960 a ban was clamped down on Johnny Horton's "Battle of New Orleans," which dealt with the routing of the British in the War of 1812. "The Battle Hymn of the Republic" was banned from use on sponsored programs; the station insists that songs with religious themes should not be aired on advertising programs.

Whenever R. R. bans a disk it usually starts a sales rush. When vocal waxings of "Gigi" were outlawed (orchestral versions were permitted) sales rocketed. So, judging by past experience, it appears that "Michael" is destined to be a really big seller here.

CAMEO PARKWAY

... the country's hottest independent offers you
9 PROVEN SOLID SELLERS Plus
5 NEW GREAT MONEY MAKERS
to put \$\$\$\$ in your pocket... not on your shelves

BUY ANY 9... GET ANY 10

OF THESE 5 NEW GREAT MONEY MAKERS!

100% exchange • Dating — 1/3 Oct., 1/3 Nov., 1/3 Dec. • Program Ends September 30, 1961



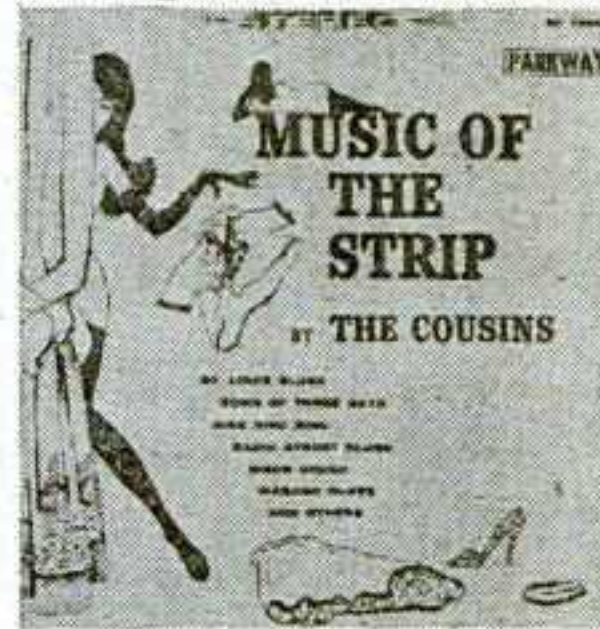
BOBBY RYDELL—C1011
"Mr. Talent"



CHUBBY CHECKER P7004
"The Chart Wrecker"



JACK WEIGAND C1012
Sweetest organ ever played—with
a beat
(Mono or Stereo)



THE COUSINS P7005
Real stripper music featuring wild
trumpet and drums.
(Mono or Stereo)

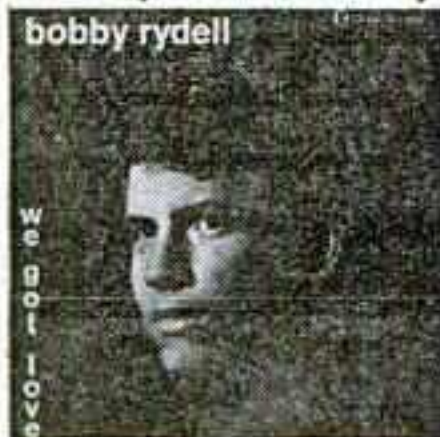


"THE 12 GREATEST SONGS
EVER WRITTEN"
C-2003 SC-2003

BUY ANY 5... GET ANY 6 (20% in Goods)
OF THESE 9 PROVEN SOLID SELLERS

100% exchange • Dating — 1/3 Oct., 1/3 Nov., 1/3 Dec. • Program Ends September 30, 1961

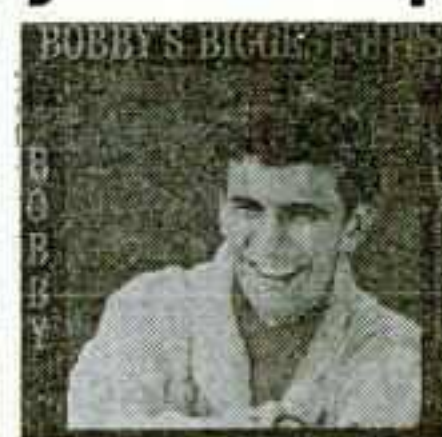
BOBBY RYDELL (Mr. Talent)



C-1006



C-1007



C-1009



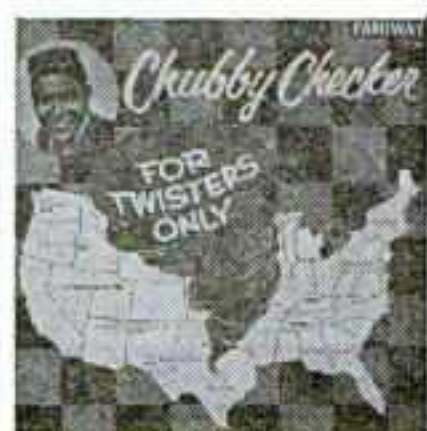
C-1010
(Mon)

SC-1010
(Stereo)

CHUBBY CHECKER
"The Chart Wrecker"



P-7001



P-7002



P-7003

**INTERNATIONAL POP
ORCHESTRA**



C-2001 Mon

Stereo SC-2001



C-2002

**CAMEO
PARKWAY**
1405 Locust St., Phila., Pa.

BURLESQUE The 1st & only Recording of a Real
"Burlesque Show" 2 RECORD SET — DE LUXE PACKAGE
Retail \$4.98

This One



ZGOW-ASP-ECGD

Stage Set for Hearing Of GEMA, ZOA Dispute

KARLSRUHE — Federal Supreme Court Justice Berndt Bock has been appointed chairman of a panel to arbitrate the dispute between West German juke box operators (ZOA) and GEMA, the copyright society.

Dr. Bock was appointed by Gerhard Mueller, chief justice of the West German Supreme Court.

ZOA will be represented on the panel by Dr. Ferdinand Hochleitner, a superior court official; and GEMA by Dr. Anton Ulmer, a law professor. Both are of Munich.

Legal counsel are Dr. Oskar Moehring for ZOA and Dr. Philip Moehring (no relation) for GEMA.

Arbitration is provided in the agreement between ZOA and GEMA canceled by ZOA effective last December 31. Under this agreement in event the two parties were unable to negotiate a new pact, they agreed to present the deadlocked negotiations to an arbitration panel.

The basic issue to be handed Dr. Bock's panel, it is learned, involves an implied charge of misrepresentation against GEMA by ZOA (the Central Organization of Coin Machine Operators).

ZOA charges that when the operators entered into the original contract with GEMA in 1955, GEMA undertook to sell performing rights to disk music to the operators. These rights, according to ZOA, were understood to be all-inclusive and all-embracing.

This state of affairs existed until the spring of 1960, when an organization, the Gesellschaft zur Verwertung von Leistungsrechten (GVL) was founded to collect royalties for disk performing artists.

When the operators scoffed at

the GVL as interlopers, the new organization took its case to the West German Supreme Court—and won judgment against the ZOA, in not one but four cases. The court clearly established the right of artists to collect for "artistic interpretation."

Amalgamation Call

The operators then called upon GEMA to amalgamate its royalty demands with those of the GVL and, meantime, to satisfy the GVL's demands out of its collections from the operators.

GEMA refused to hike its payments to GEMA and refused pointblank to have anything to do with the GVL. ZOA cited its original (1955) agreement with GEMA, whereby GEMA undertook to sell ZOA all performing music rights.

The operators accused GEMA, in effect, of selling something which it now concedes it doesn't own—the rights belonging to the performing artists represented by the GVL.

ZOA claims its original agreement is based on the premise that GEMA owned exclusive and all-embracing rights for the performance of disk music, whereas in fact, as GEMA now concedes, it owned only author-composer rights.

The operators claim they were, in effect, bilked in the original agreement and in each succeeding agreement through that which lapsed last December.

GEMA contends that it sold only composer-author rights, which it believed at the time to constitute the only rights in question. Had the GVL then been in the picture, according to GEMA, the operators would have been compelled to deal separately with the GVL, as they

are being asked to do now, and the original agreement implied nothing more than GEMA in fact delivered.

Court Decides

Be this as it may, the series of four High Court decisions delivered in May 1960 establishes unequivocally the right of performing artists to collect royalties for publicly performed music on the same basis as composers and authors.

ZOA elected not to challenge the High Court's ruling but to transfer all responsibility arising from this ruling to GEMA. The operator organization took the position that since it had contracted to pacify the performing artists.

GEMA rejected this responsibility, however, and countered with demands for increased royalties covering only composer-author rights. ZOA offered to discuss higher payments, but only if such payments included the claims of GVL.

Since last December the dispute has revolved futilely around the GVL, which is threatening to take ZOA to court and get an injunction prohibiting the playing of disks recorded by its members.

It is the first time the arbitration clause in the ZOA-GEMA contract ever has been invoked. The arbitration panel is scheduled to begin hearings in October and to issue its decision six weeks later.

The operators hope to make the hearings a vehicle for a general inquiry into the present economics of coin machine operation. German operators claim, even as do their U. S. counterparts, that they are being crushed by the cost-price squeeze.

They blame: exorbitant taxes, excessive royalty payments, and high disk prices.

ZOA's strategy is to convince the arbitration panel that the small operator is being driven into bankruptcy, and that the performing rights organizations are gaining monopolistic power over the public performance of music.

The German trade long has complained of an "Existenzkampf," but has never proved the existence in fact of a "battle for survival" before a judicial body.

It will have that opportunity now, and trade leaders are convinced it is an opportunity not soon to be repeated and should be grasped and exploited to the hilt.

Collect U. S. Data

Trade leaders here have been collecting data on the cost-price plight of American operators, and the hearings before the arbitration panel are expected to develop considerable data of interest in the United States.

Operators are pressing for active support from diskeries in the GEMA hearings. There is much grumbling among the operators that the diskeries for too long have been permitted to take a disinterested view of the operators' problems in fields where record producers could be helpful.

Some operators strategists wonder if part or all of the royalty burden cannot be shifted to the record producers. Under this proposal (which it is assumed would meet with bitter producer opposition), the diskeries would make lump sum payments to GEMA and the GVL covering all operator rights.

GEMA, by collecting from a single source, would lower its administrative costs and therefore could reduce royalty payments. While few disk producers would regard this as sophisticated thinking, it nevertheless is gaining in popularity among the operators.

A considerable part of the operator effort will be concentrated at the GEMA hearings in demonstrating the copyright organizations' alleged accumulation of monopolistic power. It is learned that the operators not only hope to prove the existence of such power but to produce composers and authors as witnesses.

MUSIC AS WRITTEN

New York

Larry Uttal's Madison Records has taken over the distribution of the Laurel label. First record of Laurel being distributed by Madison is "Hurry, Hurry Home," by Sandy Lynn. . . . The Fred Waring annual golf outing is set for Columbus Day, October 12 at Waring's club, Shawnee on the Delaware in Pennsylvania's Pocono mountains. This is Waring's annual outing for the country's song pluggers. Music men who want to make the scene should contact Hy Ross at Robbins Music Company in the Loew's State Building in New York. . . . Harold Drayson, Caedmon sales chief, left this week for a visit to Caedmon distribs to push the firm's new product.

Eddie Heller 20th Fox pop a.&r. exec, squired chanter Johnny Restivo to visit New England jocks last week to plug his latest single "Dr. Love." . . . Anita O'Day opens New York's Village Vanguard September 26. . . . MPHC has named Nat Kornhas to the post of general manager of the Standard and Educational department of the firm. . . . Shirley Bassey opened New York's Plaza Hotel last week. . . . Milt Karle is handling all publicity for singers coming into the Hotel Plaza's Persian Room this season. . . . Carlton Records has signed Kathy Dee. . . . Triodex has signed Andrew Taylor. . . . Della Reese is set for New York's Copa January 18. . . . Manager Lee Magid has signed thrush Tobi Reynolds. . . . Colpix has pacted chanteuse Millie Vernon. . . . Eydie and Steve play Las Vegas' Sahara September 26. . . . Woody Woodbury starts at Hollywood's Crescendo October 5. . . . "Rockabye My Baby" just cut by Judy Garland is published by Mills-Warock, not Harms, as erroneously stated last week. Bob Rolontz.

Chicago

Melody Records, Minneapolis, headed by Sonny Strouts and Harry Losk, have opened an Uptown branch named Music City. It's on the premises of the former Disc and Needle shop. Bill Esser is manager of the new operation. . . . Will Mercer, folk singer at the Playboy, has a new album coming out soon on his own Executive label. He cut it in the Celebrity Room in Studio City, Calif. . . . Fred Sipiora, Singer One-Stop, leaves for a British West Indies vacation. . . . Vee Jay's pretty Girl Friday, Charlotte Iwanga, was married to Dennis Enwright, ex-Marine.

Dee Clark, Vee Jay's teen idol, reports for his Army induction physical early in October. . . . Jay Jay Polka Record Company moves its recording studio, pressing plant and office to new enlarged quarters on South Kedzie Avenue. President Walter Jagiello claims Jay Jay is the only polka diskery with its own pressing plant and recording plant in the country. . . . Vee Jay's E. G. Abner took off for Paris with a full crew to set up overseas distribution for the Chicago-based label. Plans call for a network of distribution and promotion outlets as well as publishing companies. Paul Marshall, New York, handled the legal details for Abner. Other label officials James Bracken, board chairman, and Calvin Carter, vice-president and a.&r. director. Nick Biro.

Pittsburgh

The season's first "record name" show will begin September 26 at the Syria Mosque featuring Brook Benton, the Platters, Del Shannon, Dee Clark, the Drifters, U. S. Bonds, Gene McDaniels, the Jarmels, Curtis Lee, the Cletones, Harold Cromer, Phil Upchurch and Dick Williams' ork. . . . Bobby Vinton, the maestro-vocalist, appears to have a hit in his latest Epic platter, "Well, I Ask Ya."

The Kai Winding Sextet is proving a strong lure at the Riverboat Room of the Penn-Sheraton Hotel. . . . Enzo Stuarti, who gave the Ankara night club big business a few months ago, will return for two weeks in November. . . . The first album by the Pittsburgh Symphony Orchestra under the direction of William Steinberg for the Command label is expected to be released the first week in October. . . . The Delta Rhythm Boys at Holiday House October 13 for a week. . . . Troy Shondell will visit Pittsburgh September 23 promoting his new Liberty single, "This Time." Leonard Mendlowitz.

Cincinnati

Dot canary Dodie Stevens, in town to headline the grandstand show at Carthage Fair Thursday and Friday (14-15), was honored guest at a cocktail party at the Sheraton-Gibson Hotel Wednesday (13) hosted by local band leader-booker Barney Rapp, who staged and produced the fair's talent program, and Roy Madison Associates, local public relations firm. More than 100 music, radio, TV and newspaper folk turned out for the affair. . . . Decca's Carl Dobkins Jr. appears on the Dick Clark TV-er September 25 to bally his new release, "Chance to Belong" b.w. "Sawdust Dolly." . . . Jerry Allan, who formerly had his own indie label, Allan Records, in Chicago, is covering the Midwest on talent and record promotion. He's working out of Indianapolis, and says he plans to set up offices there soon for his two firms, Masque Artists Management and Variety Publicity.

Frank Shue, promotion man, formerly with the local Columbia Records outlet and later a free lancer in the area, returned to Cincinnati last week after ending a year's association with Stere-Oddities, Fort Lauderdale, Fla. He was married Sunday (17) to Gail Jaros, former line captain at Beverly Hills, Southgate, Ky. The newlyweds plan to settle here, where Frank hopes to make another music connection soon. . . . Songwriter Helen Ruch, of the Ruch Music Publishing Company here, is in Christ Hospital here following a heart attack suffered September 10. She will be confined there at least six weeks. . . . TV Guide celebrated its third annual Fall Preview with a cocktail party at the Terrace Hilton Hotel Ballroom Thursday evening (14), with more than 300 of the town's leading radio, TV and music execs attending. Bill Sachs.

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

And it offers you two important new areas of profit:

1—You buy copies for 36¢, sell them for 60¢. . . make a 40% profit on each sale.

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.

high fidelity

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

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

Please send me, each month, _____ copies of HIGH FIDELITY.
(Retail price: 60¢, I pay 36¢; minimum order: 5 copies)
I will pay within 60 days.

Store _____

Address _____

Signature _____

THE MARVELETTES

90,000 SOLD IN 3 WEEKS

CURRENT SMASH

"PLEASE MR. POSTMAN"

TAMLA #54046

ROCKIN'

THE CHARTS AND

ALL THOSE SPINS

THANKS, DISK JOCKEYS, FOR

ROLLIN'

UP THE HITS!!!

CURRENT SMASH

"EVERYBODY'S GOTTA PAY SOME DUES"

TAMLA #54048

THE MIRACLES



BERRY GORDY ENTERPRISES

2648 West Grand Blvd., Detroit, Michigan

Sincere Thanks to Jim Schwartz, Schwartz Bros. Distributors, Washington, D. C. Sincere Thanks to Jim Schwartz, Schwartz Bros. Distributors; Harvey Kahn, Aurora Distributors, Detroit, Mich.; Mike Akopoff of Sunland Distributors for kicking off "Please Mr. Postman."

EXCLUSIVELY:

TAMLA RECORDS

BOOKINGS:

SHAW ARTISTS

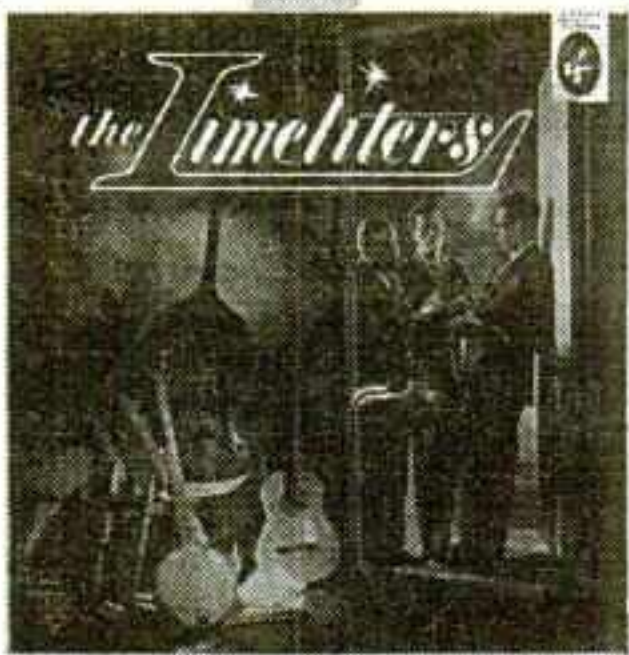
ON THE CHARTS AND CLIMBING HIGHER

THE ORIGINAL

Timelites

A SMASH...

...ON ELEKTRA



EKL-180 (Mono)
EKS-7180 (Stereo)

ELEKTRA
The Sound
116 West 14th Street,



RECORDS
of Quality
New York 11, New York

Nine Distributors Participate In Unusual Marketing Deal

CHICAGO — Distribution of Fidelity and Valiant labels has been taken over by a group of nine distributors in one of the most unusual marketing moves ever to take place in diskery circles.

Under the agreement, Miller sells his entire Stereo Fidelity output to the nine so-called "super distributors," who in turn distribute the product to rack jobbers and other distributors in their areas.

Each of the distributors has been assigned a specific area with the country divided into nine territories. Participating in the plan are some of the major disk outlets in the nation: Amos Heilicher, Minneapolis; Lou Klayman, New York; Stan Jaffe, Washington; Al Sherman, Los Angeles; John Kaplan, Detroit; Sam Taran, Miami; James artin, Chicago; Cecil Steen, Boston; Martin, Chicago; Cecil Steen, Boston, D. C.

In exchange for the exclusive agreement, the distributors put up an estimated \$400,000 to finance promotion and expansion of Miller's firm.

The \$400,000 is in the form of a loan, and is to be paid back by a certain percentage whenever a distributor buys a shipment of merchandise.

For example, on say a \$10,000 shipment of Stereo Fidelity or Somerset merchandise, a distributor might pay \$9,000 cash, and have the remaining \$1,000 go toward reducing the amount of the loan.

Terms of the agreement, however, specify that even after the full \$400,000 is paid back, the exclusive distributor agreement continues.

In describing the agreement, one of the distributors noted that he felt it was a positive step toward eliminating transshipping.

The agreement does not preclude Miller's labels from being handled by other distributors besides the

participating nine, it merely means that all sales from the parent diskery are made to the nine, with other distributors in turn buying from them.

What makes the move unusual is that it in effect cuts a manufacturer's distributors to nine, where ordinarily a label the size of Stereo Fidelity or Somerset might have close to 30 outlets.

Also it is perhaps one of the few, if not first time, that a group of distributors have gotten together to financially back a record company.

Sales and production policies for Stereo Fidelity, Somerset and Valiant will continue to be determined by Miller, but in close concert with his nine major sales outlets.

Each of the distributors in turn will determine sales and promotion policies for their territories.

The move was made quietly several months ago and the parties still feel it's too early to make a

definite evaluation, but so far, the arrangement appears to be working well, and everyone is enthused about possibilities.

The arrangement will be particularly interesting to record marketing observers who have long debated the question of whether it's better for a label to own its distributors, as in the case of RCA Victor and Columbia, or to appoint independent outlets.

In the current Stereo Fidelity case, of course, instead of the diskery owning the distributors, the distributors are in effect, creditors of the record company. Still, the effect will be similar.

Advocates of a factory owning its own outlets contend that a diskery gets better promotion, more intensified sales effort, and can better control its sales policies, if its product is handled by its own outlet and does not have to compete with other lines.

Advocates of the independent distributor arrangement, however, contend that a record manufacturer is basically a creative producer of product and should not have to involve himself with regional sales problems, not to mention tying up his capital with such organizations.

FOLK TALENT & TUNES

By BILL SACHS

A four-day Labor Day celebration featuring top-rated country music acts closed the 84-day Kansas Centennial Exposition in Wichita. On the final jamboree session were Bob Wills and His Texas Playboys, Pee Wee King and His Golden West Cowboys, Leon McAuliff and His Cimarron Boys, Gary Van and His Western Starliners, Tex Ritter, Hank Morton, Dianne Hamilton, Kathy Perry, Nelson Ray and the Cates Sisters. During the run of the exposition, some 50 c.&w. acts were booked into the event by Harry (Hap) Peebles, Wichita promoter-agent. . . . Tex Ritter, who since July has been playing the Midwest fair circuit for Harry (Hap) Peebles, has left the tour to accept a lead in a new musical, "The Stovepipe Hat," which went into rehearsal in Hollywood September 12.

Buddy Killen, vice-president of Tree Publishing Company, Nashville, has announced the signing of Robert Riley to an exclusive writer's contract. Riley, a veteran composer, has to his credit a number of hit tunes, among them "Just Walkin' in the Rain" and "Rolling Stone." Tree Publishing is currently represented on the charts with Troy Shondell's Liberty waxing of "This Time," George Hamilton IV's "To You and Yours" on RCA Victor, Joe Tex's "What Should I Do" on the Dial label, and Eddy Arnold's RCA Victor etching of "The Worst Night of My Life." . . . Kathy Dee and Kenny Biggs, heard on the B-W Records label, headlined a Labor Day c.&w. jamboree at Ligonier, Pa.

John Duffey, Charlie Waller and the Country Gentlemen, of Arlington, Va., were a feature of the folk-country music show presented at New York's Carnegie Hall September 16. The lads have just had a release on their second LP on the Folkways label, and their new Starday release couples "I Know I've Lost You" and "Red Rocking Chair." . . . Phill Wilson's initial release for Huron Records, "Wishin' on a Rainbow," has just been released. Bob Holliday, Huron prexy, reports that "White Feather," by the Bounty Hunters, continue to sell well in the Detroit sector, altho other areas have not shown much action thus far.

Ramblin' Lou, deejay at WJLL, Niagara Falls, N. Y., has a package comprising Johnny Cash, Rose Maddox, Merle Travis, Gordon

Terry and Johnny Western booked for the Civic Center, Potsdam, N. J., September 25; Dipson Family Theater, Batavia, N. Y., September 28; Civic Theater, Syracuse, N. Y., September 29; Clinton Arena, Utica, N. Y., September 30, and the State Theater, Niagara Falls, N. Y., October 1. . . . James A. Barry, of Henderson, Tex., has taken over the personal management of Jim Reeves. . . . One of the hottest songwriters in Nashville these days is Bill Anderson. In addition to his own record of "Po' Folks," which he penned, Bill is the author of "Happy Birthday to Me," by Hank Locklin on RCA Victor; "It Hurt Me More (the Second Time Around)," by the Louvin Brothers on Capitol, and "To You and Yours (From Me and Mine)," by George Hamilton IV on RCA Victor. Deejays may obtain copies of the above disks by writing on their station's letterhead to Tree Publishing Company, 319 Seventh Avenue North, Nashville, or Champion Music, 445 Park Avenue, New York 22.

George Jones teams with Claude Gray for an engagement at Meridian, Miss., September 22, and the following night shows his wares on "Dixie Jubilee" at East Point, Ga. Appearing as a regular on the Jones unit is the young country artist, Georgie Riddle. . . . The veteran Al Dexter, back in the music field after an eight-year absence, reports that his new Capitol album, etched recently in Hollywood under the guidance of Ken Nelson and Paul Wyatt, features a number of tunes that were hits for him on the Columbia label a few years back, including "Pistol Packin' Mama," "Rosalita," "Guitar Polka," "Down at the Roadside Inn" and "Texas Waltz." . . . Roy Drusky was booked on the Dick Clark TV-er Saturday (16) to cut tape to be played back at a later date. He did his newest release, "I Went Out of My Way (to Make You Happy)." . . . Carl Friend, a.&r. director for United Southern Artists, Inc., Hot Springs, Ark., reports that his artist, Eddie Bond, has been booked for the Mid-South Fair, Memphis, starting September 22. Bond, who is currently clicking with "Second Chance," will share the billing there with Jimmy Newman, of "Grand Ole Opry."

Command Moving 'Stereo 35' LP's

NEW YORK — Command Records' first stereo album recorded on magnetic film, "Stereo 35," featuring Enoch Light and his ork, sold 60,000 copies during its first week in stores, according to Command chief Light, who anticipates the LP will pass its "break even point" of 140,000 in a few weeks.

This week, Command is releasing its first classical albums recorded in Stereo 35. The line-up includes packages by William Steinberg and the Pittsburgh Symphony Ork, L'Orchestre de la Societe des Concerts du Conservatoire with Andre Vandernoot as conductor, and L'Ochestre des Concerts Cologne with Pierre Dervaux as conductor. The latter two albums were cut in France.

Big Time Push on Movie Theme Pkg.

NEW YORK—Time Records is offering a special promotion package on its three new LP's called "Great Songs From Great Motion Pictures" (Vols. 1, 2 and 3) with the Hugo Montenegro ork. The set will be packaged in units of 12 albums to a carton, containing nine stereo sets (three of each volume) and three mono sets (one of each volume). The dealers who buy the set of 12 only pay for the nine stereo LP's and receive the three mono LP's at no charge.

Meanwhile Bobby Shad, head of the diskery, and sales execs Phil Picone and Pete Spargo are leaving on extended road trips to promote the new LP's. They will hold meetings in major cities with Time distrib.

- Great Single!
- Great Writers!
- Great Artist!

JAY FANNING

SINGS



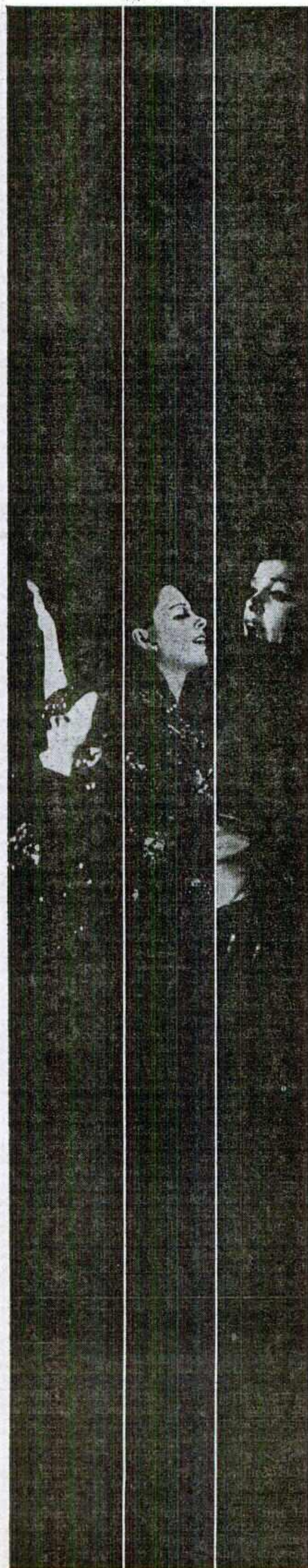
"BABY BABY" ACME 2033

ACME 2034 "YOUR GIRL"

ACME RECORDS

P. O. Box 366
Manchester, Kentucky

P. O. Box 7626
Detroit 7, Michigan



JUDY

AT

CARNEGIE HALL

THE NO. 1 ALBUM OF THE YEAR!

A TWO-RECORD HIT! Every so often an album comes along and overnight becomes the talk of the trade – captures the very heart of the nation. Such an album is "Judy at Carnegie Hall," Here's what the critics are saying: "The top album of the year" – Bill Kennedy, Herald Express . . . "This is the best set Miss Garland has ever made" – Show Business Illustrated . . . "Do yourself a favor and buy the platter 'Judy at Carnegie Hall' " – Walter Winchell . . . "Superbly performed" – Variety . . . "This album is your front-row-center seat to a memorable evening in Carnegie Hall history – Garland's great!" – Bob Budler, Copley News Service . . . "If you want to hear Judy Garland at her best, try Capitol's 'Judy at Carnegie Hall' " – Evans O'Brien, Boston Herald . . . "This album will be treasured by Garland fans" – Buffalo Courier Express . . . "Judy is as much a part of the American scene as the hot dog and the Fourth of July firecracker" – Bill Laffler, United Press International . . . "This is the best of the Garland recordings, not only because the singer is at her best, but for the event itself" – Judith Crist, N.Y. Herald Tribune . . . "An album to treasure" – Philip C. Bunion, Providence Journal.

NO. 1 IN BILLBOARD!

BEST-SELLING MONAURAL AND STEREO L.P. LISTING!

NO. 1 IN CASH BOX!

BEST-SELLING STEREO L.P. LISTING
NO. 2 MONAURAL L.P. LISTING!

NO. 1 ON THE PLAY LIST OF GOOD MUSIC STATIONS EVERYWHERE!



At Special Discount Until September 30th

NEW LP RELEASES

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

COLUMBIA

HOLIDAY SING ALONG—Mitch Miller and the Gang—CL 1701 CS 8501 (Oct.)
KISSES SWEETER THAN WINE—Anita Bryant—CL 1719 CS 8519 (Oct.)
ALWAYS YOU—Robert Goulet—CL 1676 CS 8476 (Oct.)
AN ALL-STAR CHRISTMAS—Various Artists—CL 1699 CS 8499 (Oct.)
GESU BAMBINO—The Jesus and Mary Choral Group—CL 1700 CS 8500 (Oct.)
A MUSIC BOX CHRISTMAS—CL 1698 CS 8498 (Oct.)
A GOLDEN TREASURY OF THE GREATEST HITS—Various Artists—C2X3 (Oct.)
HONKY TONK ANGEL—Kitty Kallen—CL 1652 CS 8452 (Oct.)
IT'S DE-LOVELY—Les Elgart—CL 1659 CS 8459 (Oct.)
THE GOLDEN HORN—Billy Butterfield—CL 1673 CS 8473 (Oct.)
THE START OF SOMETHING NEW—Johnny Janis—CL 1674 CS 8474 (Oct.)

POINTS ON JAZZ—Gold and Fizzle—CL 1678 CS 8478 (Oct.)
HIGH FLYING—Lambert, Hendricks and Ross—CL 1675 CS 8475 (Oct.)
SOFT VIBES-SOARING STRINGS—Lionel Hampton—CL 1661 CS 8461 (Oct.)
ROBERT JOHNSON — KING OF THE DELTA BLUES SINGERS—CL 1654 (Oct.)
THE SOUND OF PAUL HORN—Paul Horn Quintet—CL 1677 CS 8477 (Oct.)
WEST SIDE STORY (ORIGINAL SOUND TRACK)—OL 5670 OS 2070 (Oct.)
IGOR STRAVINSKY CONDUCTS, 1961—ML 5672 MS 6272 (Oct.)
MOUSSOURGSKY'S "BORIS GODOUNOFF" (SELECTIONS)—George London—Columbia Symphony and Chorus (Schipers)—ML 5673 MS 6273 (Oct.)
TCHAIKOVSKY: NUTCRACKER SUITE, OP. 81a and BETWEEN BIRTHDAYS OP. 39—ML 5664 MS 62684 (Oct.)
AMERICA THE BEAUTIFUL—Vincent Price—ML 5668 (Oct.)

BRUCKNER: THE ROMANTIC AND WAGNER: OVERTURE TO TANNHAUSER—Columbia Symphony (Walter)—M2L 273 M2S 622 (Oct.)
AFTERNOON OF A FAUN—Leonard Bernstein—ML 5671 MS 6271 (Oct.)
RESPIGHI: FESTE ROMANE, SIBELIUS: SYMPHONY NO. 7—Philadelphia Orchestra (Ormandy)—ML 5675 MS 6275 (Oct.)
CHRISTMAS CAROLS AROUND THE WORLD—Mormon Tabernacle Choir—ML 5684 MS 6284 (Oct.)
BEHOLD! THREE WISE MEN CAME OUT OF THE EAST, MUSIC FROM THE EPIPHANY OFFICE AND MASS OF THE CHRISTMAS SEASON—Trappist Monks of the Abbey of Gethsemani—ML 5689 MS 6289 (Oct.)
MORE LATIN AMERICAN HITS—Trio Los Panchos—EX 5061 ES 1761 (Oct.)
QUE BUENA ESTA ... ELENA!—Elena Madera—EX 5060 ES 1760 (Oct.)
EL FABULOSO ESTILO DE LOS SANTOS—Frank Ferrar and Ensemble—EX 5053 (Oct.)

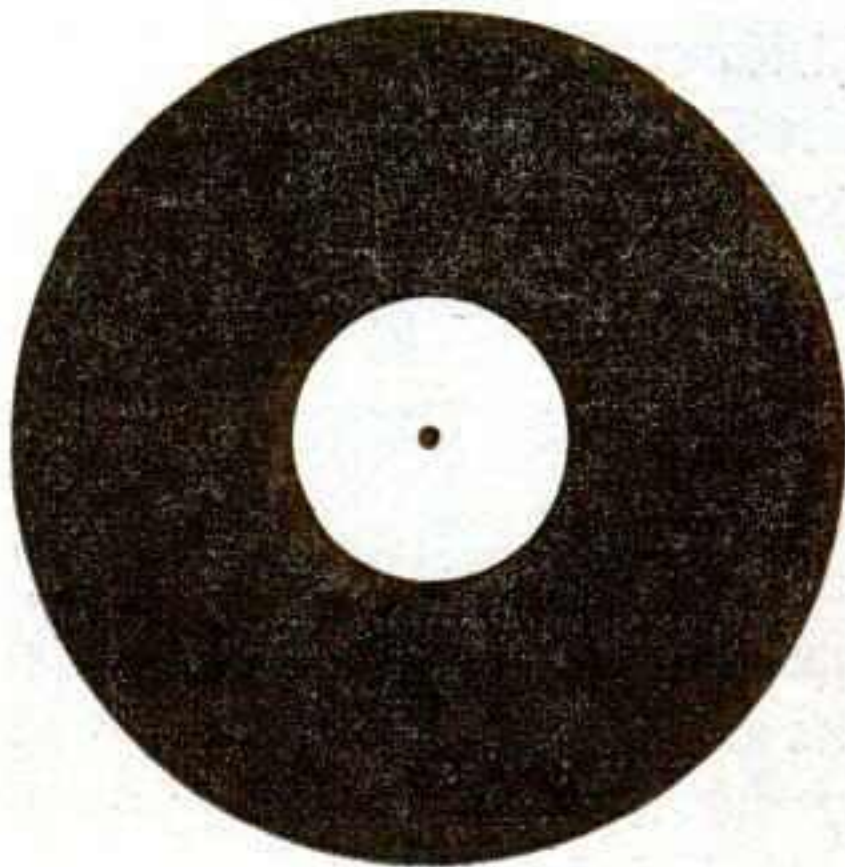
EPIC
BEETHOVEN: SYMPHONY NO. 9 IN D MINOR ("CHORAL") and SYMPHONY NO. 8 IN F MAJOR—Cleveland Orchestra (Szell)—SC 6041 BSC 112 (Oct.)
MOZART'S CONCERTI NO. 20 IN D MINOR AND NO. 24 IN C MINOR

FOR PIANO AND ORCHESTRA—Clara Haskil, soloist, and Orchestra Des Concerts Lemoreaux (Markevitch)—LC 3798 BC 1143 (Oct.)
SOUVENIRS—Roy Hamilton — LN 3807 BN 610 (Oct.)
BLESS YOU—Tony Orlando—LN 3808 BN 611 (Oct.)
WE PAID OUR DUES—Charlie Rouse and Seidon Powell—LA 10018 BA 17018 (Oct.)

CAPITOL
THE NAT KING COLE STORY—WCL-SWCL 1613 (Sept. 25)
SAXOPHOBIA—T-ST 1614 (Sept. 25)
SHALL WE SWING—Glen Gray—T-ST 1615 (Sept. 25)
2000 AND ONE YEARS—Carl Reiner and Mei Brooks—W-SW 1618 (Sept. 25)

RCA VICTOR
DVORAK SYMPHONY NO. 2—Monteux, London Symphony Orchestra — LM-LSC 2489 (Oct.)
GALINA VISHNEVSKAYA—LM-LSC 2497 (Oct.)
SHOSTAKOVICH: CELLO SONATA, SCHUBERT: "ARPEGGIONE" SONATA—Shafraan & Pecherskaya—LM-LSC 2553

STUDIES IN IMPROVISATIONS—Lukas Foss, Improvisation Chamber Ensemble—LM-LSC 2558 (Oct.)
KERN AND PORTER FAVORITES—Morton Gould and Orchestra—LM-LSC 2559 (Oct.)
MY FAVORITE CHOPIN—Van Cliburn—LM-LSC 2576 (Oct.)
BEETHOVEN: "KREUTZER" SONATA, BACH: CONCERTO FOR TWO VIOLINS—Heifetz, New Symphony Orchestra London—LM-LSC 2577 (Oct.)
HOMAGE TO LISZT—Vladimir Horowitz —LM 2584 (Oct.)
CARLOS MONTOYA—LSP 1610 (Oct.)
HYMNTIME AROUND THE BREAKFAST TABLE—Dick Noel, Eileen Parker, Don McNeill—LM-LSP 2325 (Oct.)
TALKIN' TO YOUR HEART—Jim Reeves —LM-LSP 2339 (Oct.)
HYMNS THAT HAVE LIVED 100 YEARS—George Beverly Shea—LM-LSP 2348 (Oct.)
MY KIND OF BLUES—Sam Cooke—LM-LSP 2392 (Oct.)
DYNAMIC DIMENSIONS—Henri Rene and his Orchestra—LSA 2396 (Oct.)
THE PEARLY WHITE CITY—Blackwood Brothers Quartet—LM-LSP 2397 (Oct.)
EXCITEMENT, INCORPORATED—Ray Martin and his Orchestra — LSA 2422 (Oct.)
CHRISTMAS WITH CHET ATKINS—LPM-LSP 2423 (Oct.)
BLUE HAWAII—Elvis Presley—LPM-LSP 2426 (Oct.)



RSI RECORD ALBUM SERVICE INCLUDES ALL THE TOP LABELS!

Now, thanks to the complete cooperation of the record companies (including all the majors), there's an unmatched, one-stop record source for broadcasters!

Now, through RSI, you can get the hit record product (albums as well as the singles we've been delivering) of every top label in the business. You get the best of the new releases . . . the "Spotlight Winners" selected by the Record and Music Staff of The Billboard.

Six different record services available

They're services that fit your programming as neatly as they fit your budget. And each is sold with an unconditional guarantee of complete satisfaction!



"SPOTLIGHT" singles

	58 Weeks	18 Weeks
"Hot 100" 10 new records weekly	\$175.00	\$60.00
"Easy Listening"*** 6 new records weekly	110.00	40.00
"Country" 5 new records every 2 weeks	50.00	(Not available)



"SPOTLIGHT" albums

	18 Months	4 Months
"Popular"*** 10 new albums monthly	\$150.00	\$55.00
"Classical" 10 new albums monthly	150.00	55.00
"Jazz" 5 new albums monthly	75.00	30.00

*Regular mail. Domestic air-mail and foreign shipping costs on request
 **No rock 'n' roll

Already, over 600 satisfied stations subscribe to one or more RSI services. Make sure you, too, get the best of the new releases . . . faster than you could otherwise—through RSI. Fill out and mail the coupon below, today.



RSI, 333 East 46th Street, New York 17, New York
 Payment is enclosed for our subscription to the RSI services checked.

Singles	58 Wks.	18 Wks.	Albums	18 Mos.	4 Mos.
"Hot 100"	<input type="checkbox"/>	<input type="checkbox"/>	"Popular"	<input type="checkbox"/>	<input type="checkbox"/>
"Easy Listening"	<input type="checkbox"/>	<input type="checkbox"/>	"Classical"	<input type="checkbox"/>	<input type="checkbox"/>
"Country" Music	<input type="checkbox"/>	<input type="checkbox"/>	"Jazz"	<input type="checkbox"/>	<input type="checkbox"/>

Station Call Letters _____ Attention _____
 Company Name _____
 Address _____ City _____ State _____

RSI grants and reserves the right to cancel subscription services on a pro rata basis.
 It is a condition of this subscription that records supplied by RSI will be used for broadcast purposes only.

RECORD SOURCE, INC.

PRESTIGE-BLUESVILLE

DON'T TAMPA WITH THE BLUES—Tampa Red—1030 (Sept. 18)
NO STRAIN—Memphis Slim—1031 (Sept. 18)
A LITTLE MORE FAITH—Reverend Gary Davis—1032 (Sept. 18)
CAROLINA BLUES MAN—Pink Anderson, Vol. 1—1038 (Sept. 18)
BLUES IN MY SOUL—Brownie McGhee & Sonny Terry—1033 (Sept. 18)

Stover Re-Elected As AFMA President

WARREN, Conn.—P. A. Stover, of Lock Haven, Pa., was elected to his second term as president of the American Folk Musicians' Association at the organization's fifth annual convention held here recently. Also re-elected were Howard Vokes, vice-president, New Kensington, Pa., and LaRue Cook, secretary-treasurer, Trout Run, Pa.
 Elected to the national executive board were Ray Wolfe, Avis, Pa.; Lester Chase, Kent, Conn.; Carolyn Chase, Kent, Conn.; Eugene Fye, State College, Pa.; James Daughenbaugh, Tyrone, Pa., and Carl Heimback, East Lewisburg, Pa. Kenneth Butler, Riverton, Conn., was elected sergeant at arms. The executive board is slated to meet at Tyrone, Pa., September 25 for the purpose of revising the bylaws and deciding on a location for next year's convention.

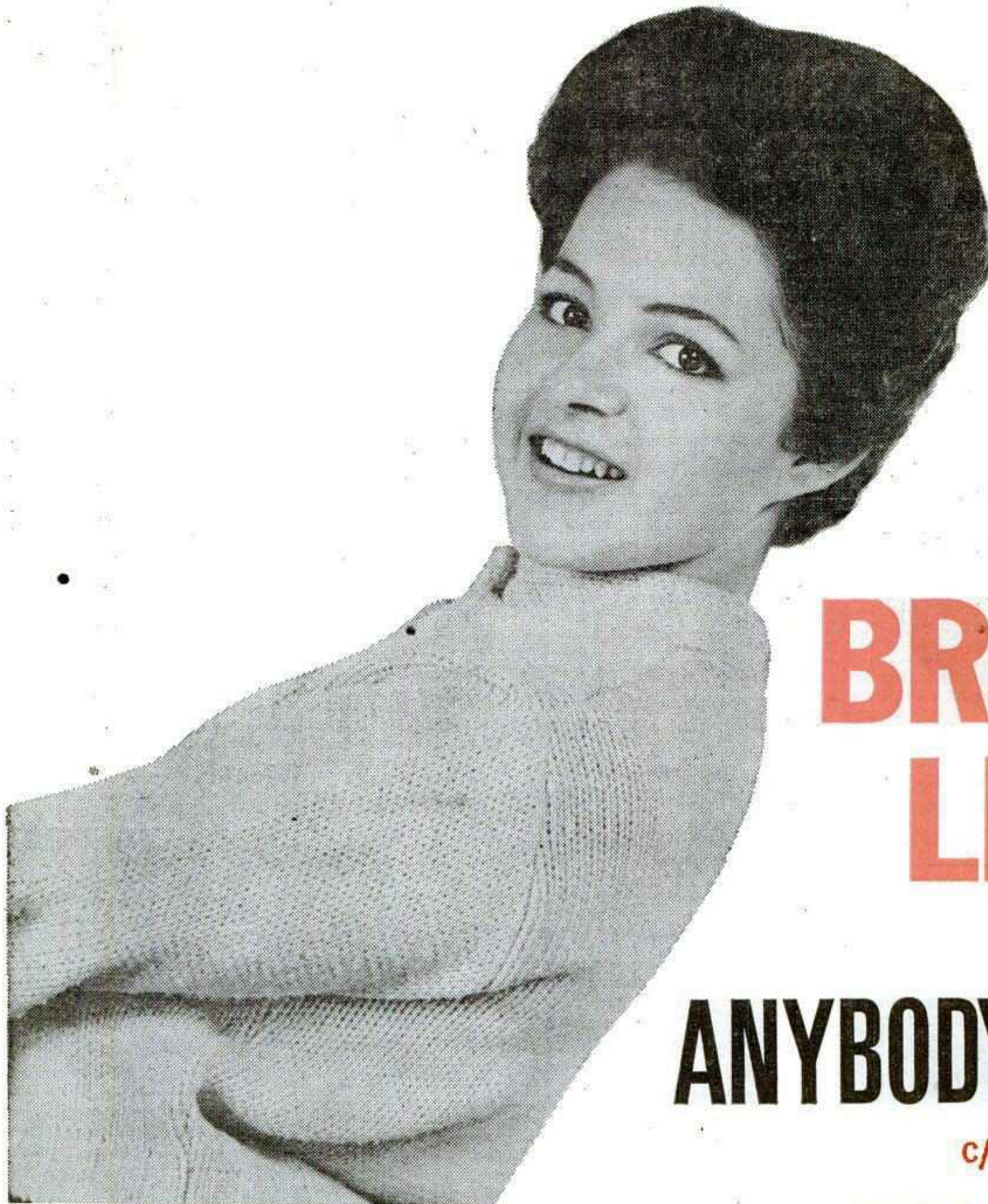
A jamboree and dance were held on both nights of the convention at Warren's Town Hall. Among the bands participating were Howard Vokes and His Country Boys, New Kensington, Pa.; Ray Wolfe and the Trailblazers, Lock Haven, Pa.; the Western Caribbeans, Jersey Shore, Pa.; the Old-Time Country Boys, Milton, Pa.; the Triple A Bar Ranch Gang, Kent, Conn.; the Melody Mountaineers, Riverton, Conn., and Perry MacNeill and His Boys, Sharon, Conn.

BMW's 'Beagle' New Trainee at King Firm

NEW YORK—Seymour Steinbigle, Billboard Music Week chart department staffer for the past three years, leaves this week for a post at King Records. He will join Syd Nathan's organization as an a.&r. and publicity trainee. Steinbigle, known as "the Beagle" in the trade, will start with King October 1.



Another
Z *sided*
smash
from



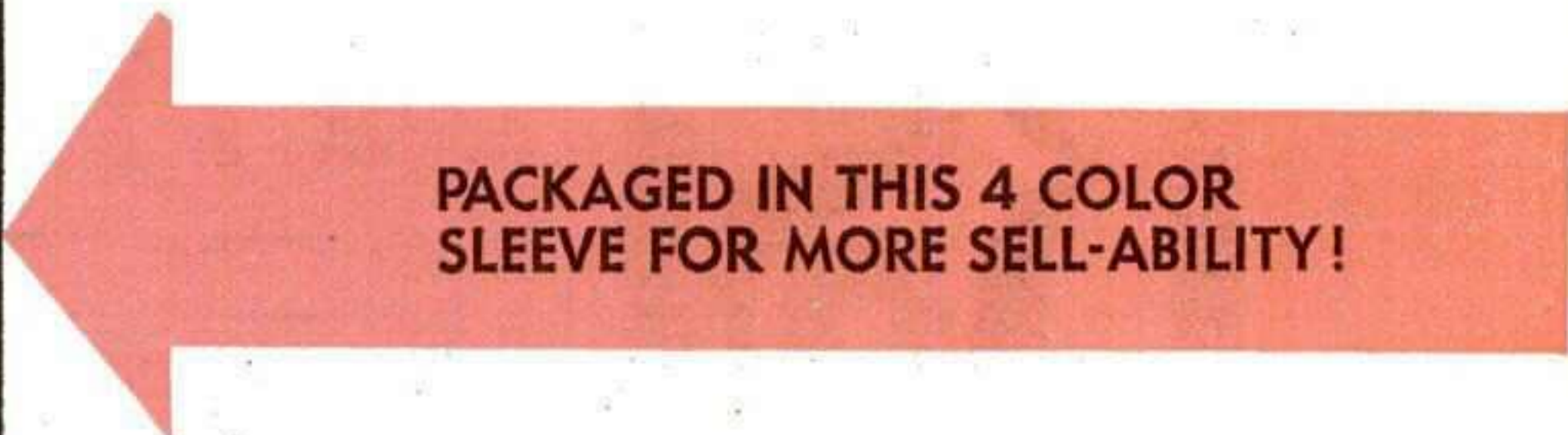
**BRENDA
LEE**

ANYBODY BUT ME

c/w

FOOL #1

31309



**PACKAGED IN THIS 4 COLOR
SLEEVE FOR MORE SELL-ABILITY!**

Jockeys Pitch for Outlets With Wild Promo Stunts

• Continued from page 3

cal Civil Defense offices. Viar, a 19-year-old jockey, entered his shelter September 3 and expects to stay there until September 24. He broadcasts three hours each day from his shelter.

Up a Tree

The tree house stunt was staged by J. Akuhead Pupule, a deejay at KORL, Honolulu. He raised \$5,000 in cash to send the Hawaii Little League team to the Mainland for the Little League World Series by conducting a radiothon on his early morning show from 5:30 to 9:30 a.m. Donors brought their contributions to the KORL Tree House, a studio suspended from a large banyan tree.

Ken Griffin, WHYN, Springfield Mass., was the deejay "put on ice" in an effort to set an endurance record for living on a cake of ice. The 3 1/2-ton Tower of Ice, measuring 1,000 cubic feet, was built in the parking area of a Springfield discount store, Towers Marts, Inc. Camping out in a tent on the Tower, Griffin broadcast daily, and conducted a contest asking dialers to guess how long he would stay on the cake of ice. First prize was an automobile.

Ham & Eggs

The egg scrambling stunts were staged by jocks at WCAU, Philadelphia, and WQAM, Miami. The WCAU jockeys (Bob Menefee, Ed Harvey, Doug Arthur, John Trent, George Thomas and Russ Hall) held an outdoor public breakfast a couple of weeks ago, and scrambled 5,200 eggs in connection with "Eggs' Round the Clock" promo-

tion for the local poultry and egg industries. The WQAM spinners donned chef hats and aprons one morning last month and endeavored to fry eggs on the sidewalk. When the eggs failed to fry, the boys finally heated the sidewalk with an acetylene torch.

Judy, a three and a half year old chimpanzee, chalked up impressive bowling scores last month, when she bowled against a team of WKY, Oklahoma City, deejays. The jockeys were required to change bowling hands after every frame and to bowl with a banana in their mouth. Judy, who bowls with a regulation 16-pound ball, defeated spinners Howard Clark and Terry McGrew, but lost matches to program director Danny Williams, Don Wallace, Ronnie Kaye and Jim Belt. The stunt, staged over a three-day period at a local bowling lane, drew more than 3,000 people.

Perry Davis, KALL, Salt Lake City, is the deejay who made his initial appearance for the station when he was exhibited in a cage at a local zoo. The outlet—tying in with the RCA Victor recording of the "Do Re Mi" novelty tune "What's New at the Zoo," staged a "teaser" promotion prior to introducing Davis as a new KALL deejay. Listeners were asked to name the "mystery beast," who turned out to be Davis. He was "unveiled" (dressed in an abominable snow man costume) at the zoo in a special cage, while the station and a local sponsor passed out free ice cream and soft drinks to the crowd.

ARTISTS' BIOGRAPHIES

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

THE CHANTELS

Waxing on the Carlton label is a vocal group called the Chantels. The girls are Rene Minus, 17; Sonia Goring, 19; Jackie Landry, 20, and Annette Smith, 20. Misses Minus and Goring attend Morris High School in the Bronx, New York. Jackie Landry and Annette Smith are high school graduates. The girls have been singing together since 1956. They met at school where they sang with the school choir.

The girls previously recorded for the End label creating considerable interest with such tunes as "Maybe," "Every Night" and "The Plea." Their current debut disk for Carlton, tagged "Look in My Eyes," is scoring solidly on the Hot 100.

The Chantels are managed by Richard Barrett and recently appeared at the Brooklyn Paramount Theater with deejay Murray Kaufman as part of his all-star rock 'n' roll show. A favorite hobby of the group is modern jazz interpretative dancing. Sports also come in for some attention, basketball in particular.



HAYLEY MILLS

The newest youngster to move into the recording limelight is 14-year-old Hayley Mills. She comes to the record business with a background of three successful motion pictures behind her: "Tiger Bay," "Pollyanna" and her latest, "The Parent Trap." It is from the latter flick that her debut disk for Walt Disney's Vista label, tagged "Let's Get Together," is culled.

Miss Mills was born April 18, 1946, in London and was christened Hayley Catherine Rose Vivian Mills. She is the daughter of the noted actor, John Mills. Miss Mills attends school in London where in addition to ordinary school subjects she studies dramatics and ballet. Her chief hobbies are her pony (Annabelle), swimming and tennis. She also likes to watch all cricket matches starring her brother Jonathan.



PROGRAMMING PANEL

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

THE QUESTION:

What is your favorite comedy album and which selection of the LP do you prefer for programming purposes?

THE ANSWERS:

BOB LANDERS WNEW, New York

Bob Newhart's first LP—the driving instructor cut. It sums up all the futility of the well-intentioned average guy, facing insurmountable odds in an "ordinary" situation. Newhart has made us take a second look at our day-to-day activities and the hilariously incredible seriousness with which we regard ourselves. Sometimes after listening to him, I get the feeling somebody is staring at me as I work, and when I turn around to see who it is—it's me.



GENE TAYLOR WLS, Chicago

Bill Dana's "The Astronaut." Comedy albums have a tendency to wear rather thin after they have been heard a few times. The single that was lifted out of this LP is a tremendously popular record and one that I personally enjoy very much.

Most of the material in comedy albums today can't be aired because of content. I would like to see more top nitery comedians assemble material that is more suitable for programming.

RON SUNSHINE WROV, Roanoke, Va.

In these days of world tensions I feel that the human race should have the kind of humor that pokes fun at current world events, social customs, etc. For this reason I think that Jose Jimenez (Bill Dana) fills the bill. I program a lot of Jimenez routines. The one I really think is best is the one about the Astronaut. This to me shows the Astronaut as a human being.

BUDDY MORRIS KDAN, Eureka, Calif.

"Sing It Again Sam" by Sam Sacks. He has that gauche sound, singing from his heart, not his mouth. Favorite band? "The Lum and Abner Marching Band." Programming gems like these, your listeners say "What?" Music like this, mingled with snappy sayings from my Deejay Gag Service, will keep you moving! Also very large here—"Elliott Ness Twist" on the St. Valentine's label, and "He's Got to Go" by Newton Minow.



VOX JOX

By JUNE BUNDY

JOCKEY CHEERS: Deejays Jack Sterling, Bob McClay, Bob Connell and Tom Lamaine, WMID, Atlantic City, N. J., recently wrote "Vox Jox" to praise fellow jock Larry Keene. The boys said Keene personally took over the Ocean City Exchange Club's flagging scholarship drive, and promoted a live stage-show—featuring 14 record artists—which not only raised the Club's \$2,000 scholarship quota this year, but put \$4,000 in reserve for next year. The jockeys note "We're kinda proud of the way the lowly deejay, the guy who has such a terrifying influence on those...teen-agers, can turn right around in a time of need and show an area that those spinners of trash, junk and whatever else it may be called by some, is still a 'regular guy'."

In a similar public service vein, Station WHAY, New Britain, Conn., recently joined the New Britain Police Chief Arthur P. Hayward in a combined effort to raise money for the Jimmy Fund, beneficiaries of which are youngsters stricken with leukemia. The mayor of New Britain designated August 10-17 as Jimmy Fund Week, and the entire Boston Red Sox team and Connie Francis cut promotional tapes to help the drive, which was spearheaded at WHAY by Laurie Andrews, Joe Crowley and production manager Fred Swanson.

THIS 'N' THAT: Ken Carter, host of "Pepsi-Cola Dance Party" on WCOP, Boston, is setting aside a portion of his two-hour remote ballroom broadcast for the exposure of new and unknown disk artists each week. Carter does a Friday night show from the Eliot Ballroom, Cambridge, Mass., and a Saturday night program from the Surf Ballroom, Nantasket Beach, Hull, Mass. . . . Larry Kane, KTRK-TV, Houston, and KFDM-TV, Beaumont, Tex., subbed for Dick Clark on the ABC-TV network "American Bandstand" show the week of September 1, marking his second consecutive year as Clark's replacement.

Don Bell, KIOA, Des Moines, Ia., was recently elected House Chairman of the Des Moines Advertising Club and has announced his candidacy for city council. In addition to his deejay duties, Bell is still active as divisional sales manager of General Investors Planning, Inc. . . . Ron Sunshine, WROV, Roanoke, Va., drew 8,000 teen-agers at his last record hop, chalking up the largest attendance at a disk hop in the city's history. . . . Jay Bowles, WBIR, Knoxville, Tenn., would like to be put on mailing lists to receive newsletters issued by other disk jockeys around the country. He also laments the failure of some of the smaller labels to make their disks available to more deejays.

CHANGE OF THEME: Bob (Lucky Logan) Beringer is leaving radio to launch a TV career at WMTV, an NBC outlet in Madison, Wis. He uses the name "Lucky Logan" on the air at WOKY, Milwaukee, for almost six years. More recently, he served as program director of WKTS, Sheboygan, Wis. . . . Bill Mende, ex-WESO, Southbridge-Webster, Mass., has relocated at KAPR, Douglas, Ariz., and, together with his wife Catherine, has purchased a radio station in that area, pending FCC approval. Info is contributed by George Schinder, of Show-Biz Comedy Service.

Program director-deejay Bobbie Barnell, KFIV, Modesto, Calif., has a new line-up of spinners. The jocks are Lloyd Walters, Gary Martin and George Gardner. Gene D'Accardo continues as full-time news director. At the same time, KFIV (K-5) has launched a new "Fall Festival of Foreground Programming." . . . Dan

(Continued on page 14)

YESTERYEAR'S HITS

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

POP—5 Years Ago

SEPTEMBER 22, 1956

1. Don't Be Cruel, Elvis Presley, RCA Victor
2. My Prayer, Platters, Mercury
3. What Ever Will Be Will Be, Doris Day, Columbia
4. Canadian Sunset, Hugo Winterhalter, RCA Victor
5. Tonight You Belong to Me, Patience and Prudence, Liberty
6. Honky Tonk, Part II, Bill Doggett, King
7. Fool, Sanford Clark, Dot
8. Allegheny Moon, Patti Page, Mercury
9. Flying Saucer, Buchanan and Goodman, Luniverse
10. Just Walking in the Rain, Johnny Ray, Columbia

POP—10 Years Ago

SEPTEMBER 22, 1951

1. Because of You, Tony Bennett, Columbia
2. Come On-A My House, Rosemary Clooney, Columbia
3. World Is Waiting for the Sunrise, Les Paul and Mary Ford, Capitol
4. Cold, Cold Heart, Tony Bennett, Columbia
5. Loveliest Night of the Year, Mario Lanza, RCA Victor
6. I Got Ideas, Tony Martin, RCA Victor
7. Whispering, Les Paul, Capitol
8. Too Young, Nat King Cole, Capitol
9. Because of You, Les Baxter, Capitol
10. Sweet Violets, Dinah Shore, RCA Victor

RHYTHM & BLUES—Five Years Ago—SEPTEMBER 22, 1956

Honky Tonk (Part II), Bill Doggett, King
My Prayer, Platters, Mercury
Let the Good Times Roll, Shirley and Lee, Aladdin
In the Still of the Night, Five Satins, Ember
Fever, Little Willie John, King

Rip It Up, Little Richard, Specialty
Flying Saucer, Buchanan and Goodman, Luniverse
Soldier of Fortune, Drifters, Atlantic
See-Saw, Moonglows, RCA Victor
Lipslick, Powder and Paint, Joe Turner, Atlantic

**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.

**BEST SELLING MONAURAL TAPE
DECKS AND RECORDERS**

Position This Issue	Position 6/19/61 Issue	Brand	% of Total Points
1	1	Webcor	23.6
2	2	Voice of Music (V-M)	16.6
3	—	RCA Victor	4.6
4	3	Wollensak	3.6
		Others	51.6

**BEST SELLING STEREO TAPE DECKS
AND RECORDERS**

Position This Issue	Position 6/19/61 Issue	Brand	% of Total Points
1	1	Voice of Music (V-M)	20.3
2	2	Webcor	16.8
3	8	Roberts	6.5
4	3	Wollensak	5.1
5	—	Tandberg	3.6
6	4	Bell	3.2
6	—	Recordio	3.2
		Others	41.3

**RCA Victor, Bell
Share Cartridge
Tape Limelight**

• Continued from page 1

\$99.95 and the Trendliner at \$129.95.

The Bell stereo unit, introduced earlier, at \$199.95, is \$30 higher than the comparable Victor unit, but includes a self-contained, detachable separate speaker in the lid compartment. The Bell set weighs about 18 pounds and has similar dimensions to those of the Victor model. Both contain two microphones and both operate at 3¼ and 1½ inches per second.

Both companies are already committed to an all-out sales and promotion campaign. Bell is figuring on heavy local co-op campaigning through dealers while Victor is blueprinting a major trade ad campaign between now and November, to be followed by spots on the Walt Disney, "Wonderful World of Color Show" on NBC-TV and spreads in Life magazine.

This week Bell launched the promotion phase of its operation by sending demo tapes to close to 40 of its distributors Tuesday morning by Western Union messenger. Within 12 hours, Bell salesmen called on each distributor with one of the new "Bell-O-Matic" cartridge players and played the demo tape, containing the complete sales pitch, for the distributors. Beyond this, heavy local promotions with dealer tie-ins are also planned.

Home Recording Stressed

Interestingly enough, both companies are strongly featuring the "record at home" angle rather than the playback approach in their sales promotion. Bell, in fact, is using the phrase "Tape it Easy," as part of its promotion. On the other hand, both firms are focussing attention on their pre-recorded tape repertoire in cartridge form.

Bell's parent firm, Thompson-Ramo-Wooldridge, owns the Bell Canto tape line, which has licensing agreements for the catalogs of Dot, Mercury, Liberty and other lines. Victor, through its record division, has for some time made highlights of its catalog available in cartridge form.

**Ford Motors Set
To Acquire Philco**

CHICAGO — Ford Motor Company last week announced it planned to purchase the Philco Corporation, large producers of radio, television and electronics equipment.

Directors of the firms are said to have agreed in principle to the transaction. No price was disclosed.

The deal is scheduled to be completed November 30, pending approval by Philco shareholders.

**Dealers Invited
To ARD Meeting**

NEW YORK—The Association of Record Dealers of New York and New Jersey (ARD), a chapter of SORD, is holding its annual election meeting at the Park Sheraton Hotel here on Tuesday (26). All dealers in the New York area are invited to attend, have dinner and join the association. There will be an election of officers. President Sy Bondy of Bondy Record Shop is stepping down as president at this meeting, "in order to get new blood into the New York association," he stated.

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.

LIBERTY—Expires September 22, 1961. Started August 1, 1961.

Label is offering 10 per cent discount on entire catalog, plus new releases on all LP's except The Chipmunks. See page 3, July 24 issue, for details.

WARNER BROS.—Expires September 22, 1961. Started July 24, 1961.

Label is offering a 15 per cent bonus to dealers covering new releases and catalog. See page 3, July 31 issue, for details.

ROULETTE—Expires September 24, 1961. Started August 1, 1961.

Qualified dealers are offered 15 per cent discount on all LP's including new releases. See page 4, August 7 issue for details.

ANGEL—Expires September 30, 1961. Started August 14, 1961.

Fall program. Dealers qualify by purchasing minimum of 30 LP's. Three parts: New releases and 100 specified titles offered at 20 per cent; 200 specified titles offered at 15 per cent; balance of catalog offered at 20 per cent. Deferred shipping available. See page 3 August 21 issue, for details.

ARCHIVE-DEUTSCHE GRAMMOPHON—Expires September 30, 1961. Started September 18, 1961.

Ten per cent discount on complete catalogs.

ARGO-CHESS-CHECKER—Expires September 30, 1961. Started August 28, 1961.

Straight 10 per cent discount on entire LP library, including six new releases.

COLUMBIA—Expires September 30, 1961. Started July 10, 1961.

Ten per cent discount on new LP releases in addition to complete catalog. See page 1, July 31 issue, for details.

CAEDMON—Expires September 30, 1961. Started September 1, 1961.

One free LP for every 10 purchased is offered to distributors. Program covers complete catalog.

CAPITOL—Expires September 30, 1961. Started August 14, 1961.

Fall program. Dealers qualify by minimum order of 50 LP's. Twelve per cent special discount instead of normal 2 per cent cash discount on all purchases plus special co-operative advertising allowance equal to 3 per cent of program purchases. See page 3, August 21 issue, for details.

DELMAR—Expires September 30, 1961. Started August 28, 1961.

Distributors are offered one free LP for every four purchased. Applies to August and September releases.

DOT—Expires September 30, 1961. Started September 1, 1961.

1961 Fall Catalog Program. Buy nine albums, get one free. Plan covers entire LP and EP catalogs, including current releases. See page 1, September 4 issue, for details.

ELEKTRA—Expires September 30, 1961. Started August 22, 1961.

Fall plan. Label is offering one free LP for every seven purchased. Program includes complete catalog plus three new releases which includes Ed McCurdy's "The Treasure Chest of American Folk Song," a two record bonus pak priced at \$4.98.

EPIC—Expires September 30, 1961. Started July 10, 1961.

Fall Merchandising Plan. Fifteen per cent discount on all new LP releases for August and September plus the catalog. See page 1, July 31 issue, for details.

KAPP-MEDALLION—Expires September 30, 1961. Started August 1, 1961.

Ten per cent discount on all Kapp new releases plus catalog; 15 per cent discount on all Medallion new releases plus catalog. See page 2, July 31 issue, for details.

KING—Expires September 30, 1961. Started August 1, 1961.

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

LONDON—Expires September 30, 1961. Started August 14, 1961.

Phase 4 Stereo, one free LP for every six purchased. Program covers 12 Phase 4 Stereo and Sound 4 Mono LP series. See page 4, August 21 issue, for details.

MONITOR—Expires September 30, 1961. Started August 1, 1961.

Ten per cent bonus on all MF, MC and MR series. Additional 10 per cent discount on MC series.

REQUEST—Expires September 30, 1961. Started July 31, 1961.

For every purchase of 10 Request LP's the dealer may exchange at no charge three LP's of any other label, stereo or mono. LP's purchased under the program may be exchanged through December 31.

VANGUARD-BACH GUILD—Expires September 30, 1961. Started September 1, 1961.

Fifteen per cent discount on all series except the 9000 Series, including low-price demonstration records.

VEE JAY—Expires September 30, 1961. Started August 28, 1961.

One free copy of "Exodus to Jazz" by Eddie Harris for every five purchased.

PRESTIGE—Expires October 8, 1961. Started August 28, 1961.

Dealer is offered two LP's free for every 10 purchased. Program covers International, Bluesville and Swingville series plus new releases.

MERCURY—Expires October 15, 1961. Started September 1, 1961.

Project Mercury sales plan. Fifteen per cent merchandise discount. Buy 100 albums, get 15 free; deferred billing up to four months where credit qualifies, and 100 per cent exchange privilege. First orders must be placed by September 21. See story this 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.

TIME—Expires October 31, 1961. Started September 18, 1961.

Series 200 entire catalog is available through distributors at a 10 per cent discount. Special promotion on new September release: "Great Songs From Motion Pictures" in three separate volumes. Available in pre-pak designated Motion Picture Pak, including three of each volume in stereo at full price and one each of the volumes monaural at no charge.

COLOSSEUM—Expires November 15, 1961. Started August 15, 1961.

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

PETER PAN—Expires December 31, 1961. Started August 15, 1961.

Label is offering all of the current seven-inch singles to dealers six for \$1.

AUDIO FIDELITY—No expiration date. Started August 1, 1961.

One free album for every five purchased on entire catalog, all series included.

INDIGO—No expiration date. Started July 10, 1961.

Entire LP catalog is offered on a two-free-for-every-10-purchased plan.

RIVERSIDE—No expiration date. Started February 6, 1961.

Dealer 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.

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

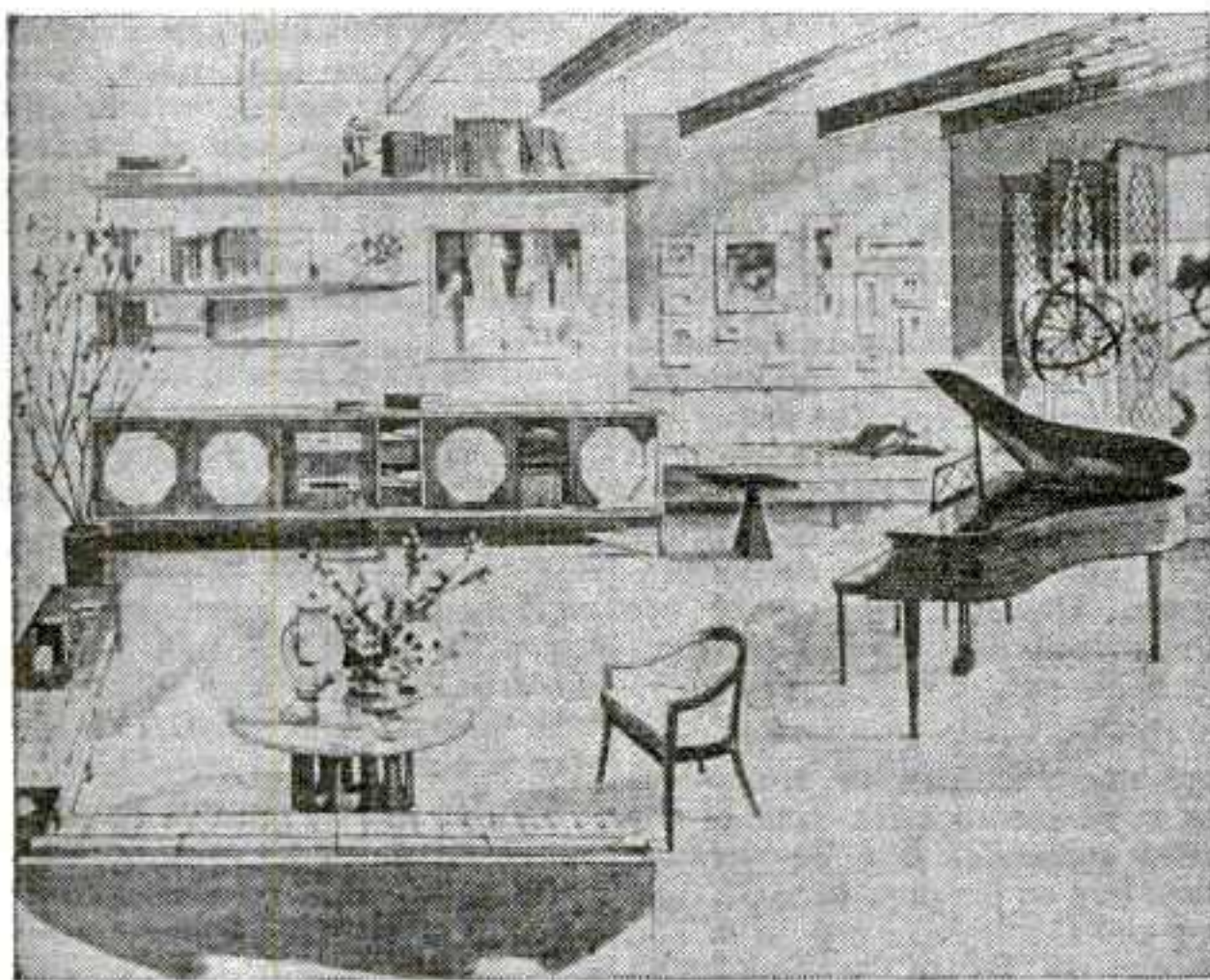
Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G. Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.

KANDY—No expiration date. Started July 17, 1961.

Label is offering seven LP's for price of six. Applies to Johnson's "Organ With a Beat" series. Same type of deal offered on singles.

WONDERLAND—No expiration date. Started August 23, 1961.

Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.



SHURE BROS., COMPONENTS MANUFACTURER of Evanston, Ill., has uncorked a \$17,000 contest for audio enthusiasts. The company has put together this \$17,000 dream hi-fi room containing everything a music lover could ask for in furnishings and equipment, which will be given away to the winner of the contest. Contestants must listen to a demonstration of a Shure cartridge or tone arm at an authorized distributor showroom and describe their reaction to the sound reproduction qualities of the components. Deadline for entries is February 28, 1962. Contest will be advertised in a brace of national magazines. Included in the prize will be complete furnishings and carpeting, Baldwin piano, complete stereo sound system with Ampex tape recorder, Garrard changer, Thorens turntable, Shure cartridge and tone arm, Marantz pre-amplifier and amplifiers and a Sherwood multiplex tuner.

VOX JOX

Continued from page 12

Resh, formerly with WARK, Hagerstown, Md., has joined WCHA, Chambersburg, Pa., in the 10:30 a.m.-noon and 3-6 p.m. time slots.

Dave Diamond, WKGN, Knoxville, Tenn., whose slogan is "Independent but not aloof," reports "The July-August Hooper gave us (WKGN) the highest ratings ever received by a radio station in the history of this 10-outlet market. We now have 34 per cent listenership in the morning and 45 per cent in the afternoon." New deejay line-up at WKGN is as follows: Tom Murphy, ex-KOIL, Omaha, 6-9 a.m.; Jerry Dee, 9 a.m.-noon; Jack Etzel, ex-WIRL, Peoria, Ill., noon-4 p.m.; program director Diamond, 4-7 p.m.; Al Dams, 7 p.m.-midnight, and Dick Dark, midnight-6 a.m.

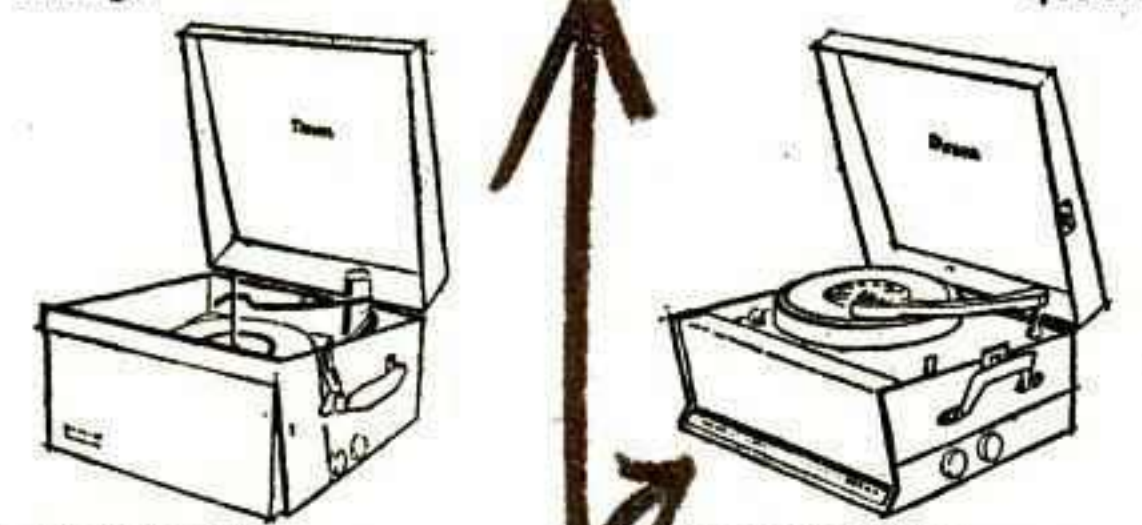
... Pepe Del Rio, KUKA, San Antonio, is leaving the station to become a "Voice of America" staffer in Washington, D. C. ... New jockey line-up at KTHT, Houston, is as follows: Bill Sanders, Bill Bailey, Bob Kelly, Tommy Charles, Casey Martin, Johnny Mitchell and program director Beri Moore.

HAWTHORNE'S ALL-TIME HITS: Jim Hawthorne, KFVB, Hollywood, recently polled his audience to make up an all-time "Golden 40" hit list. More than 100,000 phone calls were tabulated, with eight phones taking votes from 8 a.m. to 10 p.m. for two weeks. The top 10 all-time "Golden 40" disks—in the order listed—were as follows: Percy Faith's "Theme From a Summer Place," Paul Anka's "Diana," Elvis Presley's "Don't Be Cruel," Debbie Reynolds' "Tammy," Tennessee Ernie Ford's "Sixteen Tons," Pat Boone's "Love Letters in the Sand," Morris Stoloff's "Moonglow-Picnic Theme," David Seville's (Ross Bagdasarian) "Chipmunk Song," Domlnque Modugno's "Volare" and Marty Robbins' "El Paso."

FIRST ONE OFF THE SHELF IS A DECCA®



THE PALM BEACH IV DPS-13
Handsome designed—Sturdily constructed—Four-speed motor—Turnover cartridge. **\$19.95**



THE PERRY V DP-841
Best-value monaural automatic on the market. **\$42.95**

THE SEAFORD V DP-589
Deluxe monaural manual—Front speaker—Outside controls—Turnover cartridge. **\$24.95**

ALSO: Ask your Decca salesman about the new VOCALION (Model VP-30) budget price monaural phonograph.

BEST-SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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	3.7
7	—	Zenith	3.7
7	—	Symphonic	3.7

All prices Suggested List—Slightly higher in South, Southwest, and West.

LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

WHAT'S A DINKY DOO?: The Capitol records waxing of "Dinky Doo" by Eddie Bo enjoyed substantial air play recently through a promotion staged by WLEE, Richmond, Va. For one whole day, WLEE deejays asked listeners "What is a Dinky Doo?" and raised the ante \$1 every half hour for the best answer. As a tongue-in-cheek assist every now and then the jocks would suggest the answer might be obtained from names selected at random ranging from the head of the local executive club to Billboard Music Week's New York office.

A flock of listeners shelled out for long-distance calls to BMW's office, where the switchboard operator was slightly bewildered by the queries. The invented answer to this invented question, developed by WLEE deejay Harvey Hudson on the spur of the moment, was, "A person who leaves his chewing gum on the bedpost overnight." The quiz was finally answered when a one-word clue... "bedpost"... was inserted in the "Dialing for Dollars" show on WLEX-TV, Richmond, Va. WLEE's TV outlet. A young lady called in with the correct answer 90 minutes later, stating she had been dialing Station WLEE's number for the entire 90 minutes.

FUNGUS AMONG US: Hugh Barrett and the Victors' Madison waxing of "There Was Fungus Among Us" prompted WLS, Chicago, deejay Dick Biondi, to issue "Fungus Licenses" to local teens. The license makes the holder an "honorary fungus." Biondi even received samples of fungus from the anxious teens.

LISTENERS HEAR FAVORITE: In a dilemma trying to decide which of two versions of a hot tune to air tagged "Well, I Ask You," Station WSB, Atlanta, took the question to its listeners. Deejay Frank Stiteler played both renditions of the tune, one by Eden Kane and one by Kay Starr, and asked listeners to call the station with their vote. Contest seems to be a sure-fire method to please the listeners when there are two, three, four or more versions available of a hit tune.

SALUTE TO TIME RECORDS: This Tuesday (19) Station CKLW in Detroit will devote its entire broadcasting day to playing Time Records LP Series 2000. The 18-hour program will be called "Birth of a Label." Time Records' president Bob Shad is flying out to CKLW with the label's national sales manager Phil Picone and arrangers Hugo Montenegro, Jerry Fielding and others for special interviews during the day. There will be segments devoted to discussions of the problem in running an independent label, choosing material and arrangers; how ideas for recording are arrived at and the difficulties of quality control. CKLW has advertised in all the local Detroit newspapers to promote the event.

BMW News Editor Takes to Airwaves

CHICAGO — Nick Biro, Midwest editor for Billboard Music Week, has turned deejay. Starting Saturday (16) he emcees a weekly half hour pop music show on WSBC-FM here, from 10 to 10:30 p.m.

Although WSBC-FM's musical format is primarily a classical one, the outlet's program director James Riedy believes there is a place for a pop music segment on a long-hair outlet.

Biro's show, "Musical U.S.A.," will be aimed at "an adult audience," and will spotlight current releases, plus interviews with disk stars and "behind-the-scenes" men in the industry.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Pat Boyd, fem c.&w. deejay at WLAV Radio, Grand Rapids, Mich., took her group to the Rogers Shopping Plaza, Wyoming, Mich., September 13 for an under-the-stars round and square dance to welcome home from Atlantic City, Miss Michigan, Ka.en Jean Southway. Featured, in addition to Miss Boyd and her group, were Don Holly, George Hawkins and Bill Ketchum. ... Pete Roberts, Charlie Waller and the Country Gentlemen have available copies of their new Folkways LP and their latest Starday release, "I Know I've Lost You" b.w. "Red Rocking Chair." Shoot your request on your station's letterhead to Pete Roberts at P. O. Box 3631, Arlington 3, Va.

Clarence Kneeland, still spinning the country wax at WICH, Norwich, Conn., which soon switches to its new 5,000-watt power output, writes that he's always glad to receive and spin anything good in the line of country or sacred wax. "I am using an increasing amount of LP material in my programs," Kneeland type-writes. "I find that the songs included in LP's are often the type which hold their popularity longest. I will welcome any LP releases sent my way." On October 1, Kneeland begins his 13th year of country music programming in his area. ... Gospel guitarist James Prince recently soloed to a homecoming crowd of 2,000 at Puxico, Mo., to promote his new Z Records release, "Charlotte Ride" b.w. "Walking the Milky Way." Jocks may obtain a sample by writing on their station's letterhead to Robert Zehm, Z Records, Poplar Bluff, Mo.

"Hottest new c.&w. thing I've

had in a long time," postals Tommy Good, of Long Beach, Calif., "is Freddie Hart's 'What a Laugh' b.w. 'Heart Attack.' I had a week head start on it for my KCKC audiences and it became my most requested song. 'Laugh' is the side on my shows, though the reaction seems split. I've got some extra copies for jockeys who may have been overlooked in the mailing. I also have ID tapes for stations that would like them." Tommy's address is P. O. Box 5293, Long Beach, Calif. ... Charlotte Harden has replaced Connie Dycus as country music deejay at WMRP, Flint, Mich., where she's on the air five days a week. All told, the station programs 18 hours of country music per week to some 100,000 daily listeners. Miss Harden also has a new record which she'll send to deejays who'll write in. The top side is titled "Sorry," which she wrote herself, and the flip is a Faron Young oldie, "Alone With You."

Associated with country music the last five years, Ray Nickel soon begins his second year at CKSA, Lloydminster, Sask., where he programs 36 hours of c.&w. material per week. His show, Nickel claims, has the largest audience in the area due to the popularity of country music in the territory. "About a month ago," writes Nickel, "we had the Hank Snow show here and drew 1,500 out of our broadcast area. After many a letter, service from record companies has improved, but it's still hard to get disks from U. S. companies like Hickory, Starday and Challenge. Often, by the time I get them thru their Canadian distributors, they've dropped off

(Continued on page 76)

New Deejay Disk Shop Built

Continued from page 3

finding the right sales staff for the shop.

Cowley himself puts in a full day at his first store, which does a brisk business in singles and caters to a large teen-age crowd as the result of Cowley's long-time high-rated 6-9 p.m. show on WKLO. Cowley also emcees the local "Coca-Cola Hi Fi Club," which currently has a registered membership of 78,000 in the Southern Indiana and Kentucky territory.

Cowley has pulled traffic to his first store almost exclusively via radio advertising, which he buys at regular time rates on his own show. The store is one of the three biggest record shops in Louisville. Cowley also acts a one-stop for other local dealers. The rating appeal of Cowley's radio show is pointed up by the fact that one of Cowley's biggest dealer competitors also buys time on the deejay program. However, the spots are transcribed, so Cowley commercials himself.

Cowley works closely with record manufacturers on promotions to build record sales. One of the most successful is a co-operative time buy on his show by RCA Victor and Cowley's record store. The spot offers "Buy of the Week," with a different Victor single available at Cowley's store each week for 79 cents.

Quality Uppermost

Although the stunt has pulled a lot of traffic to the store, Cowley opines the promotion nevertheless indicates that the quality of product, not price cutting, still determines success in the singles field. "If a record doesn't have it," he states, "it won't go if you cut it to 10 cents."

Cowley's first store was opened

about a year ago as a discount house. The deejay later bought out his partners and over a 24-hour period discontinued all discounts and launched his present, strictly list price operation. Oddly enough, reports Cowley, he lost very few customers initially, and in a couple of months business was better than ever.

Cowley's fans make up a sizable amount of his total trade. One teen-age girl told him that she owned 538 singles and all but two were bought at his store. He caters to his fans by devoting two whole walls of the shop to inscribed photos of himself with various disk stars.

BMW Charts Shown

Another wall features Billboard Music Week's "Hot 100." Cowley changes the wall weekly, and displays the entire 100, with each disk numbered. He "buys lightly" on disks until they move out of the lower 50. His fourth wall features the top 50 LP's from Billboard's best selling album chart. This display is also changed weekly.

Cowley has an unusual listening booth setup which was designed by him and made up by Columbia Records. All of the turntables are located underneath the counter, and only the clerks handle the records. If a customer wants to listen, a clerk puts a disk on, and directs the prospective buyer to one of several listening booths, where the music is piped in.

Album covers on display are always empty, and only the clerks handle records until a customer actually purchases a disk. This serves a double purpose, in that it eliminates on pilferage, cuts down on breakage. It also enables Cowley to boast that his merchandise is "factory fresh."

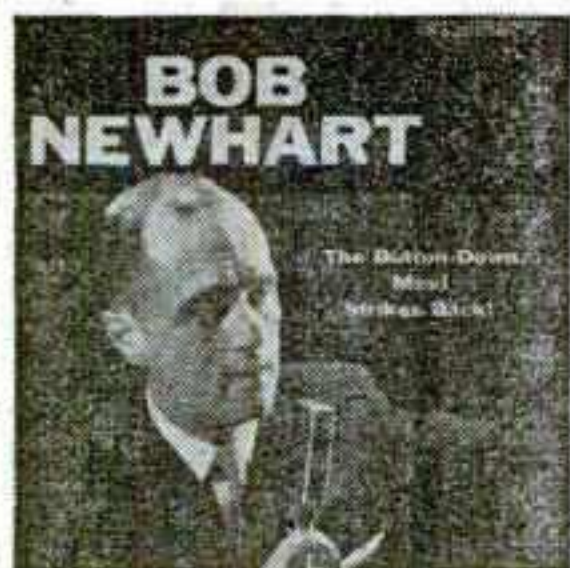
Other Than Columbia, RCA, and Capitol:

NO OTHER RECORD COMPANY HAS MORE LP'S ON THE TOP 100 THAN WARNER BROS.

IF YOU DEMAND TURNOVER, BIG VOLUME AND PROFIT; ARE YOUR WARNER BROS. PURCHASES 4th LARGEST OF ALL LABELS?

THE BILLBOARD
The Week Ending Sept. 4

SEE YOUR WARNER BROS. DISTRIBUTOR FOR SPECIAL TERMS, AVAILABLE THRU SEPT. 22



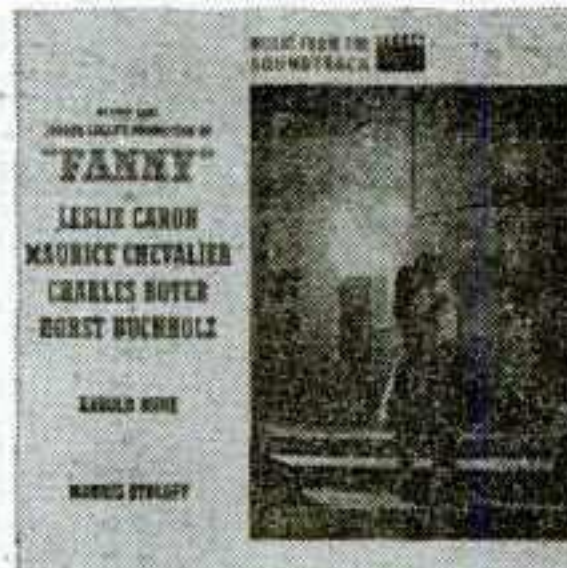
BOB NEWHART
BUTTON-DOWN MIND STRIKES BACK
W/WS 1393



101 GANG SONGS
BING CROSBY
2R/2RS 1401



ALL NEW!
THE EVERLY BROS.
W/WS 1418



"FANNY" SOUNDTRACK
W/WS 1416



THE ROARING 20's
DOROTHY PROVINE
W/WS 1394



BEST OF THE POPULAR PIANO CONCERTOS
GEORGE GREELEY
W/WS 1410



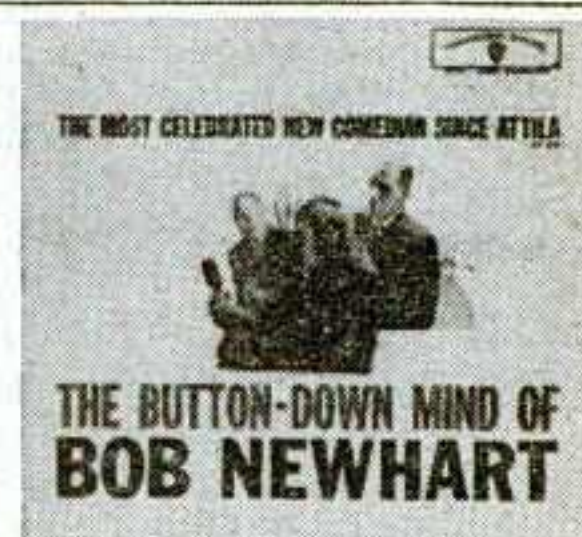
"PARRISH" SOUNDTRACK
W/WS 1413



JOIN BING IN A GANG SONG SING ALONG
W/WS 1422



A DATE WITH THE EVERLY BROS.
W/WS 1395



BOB NEWHART
BUTTON-DOWN MIND
W/WS 1379



JOIN WITH BING & SING
W/WS 1363



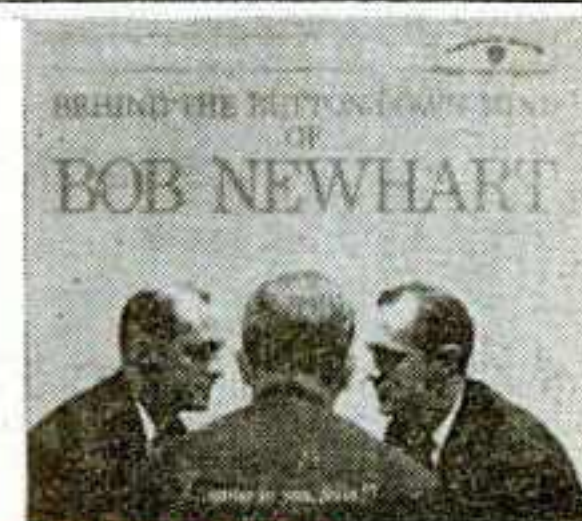
"GONE WITH THE WIND" SOUNDTRACK
W/WS 1322



IT'S EVERLY TIME
W/WS 1381



THE VAMP OF THE ROARING 20's
W/WS 1419



COMING! BEHIND THE
BUTTON-DOWN MIND
W/WS 1417



the first name in sound

WARNER BROS. RECORDS

4000 WARNER BLVD., BURBANK, CALIFORNIA • ORDER FROM YOUR NEAREST DISTRIBUTOR

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

GERMANY

- (Courtesy Automaten-Markt, Braunschweig)
This Last Week Week
1 6 LA PALOMA—Freddy (Polydor)
2 1 HELLO MARY LOU—Jan & Kjeld (Ariola); Ricky Nelson (London); Ricky Boys (Philips)
3 3 ZUCKERPUPPE—Bill Ramsey (Polydor)
4 4 SCHONER FREMDE MANN (Someone Else's Boy)—Connie Francis (MGM)
5 2 CORINNA, CORINNA—Peter Bell (Fontana); Ray Peterson (Heliador)
6 18 DER MANN IM MOND—Gus Backus (Polydor)
7 — SO LEBEN WIR—Der flotte Franz und seine Berbrummer (Ariola)
8 8 I BIN A STILLER ZECHER—Gus Backus (Polydor)
9 5 AM SONNTAG WILL MEIN SÜSSER MIT MIR SEGELN GEHN—Old Merry Tale Jazzband (Brunswick)
10 7 DER SHERIFF VON ARKANSAS WAR 'NE LADY—Caterina Valente (Decca)
11 9 EIN ENGEL OHNE FLUGEL (I Can See an Angel Walking)—Detlef Engel (Telefunk)
12 13 WEISSE ROSEN AUS ATHEN—Nana Mouskouri (Fontana)
13 10 MORGEN BIST DU ALLE SORGEN LOS (Little Lonely One)—James Brothers (Polydor)
14 15 SAN ANTONIO ROSE—Floyd Cramer (RCA); Die Continentals (Decca)
15 17 MARIANNA—Ping Ping (Ariola)
16 16 BLUE TOMORROW—Billy Vaughn (London)
17 14 HUH-A-HO (Wheels)—Trio Kolenka (Philips)
18 19 YELLOW BIRD—Lawrence Welk (London)
19 20 HAFENLICHT (Harbour Lights)—Bruce Low (Ariola)
20 11 ANNA—Jorgen Ingmann (Metronome)

HOLLAND

- (Courtesy Platennleuws, Amersfoort)
This Last Week Week
1 1 HELLO MARY LOU—Ricky Nelson (Imperial)
2 3 OCH, WAS IK MAAR—Johnny Hoes (Philips)
3 4 TEMPTATION—The Everly Brothers (Warner Bros.)
4 2 RUNAWAY—Del Shannon (London)
5 5 WHEELS—String-A-Longs (London)
6 — O.K. IK GA MET JE MEE—Ria Valk (Fontana)
7 6 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Par.)
8 — ZARINA—Rex Gildo (HMV)
9 — DANCE ON LITTLE GIRL—Paul Anka (ABC-Par.)
10 9 NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)

SWEDEN

- This Last Week Week
1 1 DEN SISTE MOHIKANEN PETTER OCH FRIDA—Little Gerhard (Karusell)
2 2 PUTTI PUTTI—Jay Epao (Mercury)
3 3 I'VE TOLD EVERY LITTLE STAR—Linda Scott (Sonet)
4 4 EN GANG SKALL VI ATER MOTAS—Thory Bernhards (Polydor)
5 5 HELLO MARY LOU/TRAVELIN' MAN—Ricky Nelson (California)
6 6 KARA MOR—Göingeflickorna (Joker)
7 7 FLAMING STAR—Elvis Presley (RCA)
8 8 MOODY RIVER—Pat Boone (Dot)
9 9 DO WHAT YOU WANT—Damita Jo (Mercury)
10 7 SURRENDER—Elvis Presley (RCA)

ITALY

- (Courtesy Musica e Dischi, Milan)
This Last Week Week
1 1 LEGATA A UN GRANELLO DI SABBIA—Nico Fidenco (RCA)
2 2 LA NOVIA—Tony Dallara (Music); Domenico Modugno (Fonit)
3 3 RIVIERA—Umberto Bindi (Ricordi)
4 5 CHITARRA ROMANA—Connie Francis (MGM)
5 4 NON ESISTE L'AMOR—Adriano Celentano (Jolly)
6 10 PEPITO—Los Machucambos (Decca); Cocky Mazzetti (Primary)

- 7 7 IL MONDO DI SUZIE WONG—Nico Fidenco (RCA)
8 6 1 MAGNIFICI SETTE—Al Caiola (UA)
9 8 PISCATORE 'E PUSILLECO—Peppino Di Capri (Carisch)
10 9 NON DIMENTICAR LE MIE PAROLE—Caterina Valente (Decca)
11 13 PERA MATURA—Pino Donaggio (Columbia)
12 12 GLI INNAMORATI SONO SEMPRE SOLI—Gino Paoli (Ricordi)
13 — DANCE ON LITTLE GIRL—Paul Anka (Columbia)
14 11 TU SAI/VILLAGGIO SUL FIUME—Pino Donaggio (Columbia)
15 — MIDI MIDINETTE—Betty Curtis (CGD); Jack Ary (Vogue)

BRITAIN

- (Courtesy New Musical Express, London)
This Last Week Week
1 1 JOHNNY REMEMBER ME—John Leyton (Top Rank)
2 2 YOU DON'T KNOW—Helen Shapiro (Columbia)
3 6 KON-TIKI—Shadows (Columbia)
4 4 REACH FOR THE STARS—Shirley Bassey (Columbia)
5 3 WILD IN THE COUNTRY—Elvis Presley (RCA)
6 15 MICHAEL, ROW THE BOAT—Lonnie Donegan (Pye)
7 10 CUPID—Sam Cooke (RCA)
8 5 WELL, I ASK YOU—Eden Kane (Decca)
9 25 MICHAEL—Highwaymen (HMV)
10 8 ROMEO—Petula Clark (Pye)
11 9 THAT'S MY HOME—Acker Bilk (Columbia)
12 12 QUARTER TO THREE—U.S. Bonds (Top Rank)
13 7 HALFWAY TO PARADISE—Billy Fury (Decca)
14 19 TOGETHER—Connie Francis (HMV)
15 26 JEALOUSY—Billy Fury (Decca)
16 11 HOW MANY TEARS—Bobby Vee (London)
17 20 GET LOST—Eden Kane (Decca)
18 22 AIN'T GONNA WASH FOR A WEEK—Brook Bros. (Pye)
19 — I FEEL SO BAD—Elvis Presley (RCA)
20 23 SOMEDAY—Kenny Ball (Pye)
21 — SEA OF HEARTBREAK—Don Gibson (RCA)
21 — HATS OFF TO LARRY—Del Shannon (London)
23 13 HELLO MARY LOU—Ricky Nelson (London)
24 — DRIVIN' HOME—Duane Eddy (London)
25 14 TIME—Crag Douglas (Top Rank)
26 18 CLIMB EVERY MOUNTAIN—Shirley Bassey (Columbia)
26 — YOU'LL ANSWER TO ME—Cleo Laine (Fontana)
28 16 A GIRL LIKE YOU—Cliff Richard (Columbia)
29 27 PASADENA—Temperance Seven (Parlophone)
30 17 YOU ALWAYS HURT THE ONE YOU LOVE—Clarence Henry (Pye Int.)

BELGIUM

- (Courtesy Juka Box Mag., Mechelen)
This Two weeks Week ago
1 2 OCH, WAS IK MAAR—Johnny Hoes (Philips)
2 1 HELLO, MARY LOU—Ricky Nelson (Imperial)
3 7 ROMEO—Petula Clark (Vogue)
4 3 DANCE ON, LITTLE GIRL—Paul Anka (ABC-Paramount)
5 8 BRIGITTE BARDOT—Roberta Seto (Vogue); Jorge Veiga (Barclay)
6 — PEPITO—Los Machucambos (Decca)
7 4 WHEELS—The String-A-Longs (London)
8 5 RUNAWAY—Del Shannon (London)
9 6 ZARINA—Rex Gildo (Electrola)
10 10 DUM DUM—Brenda Lee (Brunswick)

NORWAY

- (Courtesy Verdens Gang, Oslo)
This Last Week Week
1 1 HELLO MARY LOU—Ricky Nelson (California)
2 2 A GIRL LIKE YOU—Cliff Richard (Columbia)
3 3 GREENFIELDS—Brothers Four (Philips)
4 4 MOODY RIVER—Pat Boone (Dot)
5 8 DON'T YOU KNOW—Helen Shapiro (Columbia)
6 5 SUCU SUCU—The Monn Keys (Triola)
7 9 PEPE—Jorgen Ingmann (Metronome)
8 6 BUT I DO—Clarence Henry (Pye)
9 7 ROMEO—Petula Clark (Pye)
10 — VIOLETTA (in English)—Ray Adams (Manu)
10 — JOHNNY REMEMBER ME—John Leyton (Top Rank)

SPAIN

- (Courtesy Discomania, Madrid)
This Last Week Week
1 1 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Hispavox)
2 2 LA NOVIA—Antonio Prieto (RCA)
3 3 EXODUS—Duo Dinamico (La Voz de su Amo)
4 4 QUISIERA SER—Duo Dinamico (La Voz de su Amo)
5 5 WHEELS—String-A-Longs (London-Columbia)
6 6 ENAMORADA—Jose Guardiola (La Voz de su Amo)
7 7 BLUE MOON—The Marcells (Colpix-Discofon)
8 8 DANCE ON LITTLE GIRL—Paul Anka (ABC-Hispavox)
9 — LORANDO ME DORMI—Hnos. Rigual (RCA)
10 — HELLO, MARY LOU—Ricky Nelson (Imperial-Polydor)

DENMARK

- (Courtesy Quans Musikbureau)
This Week
1 I'VE TOLD EVERY LITTLE STAR—Gitte (HMV); Linda Scott (Sonet)
2 HELLO MARY LOU—Ricky Nelson (California)
3 NAR JEG STAR VED EN BAR—Harry Felbert (Sonet)
4 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Par.)
5 A GIRL LIKE YOU—Cliff Richard (Columbia)
6 MANHATTAN SPIRITUAL—Francis Bay (Philips)
7 WHEELS—String-A-Longs (London)
8 NORTH TO ALASKA—Johnny Horton (Philips)
9 DU FORSTAR INGENTING (Wedding Cake)—Siw Malmkvist (Metronome)
10 BLUE MOON—The Marcells (Colpix)

FRANCE

- This Week
1 BRIGITTE BARDT—Jorge Veiga (Barclay); Roberto Seto (Vogue)
2 DANS LE COEUR DE MA BLONDE (Wheels)—Marcel Amont (Polydor); Johnny Spence (Odeon)
3 ZOU BISOU BISOU—Maya Casablanca (Philips); Pierrette Bruuo (Pathe)
4 NOUVELLE ORLEANS—Johnny Halliday (Vogue)
5 SURRENDER—Elvis Presley (RCA)
6 PEPITO—Los Machucambos (Decca)
7 AFRICAN WALTZ—Richard Anthony (Columbia); Francis Bay (Philips)
8 LA PACHANGA—Rene (Capitol); Francis Bay (Philips)
9 SUCU SUCU—Ping Ping (Barclay); Eddy Christiani (Columbia); Caterina Valente (Decca)
10 MARIN (Sailor)—Petula Clark (Vogue); Les Compagnons de la Chanson (Columbia)

Asia & Pacific

AUSTRALIA

- (Courtesy Music Maker, Sydney)
This Last Week Week
1 1 I'M COUNTING ON YOU—Johnny O'Keefe (Festival)
2 7 MICHAEL—Highwaymen (Coronet)
3 2 SMOKEY MOKES—Joy Boys (Festival)
4 3 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (London)
5 6 LIL OLE ME—Warren Carr (Festival)
6 5 THE BATTLE'S O'ER—Andy Stewart (Top Rank)
7 — MORE MONEY FOR YOU & ME—Kingston Trio (Capitol)
8 — LITTLE SISTER—Elvis Presley (RCA)
9 12 DONALD, WHERE'S YOUR TROUSERS—Andy Stewart (Top Rank)
10 — SWEET LITTLE YOU—Neil Sedaka (RCA)
11 9 WELL I ASK YOU—Eden Kane (Decca)
12 4 SEA OF HEARTBREAK—Don Gibson (RCA)
13 8 TRAVELIN' MAN—Ricky Nelson (London)
14 10 YELLOW BIRD—Arthur Lyman (Hi-Fi)
15 11 DANGER HEARTBREAK AHEAD—Judy Stone (Festival)

HONG KONG

- This Last Week Week
1 — LITTLE SISTER—Elvis Presley (RCA)
2 5 HOW MANY TEARS—Bobby Vee (Liberty)
3 2 TOGETHER—Connie Francis (MGM)

- 4 4 YOU'LL ANSWER TO ME—Patti Page (Mercury)
5 — LET ME BELONG TO YOU—Brian Hyland (Kapp)
6 — I FOUND MY WORLD IN YOU—Neil Sedaka (RCA)
7 8 YOURS TONIGHT—Eydie Gorme (ABC-Par.)
8 1 A GIRL LIKE YOU—Cliff Richard (Columbia)
9 6 I'LL BE THERE—Damita Jo (Mercury)
10 10 LET THE FOUR WINDS BLOW—Fats Domino (Imperial)

NEW ZEALAND

- This Last Week Week
1 2 RAINDROPS—Dee Clark (Top Rank)
2 7 LOVE MY LIFE AWAY—Bill & Boyd (Philips)
3 3 HATS OFF TO LARRY—Del Shannon (London)
4 5 DUM DUM—Brenda Lee (Festival)
5 — I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (London)
6 — WELL I ASK YOU—Eden Kane (Decca)
7 — SHOW FOLK—Paul Evans (London)
8 — CUPID—Sam Cooke (RCA)
9 6 HEART & SOUL—Jan & Dean (London)
10 1 SAN ANTONIO ROSE—Floyd Cramer (RCA)

SOUTH AFRICA

- This Last Week Week
1 1 SENTIMENTAL ME—Elvis Presley (RCA)
2 3 TRAVELIN' MAN—Ricky Nelson (Renown)
3 10 A GIRL LIKE YOU—Cliff Richard (Columbia)
3 8 I SLIPPED, I STUMBL'D, I FELL—Elvis Presley (RCA)
4 6 STICK WITH ME BABY—Everly Brothers (Warner Bros.)
4 5 MOODY RIVER—Pat Boone (Dot)
5 8 HELLO WALLS—Faron Young (Capitol)
5 7 TAKE GOOD CARE OF HER—Adam Wade (HMV)
6 2 I'VE TOLD EVERY LITTLE STAR—Linda Scott (Columbia)
7 9 STAY—Maurice Williams (Ridge)
8 4 LITTLE DEVIL—Neil Sedaka (RCA)
9 — GIVE ME LOVE—Paul Nel (CBS)
10 6 THE FRIGHTENED CITY—The Shadows (Columbia)

The Americas

MEXICO

- (Courtesy Audiomusica, Mexico)
This Last Week Week
1 2 AGUJETAS, COLOR DE DOSA (Pink Shoelaces)—Los Hooligans (Columbia)
2 1 ESCANDALO—M. A. Muniz (RCA); Javier Solis (Columbia)
3 3 PRESUMIDA—Los Teen Tops (Columbia)
4 5 ENORME DISTANCIA—J. A. Jimenez (RCA)
5 8 GOTAS DE LLUVIA—Enrique Guzman (Columbia)
6 4 ETERNAMENTE—Los Dandys (RCA)
7 6 LUCES DE NUEVA YORK—Sonora Santanera (Columbia)
8 9 SUSPENSO INFERNAL—Los Dandys (RCA)
9 7 CAMINO OSCURO—M. A. Muniz (RCA)
10 10 Y...—Javier Solis (Columbia)

PERU

- (Courtesy La Prensa, Lima)
This Last Week Week
1 2 FINA ESTAMPA—Los Chamas (Sono Radio)
2 3 LAS HOJAS VERDES—Alfonso y Fernando (Virrey); The Brothers Four (Columbia)
3 1 LIMENA SOY—Monna Bell (Virrey)
4 7 LITTLE DEVIL—Neil Sedaka (RCA); Gustavo (Hit) Moreno (S. Radio)
5 5 MOLIENDO CAFE—Xiomara Alfaro (S. Radio)
6 5 LA BALADA DEL ALAMO—Roy Baxter (Philips)
7 6 77 SUNSET STRIP—Roy Baxter (Philips)
8 8 LORANDO ME DORMI—Bobby Capo (RCA); Gustavo H. Moreno (Sono Radio)
9 10 CARA DE PAYA SO—Antonio Prieto (RCA); Gustavo R. Moreno (Sono Radio)
10 9 LONELY BOY (Muchacho Solitario)—Paul Anka (Paramount-Philips)

VENEZUELA

- (Courtesy Notidiscos, Caracas)
This Last Week Week
1 1 CARMELITO—Conjunto Medenal (Fidelity)
2 2 NO EXISTE EL AMOR—Adriano Celentano (Jolly)
3 3 PITAGORAS—Los Hooligans (Columbia)
4 4 PRESUMIDA—Los Teen Topp (Columbia)
5 5 EL HERRERO—Hugo Blanco (Palacio)

MEXICO

Conde New RCA Int. A&R Topper

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

Mariano Rivera Conde, vice-president and manager of the Record Division of RCA Mexicana, has been put in charge by RCA International of a.&r. responsibilities for all the affiliated and associated companies in Latin America, notably Argentina, Brazil and Chile, where RCA has its own factories. Rivera Conde has been artistic director of RCA Mexicana for 17 years. Most of the company's recordings and its many hits are to his credit. He will keep his position as v.-p. in Mexico, but report directly to New York. He is planning to leave shortly for South America. Conde will be spelled at RCA Victor Mexicana by Sales Manager David Crump, who was appointed manager of the record division, and by successful composer Ruben Fuentes ("Escandalo"). The latter has been for several years one of the artistic directors of the company and will now take full charge of its artistic department.

Peter De Rougemont, vice-president of Columbia Records, with headquarters in Buenos Aires, is expected September 25 in Mexico, where he will meet his president, Goddard Lieberman, who will be recording with Carlos Chavez. . . . Louis Armstrong's first appearance in Mexico has been definitely arranged for the last week of October.

EIRE

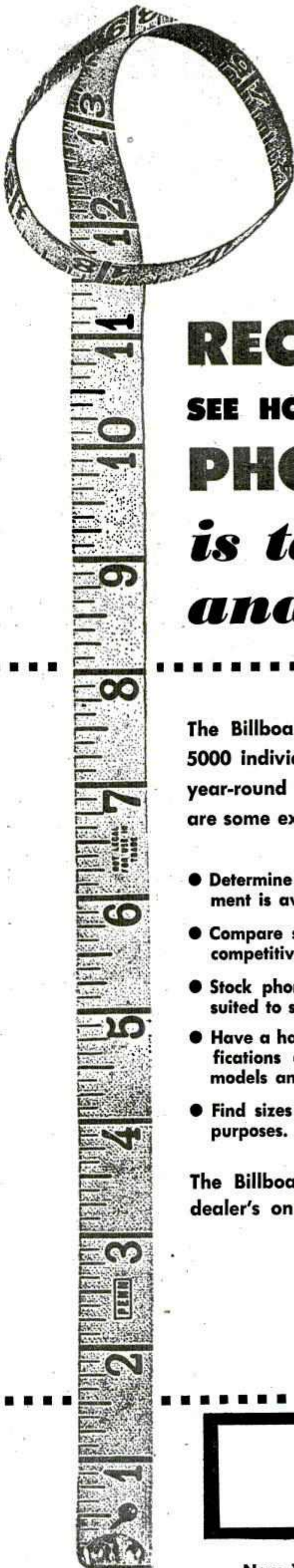
Seeking McCormack Disks

By KEN STEWART Dublin Evening Mail

The John McCormack Society is making a special appeal to people who may happen to possess private recordings made by the famed Irish singer. It is known that McCormack sang many songs which were never professionally waxed. The society hopes to obtain these recordings so that they can be copied on to new disks. Membership of the society has now topped 300. Vice-presidents include Fritz Kreisler, the well-known American violinist who accompanied McCormack on several disks, and pianist Gerald Moore.

Connie Foley, the Irish ballad singer who emigrated to the U. S. in 1948, is currently touring this country in search of old ballads. Foley, whose best-known waxing is "The Wild Colonial Boy," recently recorded 100 tunes for eight LP's to be issued in America.

Postal orders from the U. S. A. are helping considerably to boost the sale of Irish disks. However, the fact that most of these are waxed in Britain is very discouraging to the home industry. But Gael-Linn, the 100 per cent Irish label, is gradually widening its range and soon hopes to provide stiff competition.



RECORD-PHONO DEALERS!

SEE HOW BILLBOARD MUSIC WEEK'S 1962

PHONOGRAPH DIRECTORY

is tailored to your buying and selling needs!

The Billboard Music Week 1962 Phonograph Directory—covering more than 5000 individual items of information about today's phonographs—will provide year-round buying and selling help for record-phono dealers everywhere. Here are some examples of how dealers use this vital data:

- Determine what phonograph equipment is available.
- Compare suggested selling prices of competitive lines.
- Stock phono lines and models best suited to store location.
- Have a handy reference to the specifications of all the phonograph models and lines they carry.
- Find sizes and weights for shipping purposes.
- Have a handy reference guide to specifications of all phonograph lines and models carried by their competitors.
- Know every phono model available in the price range their customers want to pay.
- Have finger-tip reference to scores of phono lines and hundreds of models.
- Know the available models of all phonograph manufacturers and see them compared side by side.

The Billboard Music Week 1962 Phonograph Directory is the record-phono dealer's only complete phono buying and selling guide.

Look for it in the

OCTOBER 2 ISSUE

BILLBOARD MUSIC WEEK

New York
1564 Broadway
PL 7-2800

Chicago
188 W. Randolph
CE 6-9818

Hollywood
1520 North Gower
HO 9-5831

NOTE TO PHONO MANUFACTURERS:

The 1962 Billboard Music Week Phono Directory offers you an outstanding advertising value. It can guarantee your advertisement solid day-to-day, long-term action with a segment of the phonograph industry that accounts for 40% of all phonograph sales annually.

Why not take advantage of this chance to promote your line with strong ads and photos of all your models.

Advertising Deadline: September 27

BRITAIN

Pye in So. African EMI Distrib Deal

By DON WEDGE
News Editor, New Musical Express

Pye Records, anxious to place its own product on international sale as it is to acquire American and other foreign repertoire, has made its first deal with EMI. The British giant will represent Pye in South Africa, through EMISA, its local subsidiary. Included in the deal will be the product of U. S. Argo, Chess and Checker combine which Pye releases in Britain under a contract negotiated last spring. Product will go out on EMI's existing labels. First batch, on Columbia, included the **Brook Brothers' "Warpaint"** (from Pye) and **Clarence Henry's "But I Do"** (from Aristocrat).

Visitors

Leeds Music chief **Lou Levy** is expected September 20 for an extended stay. . . . "African Waltz" composer **Galt MacDermot** has arrived for an indefinite stay. . . . **Hy Kanter**, Coast chief of the Big Three, returned to Hollywood after a European tour. . . . British Decca's **W. W. Townsley**, **Hilary Watson** and **Jack Boyce** were expected to attend Amsterdam sales convention of **Holandsche Decca**. . . . Scheduled for talks with Decca in London last week was **Hubert Stone** of American Decca.

Publisher Business

Looking for American catalogs is **Dick James**, who starts his own firm here September 20, after eight years with the **Bron** organization. . . . Longest selling sheet music publication in Britain this year is **Ernest Gold's "Exodus"** theme, handled by **Chappell's**.

Disk Business

Pye Records' joint general manager **Louis Benjamin** is due in New York September 21. Main purpose of his visit will be buying and selling of masters. He had been planning a three-week visit until the sudden climax of the Pye-Reprise deal last month caused an unexpected trip to Hollywood. This visit will probably be confined to two weeks, but includes calls in other Eastern cities. . . . Pye has arranged a half-hour weekly show devoted to Reprise

DENMARK

Speed Reprise Releases

By PAUL BACH

Brede 184, Kgs. Lyngby
Copenhagen

As known, **Karusell Records** in Stockholm obtained the Scandinavian rights for **Frank Sinatra's** label, **Reprise Records**. Everything is being done to bring the first releases on the market in late September.

Ricky Nelson, who did not quite reach the top in Denmark before, has now made it. According to a teen-age contest and a record jury held earlier this month by the Danish newspaper **Ekstrabladet**, he was voted the most popular guy in the record field today. Credit has to be given "Hello Mary Lou," which has now reached No. 2 position in the Danish best selling list.

One year ago **Otto Brandenburg** was the most popular Danish teen-age star ever; today the teen-agers have turned against him and none of his latest recordings have sold well. A big film production, which was planned for this year with Otto as the star, has been canceled due to the slip in his popularity. He now will try to make a new career in Sweden, where he recently has had good luck.

disks on Radio Luxembourg from October 18.

Italian bass **Cesare Siepi** recorded a song album here for British Decca. . . . This month Decca launches RCA's stereo re-creations of recordings by **Toscanini** with three albums. . . . **Zodiac Records**, London, has completed a deal with **Candid Records** of New York to press and distribute the latter firm's catalog here. First issues will include "Mingus Presents **Charlie Mingus**" and "Newport Rebels." . . . British Decca announced American **Brunswick** had discovered nine unissued **Buddy Holly** tracks—due for inclusion on an album. . . . EMI, in a one-shot deal with **Gone**, has acquired the British right to **Ral Donner's "You Don't Know What You've Got"** and issued it on Parlophone. . . . Another EMI disk deal was with the French **Barclay** firm

(Continued on page 79)

CZECHOSLOVAKIA

Czechs Dig Aussie Jazz Ork

By MILOS KACHNIC
Kremnica, Czechoslovakia S.S.R.

Shortly after World War II the **Graeme Bell** orchestra of Australia visited Czechoslovakia, the only jazz outfit from that nation to visit here thus far. During the tour the band recorded several items for the **Ultrapophon** label. After Czechoslovakia instituted state proprietorship and unified all the labels here under the **Supraphon** banner, Bell's disks were reissued on the latter label, and continue to sell very strongly here.

Other strong selling EP's here include two by the **Karel Vlach** orchestra here: "Glenn Miller Memories" and "Duke Ellington Mixtures, Parts 1 and 2." Vlach's is the biggest swing band in the so-called **People's Democracies**.

The **Gustav Brom** Orchestra also has a hot disk playing "Alexander's Ragtime Band," "Chicago," "When the Saints Go Marching In," and "Some of These Days." Vocals are by **Gery Scott**.

DENMARK

EMI's Nordisk Record Club to Sell LP's Through Dealerships

COPENHAGEN — The local EMI Organization in Denmark has created a sensation on the record market — a record club called "Nordisk Grammofon Klub," which guarantees each person who becomes a member a free LP for every three he buys.

The major difference between this club and other previous clubs is that EMI wants the record dealers to co-operate.

For instance, whenever a shop gets a new member for the club the shop will get 15 per cent profit for all records sold to the member later on — even if the shop does not sell the records. The distribution to the members of the club is handled directly by EMI. No record will be released in the club until it has been on regular sales in the shops for about six months.

The reason behind the club's formation is that EMI has been losing its market. After the war EMI had almost 40 per cent of the record market, but today the company approximately has 22 per cent. This policy then, is undoubtedly

the first step to increase the sales on the company's records again.

The **Nordisk Pladeklub**, which started September 8, has caused the local EMI organization trouble with the Danish record dealers. The dealers first reaction was to gather the members of the Record Dealers Association to a general meeting in Copenhagen which lasted three hours. All dealers were against the club and will, in the future, avoid buying more records than necessary from the company.

The company has invested a great deal of money in the promotion of the club, and looks with optimism on these matters. They claim, from experiences in other countries, that it will only be a matter of time before the sales in the shops will increase again. Sales to the members of the club are expected to be great right from the start.

A similar EMI club has been started in Sweden, while in Norway, the EMI agency, which is owned by a Norwegian company, has refused to start such a club.

A similar EMI club has been started in Sweden, while in Norway, the EMI agency, which is owned by a Norwegian company, has refused to start such a club.

A similar EMI club has been started in Sweden, while in Norway, the EMI agency, which is owned by a Norwegian company, has refused to start such a club.

BELGIUM

Two 'La Novias' In Competition

By JAN TORFS

Stuivenbergvaart 37, Mechelen

RCA and Moonglow have both released "La Novia" simultaneously. RCA did it with **Antonio Prieto** (in Spanish) while Moonglow does it with **Tony Dallara** (in Italian). Fights are open now on the market to claim which one is the best. "La Novia" was a big success in the South Americas and especially in Mexico. From over there, the record hit moved over to the "Latin countries" of Europe, Italy and Spain, where it now figures among the top five in both countries. With a little bit of luck and patience, this is a record that should do it over here, too. All radio stations in Belgium received a free copy of the record and it seems they are very interested in it, especially in Holland, where the "pirate" radio station of **Radio Veronica** keeps playing the record, and always at 6 p.m.

Fonior released the following interesting singles this week: "Take Good Care of My Baby" by **Bobby Vee** (London), "Crying" and "Candy Man" by **Roy Orbison** (London), "Girls" by **Johnny Burnette** (London), "Should I" by the **String-A-Longs** (London) and "Te-Ta-Te-Ta-Ta" by **Ernie K. Doe** (London).

On the Mercury label, we welcome this week **Brook Benton's** "Frankie and Johnny" and **ABC-Paramount** brought us **Brain Hyland's** "Let Me Belong to You."

Grammophone releases this week the first album of the **Shadows** on Columbia. The 14 titles of this album were never released before. Since "Apache" is still selling strongly, this record arrives just in time. Another LP was issued at the same time: "Connie Francis Sings Jewish Favorites" (on MGM). Let us conclude with the following new records: "Yes, Indeed" by **Peggy Lee** (Capitol), "Bobby" by **Ricky Valance** (Columbia) and "Liebeleli," a fine German Electro-la record by **Rolf Bauer**.

Frieda Linzi, one of our Belgian competitors at the Songfestival of **Knokke**, is now in Vienna, where she recorded two German songs. Shortly thereafter she will go to Allasio to star on Vienna TV.

GERMANY

Brisk Overseas & Home Business in German Pubs

By BRIGITTE KEEB
Music Editor, Automaten-Markt,
Braunschweig

Peer Music, Hamburg, has placed the German version of **Top Rank** recording "Johnny Remember Me" on Polydor to be issued with **Fud Leclerc** entitled "Johnny, vergiss mich nie" soon.

Besides the two Spanish language recordings of the Latin American tune "Petito" by **Pepita Mercambo** on Ariola and **Los Machucambos** on London, **Teldec** is also preparing a German version with **Yvonne Caree**. . . . Peer has also placed the **Ben E. King** Atco title "Amor" on Adano, distributed by **Metronome**, to be sung in German by **Ev Moris** in addition to the U. S. original issued several weeks ago.

The **Peter Schaeffers** Publishing House, Berlin, is busy on the **Manos Hadjidakis** composition "Addios" from the Greek documentary pic "Traumland der Sehnsucht," the popularity of which is growing continuously here. There are already existing vocal recordings of **Nana Mouskouri** on Philips, **Lyn Cornell** on Decca, **Betty Jurkovic** on Polydor as well as an instrumental by **Helmut Zacharias** on

Polydor. **MGM** will issue another version by **Vera Lynn** and **Philips** by **Ann Shelton**. **Vardy** and the **Medallion Strings** have recorded the tune on **Kapp** in the States recently.

As reported by **Mr. Hammerling** of **Schaeffers**, **Harald Banter**, wrote "Betinna Song" and "Make Up" especially for release in the States on the **Gone** label by **Tom Carney's** ork. After release in the States, both tunes are now supposed to be issued in Germany.

Another **Manos Hadjidakis** composition from "Traumland der Sehnsucht" is climbing the charts here rapidly: "Weisse Rosen aus Athen" by Greek songstress **Nana Mouskouri** on Philips. **Lale Andersen**, too, will record this title released on **Electrola**. Tune is also published by **Schaeffers**.

The evergreen trend is still going on here, the same firm is to release a couple of famous oldies such as the **Hans Carste** composition, "Ein Strauss Vergissmeinnicht" to be recorded by **Lolita** on Polydor, "La-Le-Lu," just recorded by **Connie Stevens** for **Teldec** as her first German language title, as reported earlier, and "Mariandl,"

(Continued on page 79)

ITALY

New Reprise Sides Make Debuting at Milan's Fair

By SAMUAL STEINMAN
Piazza S. Anselmo 1, Rome

Milan's Music Fair will be the occasion for issue of first four Reprise disks by **Galleria del Corso** following agreement between **Moe**

Austin and **Giuseppe Giannini** with **Milton Rudin** as intermediary. First records are **Frank Sinatra's** "Granada" and "Tina," **Nancy Sinatra's** "Cufflinks and a Tie Clip," **Sammy Davis Jr.'s** "Back in Your Own Backyard," and **Tony William's** "Sleepless Nights."

Festival Names

Voices heard for first time in this year's **Naples Festival** are **Nico Fidenco**, **Gianni Meccia**, and **Pino Donaggio**, the year's "finds," **John Dorelli** and **Betty Curtis**, the **CGD** topliners, **Renato Rascel**, surprisingly, and **Gege DiGiacomo**, **Marino Barreto** and **Ornella Vanoni**.

Italian participation at **Mediterranean Song Festival** in **Barcelona** September 23, 24 and 25 will include **Joe Sentieri** and **Mara Del Rio** singing "Don't Tempt Me" (**Al Romeo-Ventura**), "You Aren't Just a Chance" (**Pinchi-Savar**) sung by **Sentieri** and **Aliki Andris**, "Frontier" (**Langosz**) by **Nilo Ossani** and **Giorgia**, "Not Tomorrow" (**Boncorse Bighi**) by **Ossani** and **del Rio**, "You Are Ugly" (**Mogol-Donida** by **Jimmy Fontana** and **Giorgia** and "Where You Are" (**Franchi-Calabrese Chiesa**) by **Fontana** and **Andris**. Orchestra director is **Armando Sciascia**.

International flavor of "Exodus" competition by **UA** here was lost when judging was left to an Italian jury with 28 records entered. Original track of film has been issued on **RCA** label. . . . **Ri-Fi** has come out with 33 1/3 r.p.m. records on unusual 45-size disk under name of **Compact**. Its primary label is being topped currently by **Luciano Beretta's** "Man of Salt." . . . Originally recorded by him in **Chile**, **Domenico Modugno's** "The Bride" is his latest for **Fonit**. Same label has come out with a new one by **Carol Danell**, U. S. vocalist, doing songs dedicated to **Diano Marino** and **San Angelo d'Ischia**, two summer resorts. . . . **Van Wood**, known as "The Flying Dutchman," and his **Neapolitans** are out with "Pepe" and "Apache."

JAPAN

Toshiba Sets Concert LP's

By TEN KATTORI
Yokohama Correspondent

Following the recording deal set in June between **Nippon Columbia** and **Nippon Philharmonic Symphony Orchestra** (**BMW**, July 3), **Toshiba Music Industries**, a wing of giant **Toshiba** group, has come out with a similar deal this month. The two-year exclusive contract calls for the orchestra to record for the firm about 20 orchestral works in one year, including Japanese contemporary works and also to have it appear regularly for a series of "Toshiba Concerts." The recordings will be distributed in foreign markets via the sales net of **Capitol Records**, **Toshiba's** affiliate in the U. S.

In honor of the visit to Japan by **Sam Taylor**, two albums, one 12-inch "Stereo Sam Taylor Blue Mood" and the other a 10-inch mono "Tenor Sax Screen Mood," are expected to be put on the market by **Nippon Columbia** on October 10. The sax player will make personal appearances here starting October 3 in Tokyo.

Nippon Columbia also will introduce here the Japanese versions of "Someone Else's Boy" and "Breakin' in a Brand New Heart," both of which were cut in the U. S. in the Japanese language by **Connie Francis**, as she did before with "Where the Boys Are."

HONG KONG

Taiwan Bans 'Pirate' Disk Exports

By CARL MYATT
44 Mt. Kellett Road, The Peak
The news that the Nationalist Chinese Government in Taiwan has banned the export of pirated American and Chinese hit records was met with some pessimism by Hong Kong dealers.

Most dealers said they were pleased that some action had been taken, but many speculated as to whether this was going to stop the records being smuggled out of Taiwan and into other ports in South-East Asia.

One well-known dealer who handles numerous top American labels had this to say: "Records were being exported from Taiwan—or smuggled if you like—without government approval and often without government knowledge. So, for the Taiwan Government to make the statement that they are stopping the export of pirated records is a little ludicrous. By making this statement they are acknowledging the fact that piracy does exist and, to a certain extent, they are encouraging it. Most of the dealers

here will only rest easily once the Taiwan authorities force the record pirates to cease manufacture."

A spokesman for the EMI group whose sales of Chinese disks—the biggest in the area—were hardest hit by the flooding of markets with pirated records, revealed to me that the situation has improved considerably in the last month and a half. "Production and sales of Mandarin records are on a firmer footing than they have been for some time. This is due primarily to the manner in which the police and revenue men have clamped down on the smugglers, and the prosecution of illegitimate dealers.

"However, the statement by the Taiwan Government on their export ban on pirated records does not impress us very much. After all, the Taiwan authorities made a similar statement almost 18 months ago, following which pirated disks started appearing on the markets in Southeast Asia with greater regularity.

"As long as the manufacturer of these records continue, there does not seem to be any possibility of lessening the risks of the markets being flooded. Smuggling will continue, of that we are sure."

Orchestra leader Charlie Barnet, his wife and mother stopped over in Hong Kong during the course of a leisurely round-the-world cruise and was entertained by Mr. Tony Lopes, Hon. Secretary of the Hong Kong Jazz Club.

HOLLAND

Dealers Treated To Disk Shows

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

On September 1 the Bovema "Dealer Dag" was presented. The Record Company had pitched an enormous tent in Heemstede (not at the seaside as first was announced), and Managing Director Gerry Oord Jr. announced the firm's plans for the new season. Among them there are the interesting "Music Minus One Series." Famous pianist Jean Antonietti played parts from Schubert's quintet "The Trout" and Beethoven's Third Piano Concerto accompanied by MMO records.

The Gramophonehouse Classics series has been enlarged to 50 releases. Until October 15 everybody who buys one of these records can get a special 10-inch record for 28 cents. This record contains excerpts from famous concertos or symphonic works and advises record buyers.

The annual event of L.C. Phonogram also was a great success. The Kathleen Ferrier series on 10 EP's was introduced. Mr. v. d. Meer, managing director, revealed that total record sales in Holland in the 1960-1961 season amounted to about \$13,000,000. This compares with a mere \$60,000 in 1945. The success of Dutch talent, working in the Phonogram studios, became very obvious last season. For instance: Ria Valk, Johnny Hoes, The Blue Diamonds, Mary Bey, Schriebl and Hupperts, Willy Alberti, Corry Brokken and the Mastreechter Staar Choir were riding the Dutch charts with interest still increasing. About 700 record dealers visited the event at the Gooiland Theater.

CZECHOSLOVAKIA

Edmond Hall a Czech Hit

By MILOS KACHNIC
Kremnica, Czechoslovakia
Jazz fans in Czechoslovakia are expected to jam the local record stores for a new EP being released here shortly featuring Edmond Hall, veteran American clarinetist. This popularity is due in good part to Hall's visit here last summer, when he played tirelessly in his tour of this country. Even though he's from an earlier jazz generation, and Czech jazz fans lean toward more modern material,

Hall made such a strong impression that he ranked high in the popularity polls of artists published in various magazines after his tour last year.

Now Supraphon, the State-owned Czech label, is beginning to release some of the material Hall recorded for them. The first EP (No. 0121) contains four traditional stylings: "Weary Blues," "Sweet Georgia Brown," "On the Desert" and Hall's own composition, "Swingin'."

FRANCE

'Brigitte Bardot' Sweeping France

By EDDIE ADAMIS
92 qual du Marechal Joffre
Courbevoile (Seine)

Although some new records have just been issued, France is still in the quiet period that usually follows every year's summer holidays. Yet, Brazil's No. 1 disk, "Brigitte Bardot," released in France through Barclay Records, reached top position within a few weeks after release, thanks to a big promotional campaign. Barclay and Vogue labels have gone all out on plugs for their respective versions by Jorge Veiga and Roberto Seto, which have literally invaded the Cote d'Azur.

Visitors Here
Sid Siegel, president of Seeco Records, will soon be here for business talks.

Disk Sales
H.M.V. reports very promising sales on Camillo's "Sag Warum" and Rolf Bauer's "Liebele," issued here from Electrola. This is the first time that German language songs are getting relative action in France.

New Releases
A potential hit seems to be "Por tu amor" issued on V.S.M. from Musart. . . . Strongly welcomed by juke box operators is the first EP recorded by the Modern Orientals (Pathe), a clever medley of genuine Arabic melodies and South American rhythms. U.S. Capitol and U.K. Parlophone releases are already planned. . . . Jackie Gleason's "Lazy Lively Love" (from Capitol) and Ray Ellis' "I'm in the Mood to Swing" (from MGM) are the latest LP's released by the EMI group.

SPAIN

Hispavox Debuts Low-Cost Single

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

A revolutionary price of 25 pesetas (little more than 40 cents) will be the cost of singles issued by the Hispavox label on its new plastic disks, to be launched shortly. BMW learned this week that Hispavox is willing to release the best of its own local material on the new plastic platters, as well as top releases from international affiliated companies. The latter include ABC - Paramount, MGM, UA, Chancellor, Le Chant du Monde, Ducretet Thomson, Everest, Festival, Heliodor, Gema, Mardi Gras, Vega and Vogue.

The Velvet catalog from Cuba and Venezuela has just made its debut in Spain on a new label called Cubalegre, pressed by RCA. Gilberto Gonzalez Arenas, co-owner of Velvet in association with Jose Pages, took over the manager's job for Spain with the label. First releases are renditions by Luis Bravo, Hector Cabrera, Berta Dupuy, Nico Membiela, Mario Suarez, and Mr. Gonzalez told us that he is also planning to launch very soon the Kubaney repertoire, which is popular in the Caribbean area. Mr. Gonzalez is assisted by his son.

Bernard Ness, RCA's new topper in Spain, will promote its material with a big advertising campaign using several media untouched by competitors as yet.

"My Home Town" has completed 12 months among the top tunes of Spain. The unprecedented record shows no public resentment because of the third cancellation of Paul Anka's visit to this country. "Brigitte Bardot" by Jorge Veiga (Barclay) seems likely to jump to
(Continued on page 79)

AUSTRALIA

Station to Begin Gold Mike Awards

By GEORGE HILDER
19 Todman Ave., Sydney

An annual "Golden Microphone" award will be presented to the artist making the best Australian recording of a popular song. The award will be made by radio Station 61X-WB-MD-BY in Perth, Western Australia. Winning artist will receive a 61X Golden Microphone trophy, plus a £50 cash prize, according to station Manager Bryn Samuel. Station hopes to fly the winner to Perth, where the award will be made at a special function on October 2.

For two months before the award's presentation, 61X will focus attention on recordings by Australians, and all disks nominated will receive special promotion through extensive airplay and a number of contests.

Award stems from the success 61X has had recently in promoting Australian artists and the general rise of listener acceptance of local disks during the past year. Award's announcement created much interest in the recording industry throughout Australia.

Disk Shorts
Norman Burns, manager of Pye Records, has announced that Frank Sinatra's Reprise label will be released in Australia by Pye early in 1962.

Lonnie Donegan has scored a bull's-eye with a sensational new dishing of "Michael." This has just been issued in Europe, and already sales are over 50,000 in the first three days. Pye is releasing this disk, also James Darren's latest waxing, "Gidget Goes Hawaiian."

Leonard Sorkin, leader of the Fine Arts Quartet, visited Festival

Records in Sydney during his tour of Australian capital cities, and was shown through the plant by Festival's Executive Director Fredrick C. Marks.

The quartet has received rave reviews in all States, and Festival is now experiencing a big upsurge in sales; in fact, is having six masters especially flown over from the United States to satisfy the demand for more material created by the huge success of the quartet, which records on the Concert-Disc label.

Music Publishers
Castle Music's Joe Halford is very pleased with the new Patsy Ann Noble record on HMV, which could easily become a double-sided hit. One title was written by rock singer Lucky Starr, "A Guy Who Can Mend a Broken Heart," while the flip side comes from the pen of Johnny Devlin, "Good Looking Boy."

Jack Argent of Leeds Music stated that the local tune recorded by Judy Stone will be handled by their affiliated company, Pincus-Gil Music. The song, "You're Driving Me Mad," could make the charts nationwide. Others from Leeds include "I Still Love You All" by Kenny Ball on Pye; "Big Cold Wind" sung by Pat Boone from Dot on London; and "In Time" sung by Steve Lawrence on UA.

Trinity Music (Australia) is going all out on the Bobby Darin instrumental theme from "Come September," which has just entered the charts. . . . Festival Records is very pleased with sales from the Everest label. To be released on September 28 is the Everest album, "Gold on Silk," a stereo performance by a large ork conducted by Ray Wright.

NOW ON STAX
THE FABULOUS
Mar-Keys

with their smash follow-up to
"LAST NIGHT"

THE
MORNING
AFTER

b/w
DIANA
STAX 112

Distributed by
ATLANTIC
RECORDS

ALBUM PROGRAMMING & BUYING GUIDE

TOP LP'S BY CATEGORY

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

VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Male Vocalists	
All the Way (Cap)	(41) 56
Paul Anka Sings His Big 15 (ABC)	29
Belafante at Carnegie Hall (RCA)	(48) 46
Belafante Returns to Carnegie Hall (RCA)	137
Brook Benton Golden Hits (Mer)	101
Bobby's Biggest Hits (Cameo)	133
● COME SWING WITH ME (CAP)	(8) 15
Bobby Darin Story (Atco)	28
Dedicated to You (ABC)	89
Heavenly (Col)	92
Buddy Holly Story (Cor)	94
Johnny Horton's Greatest Hits (Col)	69
Hymns (Cap)	107
I'll Buy You a Star (Col)	102
Johnny's Greatest Hits (Col)	48
Johnny's Moods (Col)	124
● JUMP UP CALYPSO (RCA)	(32) 16
● LOVE SWINGS (ATCO)	150
Moody River (Dot)	36
Nice 'N' Easy (Cap)	103
● PORTRAIT OF JOHNNY (COL)	(24) 10
● PORTRAIT OF MY LOVE (UA)	76
Rick Is 21 (Imp)	18
Ring-A-Ding Ding (Rep)	(31) 23
● SINATRA SWINGS (REP)	(7) 8
● SOMETHING FOR EVERYBODY (RCA)	(14) 5
Twist (Park)	134

Female Vocalists

● ALL THE WAY (DEC)	25
● AT LAST (ARGO)	77
● BASIN STREET EAST PROUDLY PRESENTS MISS PEGGY LEE (CAP)	91
Connie Francis at the Copa (MGM)	90
● CONNIE FRANCIS SINGS JEWISH FAVORITES (MGM)	146
Connie's Greatest Hits (MGM)	112
Emotions (Dec)	38
● I'M GLAD THERE IS YOU (EVEREST)	147
● JUDY AT CARNEGIE HALL (CAP)	(1) 1
Brenda Lee (Dec)	142
More Greatest Hits (MGM)	47
Roaring 20's (WB)	81
This Is Brenda (Dec)	116
● TIMI YURO (LIB)	136

Duos and Groups

Another Smash (Dol)	79
Best Music On/Off Campus (Col)	127
Encore of Golden Hits (Mer)	40
● FOUR PREPS ON CAMPUS, THE (CAP)	(28) 31
From The Hungry i (Cap)	63
Goin' Places (Cap)	(18) 6
Hawaii (CA)	145
Here We Go Again (Cap)	88
Kingston Trio (Cap)	61
Kingston Trio at Large (Cap)	98
● LIMELITERS (ELEKTRA)	86
Make Way (Cap)	39
String Along (Cap)	99
Tonight In Person (RCA)	(33) 20
● VENTURES, THE (DOL)	149

Choruses

Happy Times Sing Along With Mitch (Col)	(43) 62
Memories Sing Along With Mitch (Col)	75
More Sing Along With Mitch (Col)	114
Saturday Night Sing Along With Mitch (Col)	100
Sentimental Sing Along With Mitch (Col)	84
Sing Along With Mitch (Col)	(30) 26
Still More Sing Along With Mitch (Col)	97
TV Sing Along With Mitch (Col)	(16) 22
● YOUR REQUEST SING ALONG WITH MITCH (COL)	140

Mixed Voices

Oldies But Goodies (OS)	74
● OLDIES BUT GOODIES, VOL. III (OS)	21

COMEDY LP's

● AIN'T THAT WEIRD? (RCA)	120
Button-Down Mind of Bob Newhart (WB)	27
Button-Down Mind Strikes Back (WB)	55
Stan Freberg Presents the U. S. A. (Cap)	80
Here's Jonathan (Ver)	43
In Living Black and White (Colpix)	70
Inside Shelly Berman (Ver)	93
Jose Jimenez at the Hungry i (Kapp)	12
Kick Thy Own Self (RCA)	138
Knockers Up (Jubilee)	17
Moms Mabely at the U. N. (Chess)	41
● MANNA OVERBOARD (DEC)	45
Sinsational (Jub)	35

INSTRUMENTAL LP's

Title (Label) (Stereo) Mono Top LP Rank

Mood and Dance	
Calcutta (Dot)	(12) 33
● EBB TIDE AND OTHER INSTRUMENTAL FAVORITES (DEC)	(29) 67
Italia Mia (Lon)	(22) 44
Memories Are Made of This (Col)	(45) 65
Mr. Lucky Goes Latin (RCA)	113
● NEW PIANO IN TOWN (RCA)	148
Orange Blossom Special and Wheels (Dot)	(37) 73
● PIANO FORTE (RCA)	(38) 121
Sav It With Music (Col)	141
● SOMEBODY LOVES ME (COL)	(25) 106
Songs to Remember (Lon)	110
Stars for a Summer Night (Col)	(5) 13
Temptation (Kapp)	129
Till (Kapp)	139
Wanderland By Night (Dec)	144
● YELLOW BIRD (LIFE)	(11) 42
● YELLOW BIRD (DOT)	(2) 3
● YELLOW BIRD (KAPP)	(49) 123

Jazz

● RAY CHARLES AND BETTY CARTER (ABC)	60
Dreamstreet (ABC)	59
Exodus to Jazz (VJ)	(10) 9
● PETE FOUNTAIN'S FRENCH QUARTER NEW ORLEANS (CORAL)	130
Pete Fountain's New Orleans (Cor)	71
● GENIUS AFTER HOURS (ATL)	49
Genius Hits the Road (ABC)	131
Genius of Ray Charles (Atl)	119
Genius Plus Soul Equals Jazz (Imp)	(27) 30
● AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)	(21) 58
● TIME OUT (COL)	(36) 57
● WHAT'D I SAY (ATL)	108

Teen Beat

● DANCE TILL A QUARTER TO THREE (LEGRAND)	7
Girls, Girls, Girls (Jamie)	115
● ON THE REBOUND (DOL)	109
● SPANISH HARLEM (ATCO)	117
Walk, Don't Run (Dol)	105

Percussion and Sound

● DYNAMICA (RCA)	(47) —
Persuasive Percussion, Vol. I (Com)	(6)
Provocative Percussion, Vol. I (Com)	(26)
Quiet Village (Lib)	122
SHOW MUSIC —	

SHOW MUSIC

Original Cast	
Bye Bye Birdie (Col)	95
Camelot (Col)	(3) 4
Carnival (MGM)	(19) 34
● DONNYBROOK (KAPP)	64
Fiorello (Cap)	118
Flower Drum Song (Col)	83
Gypsy (Col)	96
Music Man (Cap)	(50) 132
My Fair Lady	(17) 54
The Sound of Music (Col)	(9) 14
South Pacific (Col)	82
Unsinkable Molly Brown (Cap)	(39) 66
West Side Story (Col)	(34) 32
Wildcat (RCA)	(40) 53

Sound Track

The Alamo (Col)	128
Ben-Hur (MGM)	72
Exodus (RCA)	(15) 24
G. I. Blues (RCA)	(35) 19
Gigi (MGM)	111
Gone With the Wind (Cam)	125
King and I (Cap)	87
Never on Sunday (UA)	(4) 2
Oklahoma! (Cap)	143
South Pacific (RCA)	(23) 52

Music From Musicals, Films, and TV

Film Encores (Lon)	104
● GONE WITH THE WIND (WB)	(46) 68
Great Motion Picture Themes (UA)	(13) 11
Mr. Lucky (RCA)	135
Music From Exodus and Other Great Themes (Lon)	(20) 37
● THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS (LON)	(42) 78

CLASSICAL & SEMI-CLASSICAL LP's

● RODGERS: VICTORY AT SEA, VOL. III (RCA)	(44) 126
Sixty Years of Music America Loves Best, Vol. II (RCA)	85
● SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (CLASSICAL) (RCA)	50
● SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (POPULAR) (RCA)	51
INSTRUMENTAL LP'S —	

Reviews of New Albums

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

SONGS, THEMES AND LAUGHS FROM THE ANDY GRIFFITH SHOW

Capitol ST 1611 (Stereo & Monaural)—The Andy Griffith Show moves from TV to records on this relaxed set by the star himself singing and narrating some very amusing material. One of the spoken highlights is a hilarious, folksy interpretation of the Jack the Giant Killer fable by the star. The show theme is treated both instrumentally and as a vocal by Griffith. He also sings some folk-oriented tunes like "Cindy," "Flop Eared Mule," and "New River Train." Besides the Griffith vocals there is a variety and humor in the music from the show which was composed, and is conducted by Earle Hagen.

THE KINGSTON TRIO CLOSE UP

Capitol ST 1642 (Stereo & Monaural)—Here's the debut album of the "new" Kingston Trio, including John Stewart, formerly of the Cumberland Three, working as a replacement for Dave Guard. Stewart, Nick Reynolds and Bob Shane all share in the solos and the group also turns in some fine ensemble numbers. Selections include "Don't You Weep Mary," "Jessee James" and "Wherever We Go." Package should get plenty of action.

Jazz

SUMMIT MEETING

Various Artists. Vee Jay LP 3026—A lot for the money here. Disk is comprised of eight tracks from various of the label's successful jazz albums. Personnel includes such jazz men as Cannonball Adderley, Gene Ammons, Philly Joe Jones and many others in such sides as "Exodus," "Bye Bye Blackbird," "Sleepy" etc. Maybe a pick.

DOIN' THE THING

The Horace Silver Quintet at the Village Gate. Blue Note 4076—The fine Horace Silver organization comes through again on this LP recorded during actual performances at the Village Gate night club in New York City. The group itself does a blistering job in tight ensemble and in respective solo stints with Horace's fine piano and exciting, driving force whether in accompaniment or in the solo spotlight. The album is made up of five tracks, all of them filled with Silver's unique humor and all of them original compositions by the leader pianist.

Children

MUSIC: HOW IT'S MADE AND PLAYED

Camarata. Disneyland ST 3914—This handsomely packaged double-fold album features a colorful booklet of Disney drawings depicting the characters spotlighted on the LP. The contents are both entertaining and educational. Based on the Disney shorts "Melody" and "Toot, Whistle Plunk and Boom," the package is a child's primer on "An Introduction to Medley" and the "Instruments of the Orchestra." Solid kiddie item.

Classical

R. STRAUSS: EIN HELDENLEBEN






The Royal Philharmonic Orchestra (Beecham). Capitol SG 7250 (Stereo)—Issued as a memorial edition dedicated to the late Sir Thomas Beecham, this was one of the final works recorded under that great conductor's baton. It represents one of his finest efforts. There should be a strong public response to this issue since the work is a classical staple and is beautifully performed here. The competition is relatively light as well, with only one other stereo version.

SPECIAL MERIT ALBUMS

Classical

THE GOLDEN AGE OF ENGLISH LUTE MUSIC

Julian Bream. RCA Victor LD 2560—A very impressive collection of lute music performed in a most satisfactory fashion by Julian Bream, master of the instrument. The album comes with a booklet of detailed liner notes outlining the history of the musical instrument, and full color photos and black and white drawings. A splendid item for collectors of unusual music. Prime fare for class stores. (Continued on page 76)

GREAT NEW HIT BY  JOHN D.
LOUDERMILK WITH MUSIC BY
 JOHN D. LOUDERMILK...
LYRICS BY  JOHN D LOUDER-
MILK...AND SMASH DELIVERY
BY  JOHN D. LOUDERMILK.
'LANGUAGE OF LOVE' ^{c/w} 'DARLING
JANE' #7938. PUT THEM ALL
TOGETHER, THEY SPELL THE
NEXT BIG ONE ON THE CHARTS
BY  JOHN D. LOUDERMILK!

 **RCA VICTOR** 
RADIO CORPORATION OF AMERICA
The most trusted name in sound

STAR PERFORMERS—Selections registering greatest upward progress this week.

[S] Indicates that 45 r.p.m. stereo single version is available.

[△] Indicates that 33 1/3 r.p.m. mono single version is available.

[△] Indicates that 33 1/3 r.p.m. stereo single version is available.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 33 songs.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 34-64.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 65-100.

HOT 100—A TO Z—(Publisher-Licensee)

Large alphabetical index table listing song titles, artists, and publisher/licensee information.

BUBBLING UNDER THE HOT 100

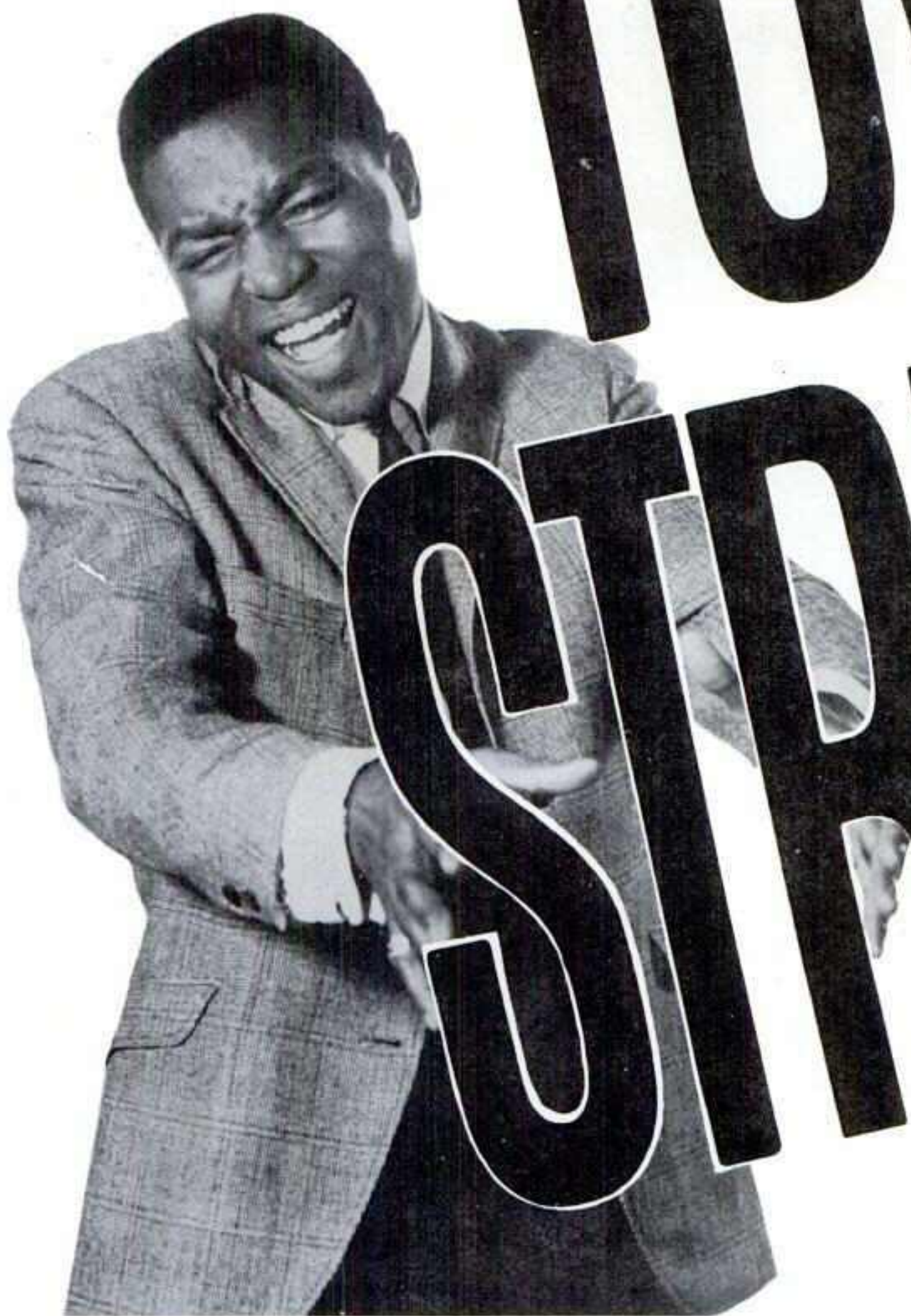
Table listing songs that are bubbling under the Hot 100, including titles, artists, and labels.

**ANOTHER
"100 lbs. OF" HIT!**

**GENE
MCDANIELS**

55371

**"TOWER OF
STRENGTH"**



FIRST IN THE FOREGROUND OF SOUND

BILLBOARD MUSIC WEEK TOP LP's

FOR WEEK ENDING SEPTEMBER 24

150 Best Selling

MONAURAL LP's

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

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	8
2	2	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	35
3	4	YELLOW BIRD Lawrence Welk, Dot DLP 3309	6
4	5	CAMELOT Original Cast, Columbia KOL 5620	35
5	6	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	11
6	3	GOIN' PLACES Kingston Trio, Capitol T 1364	12
7	7	DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001	7
8	8	SINATRA SWINGS Frank Sinatra, Reprise R 1002	6
9	10	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	17
10	13	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	4
11	11	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	34
12	15	JOSE JIMENEZ AT THE HUNGRY I Bill Dana, Kapp KL 3238	10
13	9	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	16
14	18	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	92
15	12	COME SWING WITH ME Frank Sinatra, Capitol W 1594	6
16	22	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	4
17	17	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	46
18	14	RICK IS 21 Rick Nelson, Imperial LP 9152	17
19	16	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	47
20	24	TONIGHT IN PERSON Limelites, RCA Victor LPM 2272	30
21	28	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	6
22	19	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	16
23	21	RING-A-DING DING Frank Sinatra, Reprise R 1001	21
24	20	EXODUS Sound Track, RCA Victor LOC 1058	36
25	30	ALL THE WAY Brenda Lee, Decca DL 4176	4
26	23	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	166
27	34	BUTTON-DOWN MIND OF BOB NEWHART Werner Bros. W 1379	71
28	25	BOBBY DARIN STORY Atco 131	18
29	31	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	64
30	33	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	26
31	29	THE FOUR PREPS ON CAMPUS Capitol T 1566	5
32	38	WEST SIDE STORY Original Cast, Columbia OL 5230	50
33	26	CALCUTTA Lawrence Welk, Dot DLP 3359	34
34	32	CARNIVAL Original Cast, MGM E 3946	17
35	37	SINSATIONAL Rusty Warren, Jubilee JGM 2034	18
36	42	MOODY RIVER Pat Boone, Dot DLP 3384	10
37	43	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	40
38	35	EMOTIONS Brenda Lee, Decca DL 4104	20
39	39	MAKE WAY Kingston Trio, Capitol T 1474	30
40	44	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	80
41	48	MOM'S MABLEY AT THE UN Chess 1452	21
42	40	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	9
43	49	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	17
44	41	ITALIA MIA Mantovani, London LL 3239	17
45	27	MANNA OVERBOARD Charlie Manna, Decca DL 4139	9
46	36	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	98
47	50	MORE GREATEST HITS Connie Francis, MGM E 3942	12
48	69	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	177
49	54	GENIUS AFTER HOURS Ray Charles, Atlantic 1369	4
50	47	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	45
51	101	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	55	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	182
53	59	WILDCAT Original Cast, RCA Victor LOC 1040	35
54	61	MY FAIR LADY Original Cast, Columbia OL 5090	285
55	102	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Red Seal—Classical), Various Artists, RCA Victor LM 2574	3
56	45	ALL THE WAY Frank Sinatra, Capitol W 1538	23
57	51	TIME OUT Dave Brubeck, Columbia CL 1397	38
58	53	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366	19
59	75	DREAMSTREET Ereoff Garner, ABC-Paramount ABC 345	13
60	58	RAY CHARLES AND BETTY CARTER ABC-Paramount ABC 385	3
61	62	KINGSTON TRIO Capitol T 996	148
62	66	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	28
63	52	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	136
64	63	DONNYBROOK Original Cast, Kapp KDL 8500	8
65	99	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	32
66	70	UN-SINKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	39
67	113	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4145	5
68	91	GONE WITH THE WIND London Sinfonia (Mathieson), Warner Bros. W 1322	17
69	56	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	30
70	57	IN LIVING BLACK AND WHITE Dick Gregory, Colpix CP 417	16
71	60	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	36
72	105	BEN-HUR Sound Track, MGM 1E1	73
73	46	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	21
74	64	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	103
75	67	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	45
76	76	PORTRAIT OF MY LOVE Steve Lawrence, United Artists UAL 3150	6
77	68	AT LAST Etta James, Argo 4003	5
78	74	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London LL 3250	6
79	84	ANOTHER SMASH Ventures, Dolton B 2006	13
80	94	STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	12
81	89	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	19
82	65	SOUTH PACIFIC Original Cast, Columbia OL 4180	380
83	77	FLOWER DRUM SONG Original Cast, Columbia OL 5350	116
84	86	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	63
85	119	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	47
86	100	LIMELITERS Elektra EKL 180	3
87	72	KING AND I Sound Track, Capitol W 740	246
88	79	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	92
89	80	DEDICATED TO YOU Ray Charles, ABC-Paramount ABC 355	29
90	131	CONNIE FRANCIS AT THE COPA MGM E 3913	18
91	149	BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capitol T 1570	2
92	85	HEAVENLY Johnny Mathis, Columbia CL 1351	105
93	87	INSIDE SHELLEY BERMAN Verve MG 15003	126
94	95	BUDDY HOLLY STORY Coral CRL 57326	37
95	109	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	47
96	110	GYPSY Original Cast, Columbia OL 5420	94
97	71	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	109
98	78	KINGSTON TRIO AT LARGE Capitol T 1199	116
99	81	STRING ALONG Kingston Trio, Capitol T 1407	58
100	73	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	57
101	82	BROOK BENTON GOLDEN HITS Mercury MG 20607	16

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	88	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	19
103	90	NICE 'N EASY Frank Sinatra, Capitol W 1417	57
104	98	FILM ENCORES, VOL. I Mantovani, London LL 1700	165
105	129	WALK, DON'T RUN Ventures, Dolton B 2003	36
106	142	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	2
107	83	HYMNS Tennessee Ernie Ford, Capitol T 736	209
108	108	WHAT'D I SAY Ray Charles, Atlantic 8029	4
109	104	ON THE REBOUND Floyd Cramer, RCA Victor LPM 2359	6
110	106	SONGS TO REMEMBER Mantovani, London LL 3149	53
111	107	GIGI Sound Track, MGM E 3641	168
112	93	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	59
113	132	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	16
114	111	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	135
115	97	GIRLS, GIRLS, GIRLS Duane Eddy, Jamie 3019	10
116	103	THIS IS BRENDA Brenda Lee, Decca DL 4082	41
117	115	SPANISH HARLEM Burr E. King, Atco 133	7
118	130	FIORIELLO Original Cast, Capitol WAO 1321	59
119	137	GENIUS OF RAY CHARLES Atlantic 1312	60
120	—	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	1
121	141	PIANO FORTE Peter Nero, RCA Victor LPM 2334	11
122	148	QUIET VILLAGE Martin Denny, Liberty LRP 3122	45
123	143	YELLOW BIRD Roger Williams, Kapp KL 1244	2
124	92	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	39
125	96	GONE WITH THE WIND Sound Track, Camden CAL 625	12
126	144	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523	2
127	136	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	32
128	123	THE ALAMO Sound Track, Columbia CL 1558	41
129	125	TEMPTATION Roger Williams, Kapp KL 1217	37
130	147	PETE FOUNTAIN'S FRENCH QUARTER NEW ORLEANS Coral CRL 57359	2
131	118	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	50
132	121	MUSIC MAN Original Cast, Capitol WAO 990	186
133	122	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	30
134	124	TWIST Chubby Checker, Parkway P 7001	46
135	114	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	68
136	—	TIMI YURO Liberty LRP 3208	1
137	134	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	38
138	126	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LPM 2239	56
139	138	TILL Roger Williams, Kapp KL 1001	30
140	—	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	1
141	140	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	49
142	112	BRENDA LEE Decca DL 4039	57
143	120	OKLAHOMA! Sound Track, Capitol WAO 595	255
144	133	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	38
145	139	HAWAII Santo & Johnny, Canadian American CALP 1004	13
146	—	CONNIE FRANCIS SINGS JEWISH FAVORITES MGM E 3869	4
147	—	I'M GLAD THERE IS YOU Gloria Lynne, Everest BR 5126	1
148	—	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	1
149	—	THE VENTURES Dolton B 2004	1
150	146	LOVE SWINGS Bobby Darin, Atco 134	2

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	3	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	8
2	5	YELLOW BIRD Lawrence Welk, Dot DLP 25389	7
3	2	CAMELOT Original Cast, Columbia KOS 2031	35
4	4	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	18
5	1	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	16
6	7	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 5D	79
7	16	SINATRA SWINGS Frank Sinatra, Reprise R 9-1002	4
8	15	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	5
9	9	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	80
10	12	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	12
11	19	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life SLP 1004	9
12	6	CALCUTTA Lawrence Welk, Dot DLP 25359	34
13	10	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	35
14	18	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 2370	9
15	8	EXODUS Sound Track, RCA Victor LSO 1058	36
16	11	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	15
17	17	MY FAIR LADY Original Cast, Columbia OS 2015	117
18	13	GOIN' PLACES Kingston Trio, Capitol ST 1404	11
19	14	CARNIVAL Original Cast, MGM SE 3946	14
20	23	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	41
21	22	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LSP 2366	8
22	20	ITALIA MIA Mantovani, London PS 222	13
23	29	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	117
24	28	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	3
25	45	SOMEBODY LOVES ME Ray Conniff, Columbia CS 8442	2
26	24	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 5D	87
27	26	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS-2	17
28	27	THE FOUR PREPS ON CAMPUS Capitol ST 1566	3
29	34	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	5
30	25	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	67
31	30	RING-A-DING DING Frank Sinatra, Reprise R 9-1001	17
32	32	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	3
33	48	TONIGHT IN PERSON Limelites, RCA Victor LSP 2272	29
34	46	WEST SIDE STORY Original Cast, Columbia CS 2001	13
35	31	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	42
36	38	TIME OUT Dave Brubeck, Columbia CS 8192	7
37	21	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 25366	21
38	37	PIANO FORTE Peter Nero, RCA Victor LSP 2334	8
39	41	UN-SINKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	36
40	47	WILDCAT Original Cast, RCA Victor LSO 1060	33
41	33	ALL THE WAY Frank Sinatra, Capitol SW 1538	23
42	36	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London PS 242	6
43	40	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8368	28
44	—	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523	1
45	39	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	29
46	—	GONE WITH THE WIND London Sinfonia Orch. (Mathieson), Warner Bros. WS 1322	3
47	43	DYNAMICA Ray Martin Orch., RCA Victor LSA 2287	6
48	35	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	95
49	50	YELLOW BIRD Roger Williams, Kapp KS 2244	2
50	42	MUSIC MAN Original Cast, Capitol SWAO 990	88

SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

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

NEW YORK

- RUNAROUND SUE
Dion, Laurie
- FEEL IT
Sam Cooke, RCA Victor

LOS ANGELES

- MEMORIES OF THOSE OLDIES BUT GOODIES
Little Caesar and the Romans, Del-Fi

BOSTON

- A VERY TRUE STORY
Chris Kenner, Instant

SAN FRANCISCO

- GINHOUSE BLUES
Nina Simone, Colpix

CLEVELAND

- HANG ON/YOUR LAST GOODBYE
Floyd Cramer, RCA Victor

PITTSBURGH

- I REALLY LOVE YOU
Stereo, Cub
- MEMORIES OF THOSE OLDIES BUT GOODIES
Little Caesar and the Romans, Del-Fi

MILWAUKEE

- RIDERS IN THE SKY
Lawrence Welk, Dot
- BERLIN MELODY
Billy Vaughn, Dot
- GIRL IN MY DREAMS
Capris, Old Town

NEW ORLEANS

- LATE DATE
Parkays, ABC-Paramount

MINNEAPOLIS-ST. PAUL

- COZY INN
Leon McAuliff, Cimarron

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

- HIT THE ROAD JACK, RAY CHARLES... (Tangerine, BMI) ABC-Paramount 10244
- BRISTOL STOMP, DOVELLS... (Kalmann, ASCAP) Parkway 827
- LET'S GET TOGETHER, HAYLEY MILLS... (Wonderland, BMI) Vista 385
- THE WAY YOU LOOK TONIGHT, LETTERMEN... (Harms, ASCAP) Capitol 4586
- TAKE FIVE, DAVE BRUBECK... (Derry, BMI) Columbia 41479

COUNTRY & WESTERN

- *SIGNED, SEALED AND DELIVERED, COWBOY COPAS... (Lois, BMI) Starday 559
- YOU'RE THE REASON, BOBBY EDWARDS... (American, BMI) Crest 1075

RHYTHM & BLUES

- *ONE-TRACK MIND, BOBBY LEWIS... (Lescay, BMI) Beltona 1012
- *FRANKIE AND JOHNNY, BROOK BENTON... (Ben-Day, BMI) Mercury 71859
- YA YA, LEE DORSEY... (Fast-Barich, BMI) Fury 1053
- LOOK IN MY EYES, CHANTELS... (Atlantic, BMI) Carlton 555

• Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

Pop

BRENDA LEE



FOOL #1 (Sure Fire, BMI) (2:22)—ANYBODY BUT ME (Champion, BMI) (2:22)—The best selling artist has another two-sided smash in this disk. "Fool #1" is a fine country-oriented weeper with rich ork and chorus backing. Flip is a bluesy item with an easy, swingy treatment by the thrush. Both sides are strong. **Decca 31309**

CHUBBY CHECKER



THE FLY (Woodcrest-Mured, BMI) (2:27)—THAT'S THE WAY IT GOES (Low-Palman, ASCAP) (2:28)—Checker is at his showmanly best on both sides of this solid platter. "The Fly" is a wild blues, with a sock swinging dance beat. "That's the Way It Goes" is another standout rocker with an effective church-blues flavor. **Parkway 830**

RAL DONNER



PLEASE DON'T GO (Alan K, BMI) (2:13)—Donner is hot right now in the singles field, and this could be another big one for him. The powerful ballad is sung with charm and authority. Flip is "I Didn't Figure on Him" (Alan K, BMI) (2:00). **Gone 5114**

DAMITA JO



DANCE WITH A DOLLY (Shapiro-Bernstein, ASCAP) (2:35)—Here's a side from the canary's recent album which has garnered plenty of air play. The gal sings the oldie with sales savvy and personality in a rocking framework. Flip is "You're Nobody 'Till Somebody Loves You" (Southern, ASCAP) (2:55). **Mercury 71821**

THE VIBRATIONS



WHAT MADE YOUR CHANGE YOUR MIND (Arc, BMI) (2:25)—LET'S PONY AGAIN (Arc, BMI) (2:00)—Two sock readings by the Vibrations of a pair of driving rockers aimed straight at the teen trade. Top side is a bright one sold with much flair and the flip is another in the now familiar "Pony" dance series. **Checker 990**

EARL KING



MAMA AND PAPA (Travis, BMI) (2:15)—This is good, solid down-home blues wax that shows off the sincerity and understanding of King on a warm vocal stint. Disk has good backing that could help it sell in both pop and r.&b. markets. Flip is "You Better Know" (Travis, BMI) (2:03). **Imperial 5774**

PANCHO VILLA



AS IS (Jason, BMI) (1:58)—Here's a zingy instrumental that could pull in a lot of juke loot and help the teens with their dance lessons. It features some wild piano work, plus swinging horns as well. Flip is another blues, "Bobby's Guitar" (Jason, BMI) (2:03). **Arliss 1010**

THE KEYNOTES



DON'T TELL WILLIAM (Pacemaker, BMI) (2:06)—Here is a delightful and updated rocking version of the melodic sections of the "William Tell Overture" that should get a lot of air play, juke play and teen action. It has a beat. Flip is "Parking Field 4" (Erwin-Howard, ASCAP) (2:00). **Chelsea 1002**

Jazz

RAMSEY LEWIS TRIO



NEVER ON SUNDAY (Esteem-Sidmore, BMI) (2:09)—THE RIPPER (Newroad, BMI) (1:57)—If the fine and popular picture tune can make it yet again, this stylish hunk of piano wax done against a smart Latin rhythm could be the one. Jocks are certain to like it and it can sell. Flip swings equally well and also merits spins. **Argo 5398**

Country

WYNN STEWART



BIG BIG LOVE (4 STAR, BMI) (2:23)—ONE MORE MEMORY (4 Star, BMI) (2:10)—The chanter has another fine coupling. Top side is a fetching rhythm tune, much in the Cajun groove, while the flip is a strong piece of traditional material, equally well handled. Both could go. Watch 'em. **Challenge 737**

(Continued on page 72)

Everything's
Coming
Up
HITS!

"I'M
THANKFUL"
STEVE
ALAIMO
checker 989

"LET'S
PONY
AGAIN"
The VIBRATIONS
checker 990

"GO, GO, GO"
b/w
"COME ON"
CHUCK
BERRY
chess 1799

"NEVER ON
SUNDAY"
RAMSEY LEWIS
TRIO
argo 5398

"BREEZE AND I"
b/w
"WE KISS IN A
SHADOW"
AHMAD JAMAL
argo 5397

CHESS
PRODUCING
CORP.

2120 S. Michigan, Chicago 5

The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 71

Rhythm & Blues

JOHN LEE HOOKER

WANT AD BLUES (Conrad, BMI) (2:16)—TAKE ME AS I AM (Conrad, BMI) (3:02)—Two strong, flavorful efforts by the great, earthy chanter. On top is a mighty interesting blues story done with class. This one is a bit more on the pop-styled groove, with the flip equally strong in the more primitive, Deep South style. **See Jay 397**

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

CALVIN JACKSON

★★★★ MOON RIVER (Famous, ASCAP) (2:43)

★★★★ HOW HIGH THE MOON (Chappell, ASCAP) (2:52) Reprise 20002

HOLLYRIDGE STRINGS AND CHORUS

★★★★ MOON RIVER (Chappell, ASCAP) Capitol 4631

Pop Talent

LOU RAWLS

★★★★ THAT LUCKY OLD SUN (Robbins, ASCAP) (2:07)

★★★★ IN MY HEART (Kegs, BMI) (2:23) Capitol 4622

★★★★ STRONG SALES POTENTIAL

POPULAR

PETE KOGIS AND THE COUNTS

★★★★ Linda — VIBRA 222 — A sharp rocker is sung with strength by the boy. Tune moves along in a quick groove with excellent combo support. It's not the standard tune. (Javelin, BMI) (2:34)

★★★★ Peace and Love—An interesting disk here from a new young singer. Side is in the slow dreamy style popular with youngsters these days and backing is provided by a large female choral group and combo. (Javelin, BMI) (2:32)

THE JOURNEMEN

★★★★ 500 Miles—CAPITOL 4625—A soft folk ballad side of a kind which has re-emerged in the last few months. The boys have a fine blend and the stringed accompaniment is first rate. (Friendship, BMI) (3:12)

★★★★ River Come Down—Another folk item that's taken at a faster tempo with bongos added to the guitar-banjo accompaniment. (Friendship, BMI) (2:45)

JOHNNY BOND

★★★★ Buck Private's Lament—REPUBLIC 2022—Funny narration by Bond has to do with Army life. Infectious country atmosphere and accompaniment add to the effectiveness of the disk. Can get plays. (Red River, BMI) (2:11)6

★★★★ Sadie Was a Lady—Honky-tonk piano and a rip-roarin' atmosphere pervade this novelty disk by Bond and an 1890's type arrangement. Side has funny spots and a contagious melody. It is originally from a Starday LP. (West, BMI) (3:35)

LAVERN BAKER

★★★★ Hey, Memphis — ATLANTIC 2119—A familiar riff melody comes to life via the shouting, swinging performance of Lavern Baker. Over sock support the lass turns in a standout reading. Watch it. (Elvis Presley, BMI) (2:15).

★★★★ Voodoo Voodoo—A down-home hunk of material provides a good framework for the vital singing style of Lavern. Like the flip, it moves. (Progressive, BMI) (2:47).

DODIE STEVENS

★★★★ You Are The Only One—DOT 16259—Very listenable vocal by the thrush on a tender ballad that shows off her warm singing style. Pretty tune should get a lot of exposure. (American, BMI) (2:27)

★★★★ Let Me Tell You 'Bout Johnny — A bouncy rhythm tune gives the gal her best rocker outing in a long time. She sells it with verve and the backing is fine too. (B. F. Wood, ASCAP) (2:17).

CLYDE McPHATTER

★★★★ Your Second Choice—MERCURY 71868—Strong, persuasive slow beat is featured here in a powerful message song. Great performance and the arrangement matches it in class. One of the chanter's better recent efforts and it could go. (Aldon, BMI) (2:38)

★★★★ Same Time, Same Place — The rocker side. McPhatter packs a lot of

SINGLES REVIEW POLICY

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

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

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

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

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

enthusiasm into the material which has ranchera touches. Chick chorus backs ably. Two solid efforts. (B. F. Wood, BMI) (2:22)

CALVIN JACKSON

★★★★ Moon River—REPRISE 20002—The lovely theme from "Breakfast at Tiffany's" is given another stylish waxing, highlighting Jackson's piano against a big string sound. This can get plays. (Famous, ASCAP) (2:43)

★★★★ How High the Moon—A soft and smart instrumental reading of the familiar standard, with strings backing Jackson's smart pianistics. Good jock wax. (Chappell, ASCAP) (2:53)

JOHNNY NASH

★★★★ Too Much Love — ABC-PARAMOUNT 10251—A bouncy rocker tune by Nash, with an organ used in the backing in a smart way. A rousing effort in the "100 Pounds of Clay" style and it could go. Watch it. (Gil, BMI) (2:30)

★★★★ Love's Young Dream—A mighty pretty ballad with Nash essaying a soulful, deeply felt performance. A fine arrangement with good femme choral backing. (Winneton, BMI) (2:27)

JOHNNY MATHIS

★★★★ Wasn't Summer Short?—COLUMBIA 42156—Romantic theme, penned by Cincinnati TV star Ruth Lyons, is sung with sincerity and plaintive effectiveness. (Cathryn, ASCAP) (2:52)

★★★★ There You Are—A poignant ballad is sung with feeling and tenderness by Mathis. Pretty side for programming. (Noma Music, BMI) (2:50)

JERRY KELLER

★★★★ Never Wake Up—CAPITOL 4630—The chanter turns in a meaningful effort on this pretty ballad, done to a smart, triplet-styled backing. Good performance has a dedicated quality. (Trinity, BMI) (2:38)

★★★★ Be Careful How You Drive Young Joey—A message for teens. The young swain is tempted into a drag race and he nearly cracks up on a rainy street. Fortunately the couple are spared but they are taught a lesson. Well-conceived side that could grab action. (Starfire, BMI) (2:41)

DONNIE BROOKS

★★★★ Up to My Ears in Tears—ERA 3059—A rocker based on the fact that too many pop hit tunes these days are based on sorrow and tragedy. Cute song idea and Brooks gives it a vigorous ride, mentioning various song titles as he goes along. (Bambo, BMI) (2:18)

★★★★ Sweet Lorraine—A bright arrangement of the oldie, with Brooks abetted by a la la-styled femme chorus. (Mills, ASCAP) (2:29)

JOHN D. LOUDERMILK

★★★★ Language of Love—RCA VICTOR 7938—The highly successful clefter turns again to chanting after a lengthy layoff. His initial Victor outing is a cute item in medium tempo about two young romancers. Nicely arranged. Worth watching. (Acuff-Rose, BMI) (1:45)

★★★★ Darling Jane — A tragedy story here about some honeymooners off Miami's shores swept up in a hurricane. Side also has potential. (Acuff-Rose, BMI) (3:20)

BOBBY COMSTOCK

★★★★ The Garden of Eden—FESTIVAL 25000—The old hit is sung with feeling by Comstock here. Backing is good and side could make it. (Republic, ASCAP) (2:31)

★★★★ Just a Piece of Paper—Feelingful reading by the lad on an effective r.&r. item with femme chorus on backing. Spinnable with teen appeal. (Medal, BMI) (2:17)

HOLLYRIDGE STRINGS & CHORUS

★★★★ Moon River—CAPITOL 4631—A listenable version of the theme material from the film "Breakfast at Tiffany's." A harmonica takes the lead with the chorus moving in behind. This could get a lot of action. (Famous, ASCAP) (2:28)

★★★★ Something Big—An interesting vocal sound is generated here by the mixed chorus, with the girls' and men's sides of the group used in answering phrases. Tune has a big sound and is from the score of "Kwamina." (Chappell, ASCAP) (2:05)

THE SHOWMEN

★★★★ Country Fool — MINIT 632—Francis vocalizing by the lead singer and group on a fast-moving rhythm-novelty with wild beat. (Minit, BMI) (1:50)

★★★★ It Will Stand—Attractive theme with infectious tempo is wrapped up in a personable reading by lead warbler. (Minit, BMI) (2:20)

CHRISTINE KITTRELL

★★★★ Mr. Big Wheel—VEE JAY 399—A showmanly thrashing stint on a rocking novelty with good lyrics and a bouncy beat. This could catch on. Watch it. (Roosevelt, BMI) (2:02)

★★★★ Sitting and Drinking—Gal sings a solid blues with moving emotional impact. Merits exposure, especially on r.&b. stations. (Babb, BMI) (2:55)

LOU RAWLS

★★★★ That Lucky Old Sun—CAPITOL 4622—Rawls turns in a spirited vocal on this familiar tune, against a colorful string and organ backing. Side has a good bit of flavor and it builds. Artist has a good sound. (Robbins, ASCAP) (2:07)

★★★★ In My Heart—A shouter in the rhythm groove. Another listenable effort that could get plays. (Kegs, BMI) (2:23)

MIMI BENZELL

★★★★ As Simple as That—RCA VICTOR 47-7937—Pretty ballad is sung sweetly by the ex-Metopera canary. Miss Benzell co-stars with Weede in the forthcoming musical "Milk and Honey," and Victor is pitching them as singles artists. Tune is from the show. (Vogue, BMI) (2:59)

ROBERT WEEDE

★★★★ Shalom—Robust rendition of the lively theme from the forthcoming musical "Milk and Honey." Both sides should pick up jockey play, particularly on "good music" stations. (Vogue, BMI) (2:28)

CHAD MITCHELL TRIO

★★★★ I'm Goin' Home—COLPIX 610—A smartly turned out instrumental based on the melody of "Shenandoah." Good arrangement with a persistent rhythm. Has a chance. (Spiral BMI) (2:15).

★★★★ Six Men—(Columbia ASCAP) (1:54)

GORDON MACRAE

★★★★ Ordinary People—CAPITOL 4626—Here's a ballad tune from Dick Adler's score for the new legit, "Kwamina." MacRae croons it pleasantly and the side merits a hearing. (Chappell ASCAP) (3:18).

★★★★ Impossible—(Dena, ASCAP) (2:19)

DEL VIKINGS

★★★★ I Hear Bells—ABC-PARAMOUNT 10248—A swingin' side in the earlier rock and roll style. The boys turn out an exuberant reading of the tune, assisted by chimes and bass voice breaks. (Rose-Hill, BMI) (2:28).

★★★★ Don't Get Slick on Me—(Atlantic, BMI) (2:23).

DAVE (BABY) CORTEZ

★★★★ Come on and Stomp—CLOCK 718575—An infectious ork treatment of the rocking theme with solid sax and organ solo work. Spinnable. (Emit, BMI) (2:42)

★★★★ Calypso Love Song—(Emit, BMI) (2:10)

GENE McDANIELS

★★★★ Tower of Strength — LIBERTY 55371—McDaniels packs a lot of power into this vocal and adds just the right touch of humor brought out by the big band backing and fine, fluid trombone. The Johnny Mann singers also accompany. Watch this one. (Famous, ASCAP) (2:14).

★★★★ The Secret—(Daywin, BMI) (2:20).

AKI ALEONG

★★★★ Trade Winds, Trade Winds — REPRISE 20021—A folksy kind of tune with strong calypso overtones. Chanter has a nice, easy sound and he gets good support from the ork and chorus. This can get spins. (Pan World, BMI) (3:00).

★★★★ Without Your Love—(4 Star, BMI) (2:34).

LINC BOUVE

★★★★ Seven Day Love Week—MGM 13038—The chanter outlines the argument for a long week in the world of love. Novel, though perhaps sensible idea. Likely to get play. (4 Star Sales, BMI) (2:10).

★★★★ Love Today And Cry Tomorrow —(Saxon, BMI) (2:10).

JAY AND THE AMERICANS

★★★★ Tonight—UNITED ARTISTS 353—The fine Leonard Bernstein tune from "West Side Story" is given an interesting cha cha rhythm reading by the group. Strong and well arranged side could easily step out. (G. Shirmer, ASCAP) (2:28).

★★★★ The Other Girls—(Trio, BMI) (2:22)

RONNIE DAWSON

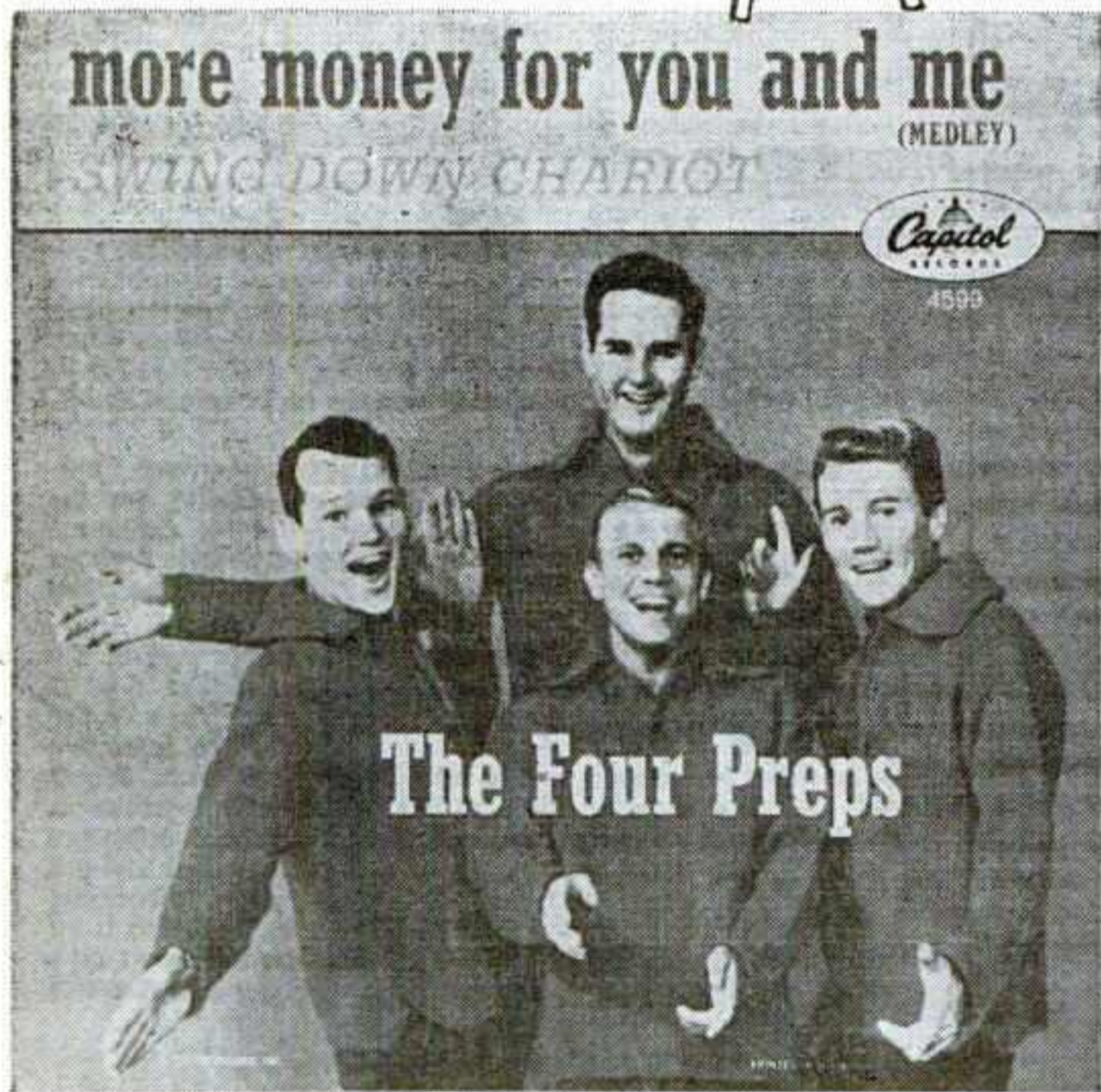
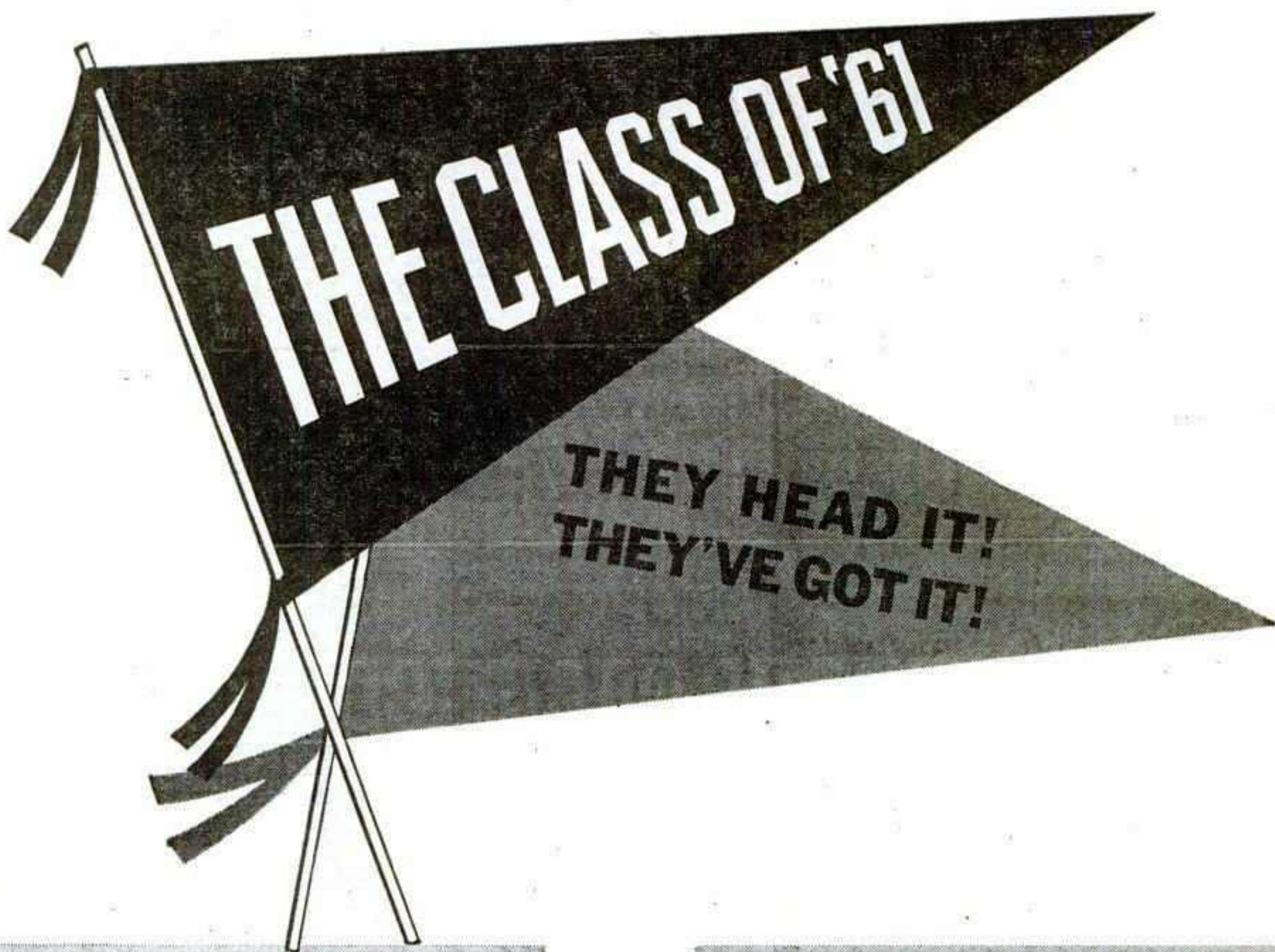
★★★★ My Big Desire—MAVERICK 101—A bright rocker job by the young chanter who piles a lot of life into his performance. He has a good sound and he's helped by a sharp arrangement and a femme chorus. (Stoddard & Song, BMI) (2:12).

★★★★ How Can We Tell Her—(Big D & Glendell, BMI) (2:12).

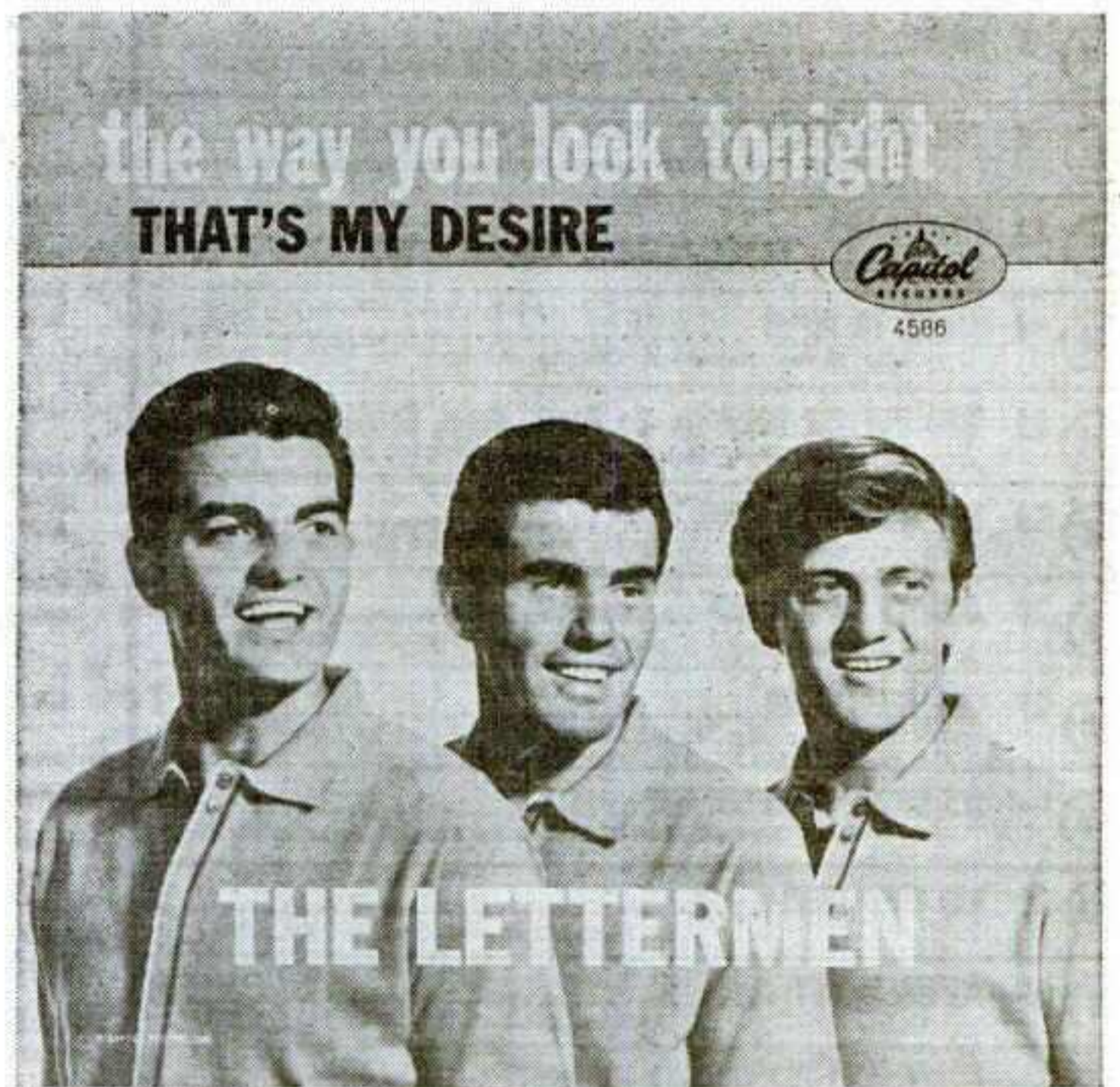
WAYNE COCHRAN

★★★★ Funny Feeling—GALLA 117—A

(Continued on page 77)



MORE MONEY FOR YOU AND ME (#4599) is No. 24 in Billboard (Sept. 11) and going up! The Preps' great album "The Four Preps on Campus," which contains this hit single, is No. 29 in Billboard (Sept. 11) and still climbing!



THE WAY YOU LOOK TONIGHT (#4586) is No. 73 in Billboard and going up fast. Both of these hit singles are currently available in sales-stimulating four-color consumer sleeves. Better contact your CRDC representative right now!



THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING SEPTEMBER 24

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	MICHAEL	By Dave Fisher—Published by United Artists (ASCAP)	8
2	4	TAKE GOOD CARE OF MY BABY	By King-Goffin—Published by Aldon (BMI)	4
3	2	MY TRUE STORY	By Adams-Rene—Published by Lescay (BMI)	5
4	17	(Marie's the Name) HIS LATEST FLAME	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	3
5	5	WOODEN HEART (Muss I Denn)	By Wise-Weisman-Twomey-Kaempfert—Published by Gladys (ASCAP)	9
6	7	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Overnight)	By Rose-Bloom-Breuer—Published by Mills (ASCAP)	5
7	9	WITHOUT YOU	By Johnny Tillotson—Published by Ridge (BMI)	4
8	15	CRYIN'	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	3
9	6	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Lescay (BMI)	16
10	10	WHEN WE GET MARRIED	By Don Hogan—Published by Elsher (BMI)	3
11	3	HURT	By J. Crane-A. Jacobs—Published by Miller (ASCAP)	7
12	8	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	By Hampton-D. Burton—Published by Sequence (ASCAP)	8
13	12	LITTLE SISTER	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	4
14	14	I FALL TO PIECES	By Harlan Howard & Cochran—Published by Pamper (BMI)	6
15	11	WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)	By Barry Mann-Jerry Goffin—Published by Aldon (BMI)	4
16	16	THE MOUNTAIN'S HIGH	By St. John—Published by Odin (ASCAP)	3
17	20	A LITTLE BIT OF SOAP	By B. Russell—Published by Mellin (BMI)	4
18	29	ONE TRACK MIND	By M. Rene-B. Lewis—Published by Lescay (BMI)	2
19	—	IT'S GONNA WORK OUT FINE	By J. Seneca-J. Lee—Published by Sona & Copa (ASCAP)	1
20	21	BIG COLD WIND	By Mosley-Elgin—Published by Gil (BMI)	3
21	19	SCHOOL IS OUT	By Anderson-Barge—Published by Pepe (BMI)	8
22	25	MORE MONEY FOR YOU AND ME MEDLEY	Medley—Various	2
23	23	FRANKIE AND JOHNNY	Adapted by Brook Benton—Published by Ben-Day (BMI)	2
24	—	YOU MUST HAVE BEEN A BEAUTIFUL BABY	By Warren-Mercer—Published by Remick (ASCAP)	1
25	28	NAG	By Crier—Published by Selma (BMI)	3
26	22	DON'T BET MONEY HONEY	By Scott—Published by Figure (BMI)	7
27	—	THE ASTRONAUT	By Dana-Hinckley—Published by Bill Dana (ASCAP)	1
28	27	LAST NIGHT	By Mar-Keys—Published by East-Bias (BMI)	9
29	—	HIT THE ROAD JACK	By Percy Mayfield—Published by Tangerine (BMI)	1
30	13	AS IF I DIDN'T KNOW	By Kusik David—Published by Winneton-Glenville (BMI)	6

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

TV REVIEW

Connie Sells Songs & Hair Oil

Connie Francis was the headliner in a one-hour variety special on ABC-TV last Wednesday (13) that could result in numerous viewers heading for a local disk dealer for some of her recordings. But it is likely that more headed for their nearest drugstore for the advertised offer of a hair cream plus a special new LP, "Sing Along With Connie Francis," both for \$1.69. Miss Francis herself helped do the pitch for this deal.

The show itself was solidly entertaining, consisting of a collection of brief sketches in addition to Connie's vocal efforts, all moved along in fast succession. Each was finely polished, and even the least of them had bright professional sparkle. Surrounded by such seasoned pros as Art Carney and Eddie Foy Jr., it is a tribute to today's top girl singer that she showed the winning personality and general ease in front of the cameras that befitted the show's star.

Carney and Foy contributed some hilarious moments individually and as a duo, but for the trade the highlight had to be Carney's sketch on the historical development of the phonograph, from Edison to the future, including such lines as the one about the great Caruso, who "sold more records in his entire life than Elvis Presley did in a single day." Climax showed the super-stereo of 1981, which revealed the basis for the ultimate sound—live musicians behind the walls.

Tab Hunter, too, was on hand and he worked with the comics and with Miss Francis in such opportunities as he had. With all this talent abetting her, and with the additional efforts of a substantial number of dancers and singers, Connie's vocal efforts were, if anything, too few, quite a departure from the frequent hogging of the cameras by the star of a special. She opened with a rhythmic attack of "Sittin' on Top of the World," which she also worked with a slow, belting drive. Later, she undertook a foreign medley, "Never on Sunday," "Mama" and "Hava Nageela." A high spot was a duet of "Tell Me Why" with a tow-headed youngster of about six who nearly took the play away from her. Finally, she wound up with a medley of "S Wonderful," "Someday" and "This Is America."

Inasmuch as the show was prepared some time ago, it did not include her most recent singles releases, although visual tribute was paid two of her albums, "More Italian Favorites" and "More Greatest Hits." But the biggest pitch of all was for the hair oil premium LP. The same TV show, hair oil deal and all, is understood to be scheduled for showing in England in November.

Sam Chase.

★ ★ ★

NIGHT CLUB REVIEWS

Humility, Voice Win for Wade

Jules Podell, continuing his emphasis on the younger crop of disk acts, brought a personable, vocally-pleasant Adam Wade (Coed Records) into his Copacabana last week as the No. 2 man in a bill featuring the veteran, scotch-on-the-rocks comic, Joe E. Lewis.

Unlike many of the more familiar night club vocal luminaries, Wade is ingratiating and almost self-effacing on the floor—perhaps to an unwarranted degree. Yet his deliberate underplaying coupled with a highly pleasing vocal style perhaps wins him more attention from ringsiders than some of the more pushy type of acts.

Good standard repertoire comprises the better part of the boy's act with such material as "Long Ago and Far Away," "Again," "Love Is the Sweetest Thing" and "While We're Young," getting fine treatments. At one point the attractive lad launches into a well-written seg about "Adam Wade, Who's He," in which some of his disk hits are cleverly interwoven. The boy moves smoothly from pounding rock styled upbeaters ("Again") with band backing, to soft, delicate ballad stylings ("While We're Young") with Bert DeCoteau's piano solo backing. A bit more emphasis on the forceful personality approach is all that's needed for Wade to become a fixture on the smart club circuit.

Ren Grevatt

★ ★ ★

Shirley Bassey Is on Her Way

Shirley Bassey, a comely canary from London, who is virtually unknown in the States, made a colorful splash on the night club scene here as he opened the new season last week at New York's No. 1 swankery, the Persian Room of the Hotel Plaza. On the basis of her performance, she will not likely remain unknown.

Her forte is a driving, compulsive vocal talent which she exercised to a fare-thee-well on a number of the smarter show and Tin Pan Alley tunes in the pop repertory.

Miss Bassey has the fiery, sensual mannerisms of a Lena Horne, the occasional naughty musical excursions of an Eartha Kitt, and a bellowing style somewhat reminiscent of a Judy Garland. But beyond all this, she is herself, an exciting new personality, who scores more on her big voice than with her saucy sidelights.

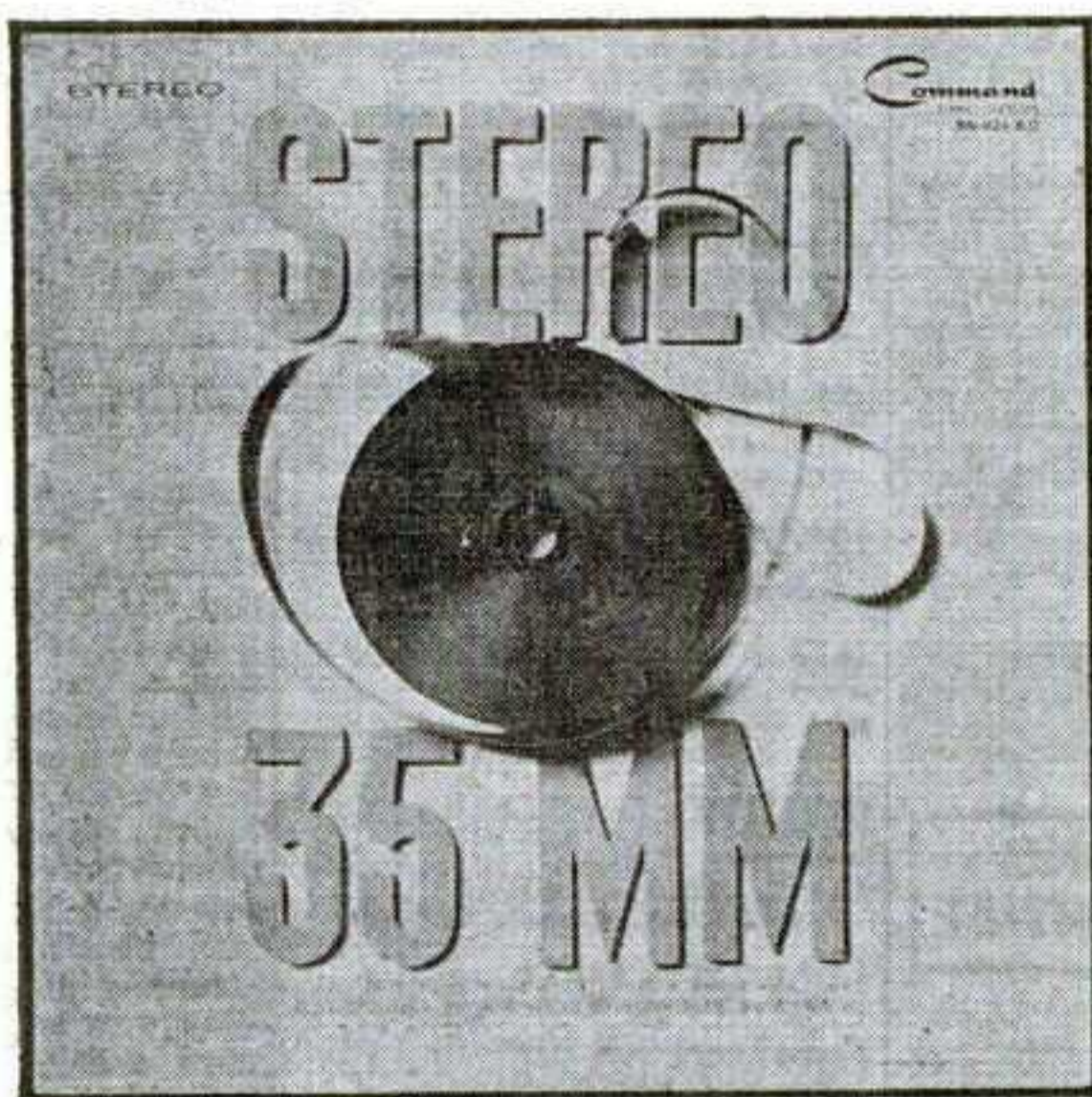
True, special numbers like "I Keep Him" and "Who Wants to Help Me Burn My Candle at Both Ends," go over well, but the warm readings of "As Long as He Needs Me," from the British West End smash, "Oliver"; "Everytime We Say Goodbye," "Till," "The Party's Over," and the resounding windup, "Climb Every Mountain," show the thrush at her best.

The gal from London will make many new friends for herself in this stint and she may gain even more through a disk pact just signed with United Artists Records. The company is rushing out a single, and an album, recently cut in Britain, is to follow soon.

Ren Grevatt

COMMAND RECORDS PRESENTS A MAJOR "BREAKTHROUGH" IN THE HISTORY OF RECORDED MUSICAL SOUND

Featuring **ENOCH LIGHT** and his 60 piece orchestra recorded on 35mm magnetic film at Carnegie Hall...



Arrangements Include: Heat Wave • The Man I Love • I've Got a Crush On You • All The Way • My Romance • You Do Something To Me • Zing Went The Strings of My Heart • Someone to Watch Over Me • Love For Sale • and others

IF YOU ARE NOT DOING EVERYTHING POSSIBLE TO PROMOTE this album in your store YOU ARE LOSING SALES ON THE HOTTEST ALBUM OF THE YEAR!

Just thought you would like to know that, upon receiving our initial shipment of the new Command 35mm L.P.'s, #826, we played the album several times over our stereo system and were literally swamped with sales. Actually, in the afternoon that we received the shipment, we moved 32 copies.

HARMONY HOUSE
Springfield, N. J.

"I received ten copies of COMMAND's STEREO 35mm one afternoon and sold all ten within the first one and a half hours. There are more people in my Stereo room listening to a sample of this record than I have ever had before. I've never seen anything so exciting in all the ten years I've been in the record business."

HAYES RECORD SHOP
Beverly, Mass.

Our original order of 24 Stereo 35mm Command records sold out within 24 hours. Please send us another shipment as soon as possible doubling the order to 48 pieces.

LAFAYETTE ELECTRONICS CORPORATION
Paramus, New Jersey

Our original shipment was sold out in two days and we have re-ordered twice since then. This "35mm" idea is the greatest boon to record shops since the introduction of COMMAND RECORDS. The sound is tremendous and just playing the first band sells the customer. Thanks for giving us something to "hypo" the business.

WEBSTER RECORD SHOP
Webster Groves, Mo.

"I have been in the record business for twenty years. I have never heard a record that I expect to do as much for the record industry as COMMAND's STEREO 35mm."

RICCI'S MELODY SHOP
Keane, New Hampshire

Command[®]
records **THE LEADER IN RECORDED SOUND**
GRAND AWARD RECORD CO., INC., 1501 Broadway, New York 36, N. Y.

BIGGEST COPAS EVER!

**SIGNED,
SEALED
AND
DELIVERED**
C/W
**NEW FILIPINO
BABY
ON STARDAY 559
BY
COWBOY
COPAS**

A Juke Box Hall of Fame release in brilliant new Starday Sound, pulled by overwhelming demand from the Cowboy Copas album, "THE SONGS THAT MADE HIM FAMOUS," SLP 144.

Unanimous trade pick and already climbing the charts
Billboard Spotlight Winner
Cashbox Bullseye
Music Reporter Scoop
Music Vendor Best Bet

Dealers—One Stops, Operators, Rack Jobbers for complete listings, including 50 LP's,

write to:

Starday

COUNTRY & GOSPEL INTERNATIONAL
Box 115, Madison, Tennessee
Don Pierce, President; Tommy Hill, A&R
Martin Haerle—Sales

On Spartan in Canada

SPANKA MUSIC CORP.

Current BMI Hits

**BROKEN HEART
AND A PILLOW
FULL OF TEARS**

Patti Page
Mercury 71870

CINDERELLA

Paul Anka
ABC-PARA. 10239

Current ASCAP Hit

**KISSIN' ON
THE PHONE**
Paul Anka
ABC-PARA. 10239

BRIGHTON MUSIC CORP.

and

FLANKA MUSIC CORP.

119 W. 57th St. New York 19, N. Y.
Judson 2-5463

when answering ads . . .

Say You Saw It in
Billboard Music Week

Reviews of New Albums

Continued from page 20

POP LP'S

***** MODERATE
SALES POTENTIAL**

***** MIDNIGHT MOODS**
The Bucky Pizzarelli Quartet. Savoy
SST 13012 (Compatible).

JAZZ LP'S

****** STRONG
SALES POTENTIAL**

****** UP AT "MINTON'S" VOL. 1**
Stanley Turrentine. Blue Note 4069—
This set by tenor saxist Stanley Turrentine
was recorded on the spot at Harlem's
Minton Play House, the night club that is
generally considered to be the birthplace
of the modern jazz form known as bop.
Turrentine, of course, is in the groove,
and displays his inventiveness over four
tracks here, three of them standards. The
music is exciting and notable for some fine
playing by a rather unheralded guitarist
named Grant Green, and the better known
pianist Horace Parlan. Should sell well.

****** WYNTON KELLY!**
Vee Jay LP-3022—Highly listenable and
persuasive treatments of eight tunes—six
standards and two originals—by the light-
fingered jazz pianist with rhythm accom-
paniment on this set. The solos by Kelly
are feelingful ruminations of the melodies
of the tunes no matter what tempo, and
the supporting drums by Jimmy Cobb and
either Paul Chambers or Sam Jones on
bass fill the bill impeccably. "Autumn
Leaves," "Make the Man Love Me," and
"Gone With the Wind," which are numbered
among the selections, give some idea as
to the class of material included.

SPECIALTY LP'S

****** STRONG
SALES POTENTIAL**

CHILDREN'S

****** ADVENTURES IN MUSIC,
GRADE 4, VOL. 1—GRADE 5, VOL. 1**
RCA Victor LE 1004-1006—The two latest
releases of this series are up to previous
high standards. The fourth grade disk
contains excerpts from ten selections by
such composers as Grieg, Tchaikovsky,
Chabrier, Lecunona and Respighi, while
the fifth grade release has nine by such
as Bach, MacDowell, Ravel, Sibelius and
Gould. Each boxed release, designed to
alert youngsters to the conscious enjoyment
of music, contains an 88-page booklet of
extensive notes on every selection. Es-
pecially recommended for schools, libraries,
parents or as gift items.

SACRED

SACRED FOUR STAR-ALBUM REVIEW
****** RITA FAYE'S AUTOHARP**
Rita Faye. Capitol ST 1606 (Stereo)—

new BIGHITS!

**THE WHOLE OF
HATTIE NOEL DTL 823**

HE'S FUNNY THAT WAY
Redd Foxx DTL 815

MY GIRL b/w ZORRO
The Silks DOO 462

DOOTO
REG. U.S. PAT. OFF.

**America's Largest and Oldest
ONE-STOP RECORD SERVICE!**

45 RPM 60c

**ALL LP'S—REGULAR DISTRIBUTOR
WHOLESALE—NOTHING OVER**

SAME DAY SERVICE

The MUSICAL SALES COMPANY

The Musical Sales Bldg.
Baltimore 1, Maryland

A delightful package that's different in this field. Miss Faye, a teener with Nashville background, and a Ferlin Huskey discovery, is especially adept at the old-worldish auto-harp and this lovely sound is applied here to some of the great hymns of the gospel world—"It Is No Secret," "Peace in the Valley," "Whispering Hope," etc. Miss Faye is accompanied with lyrics and humming backgrounds by the chorus of Christ Church in California's San Fernando Valley.

SPIRITUAL

****** THE ORIGINAL BLIND BOYS
OF ALABAMA**
Savoy MG 14044—This well-known group will receive strong play and get sales wherever gospel and spiritual disks are programmed and sold. Material includes "Sit Down and Rest Awhile," "Revival Time," "Hills of Calvary," etc.

***** MODERATE
SALES POTENTIAL**

CLASSICAL

***** TCHAIKOVSKY; ROMEO AND
JULIET DUET; GLINKA; THE PRAYER**
Various Soloists. Orchestras of the Mos-
cow Philharmonic and Bolshoi Theater.
Monitor MC 2855.

***** VIVALDI: GLORIA**
Walter Ehret Chorale. Golden Crest
CR 4033.

***** VARIOUS SELECTIONS BY BERG-
ER, FLANAGAN, HEILNER, PINKHAM**
Various Artists. Composers Recordings
CRI 143.

***** IMPERIAL PHILHARMONIC OF
TOKYO**
William Strickland. Composers Recordings
CRI 145.

***** WALTER BEELER CONDUCTS
THE GOLDEN CREST BAND**
Golden Crest CR 4035.

JAZZ

***** FEELIN' GOOD**
The 3 Sounds. Blue Note 4072.

SPECIALTY

***** CALYPSO CARNIVAL**
Various Artists. Oleander OLP-104.

***** CALYPSO PARTY**
Lloyd Simmons. Band stand BLP 102.

***** PERCUSSIVE CALYPSO**
Oleander OLP-103 (Compatible).

RELIGIOUS

***** "MASTER CONTROL"**
Paul Mickelson and the Concert Orchestra
of London. Word W-7006-LP.

***** SUNRISE!**
Bob Anderson. Word WST 8078-LP

***** SING UNTO THE LORD**
Walter Ehret Chorale. Golden Crest CR
4032.

***** LET EVERYBODY SING**
Revivaltime Radio Choir. Word WST-
8077-LP.

LP REVIEW POLICY

All albums received by Bill-
board Music Week are listened
to and reviewed by the BMW
Reviewing Panel. LP's are rated,
within their respective cate-
gories, according to their com-
mercial potential, based upon
such factors as performance,
material, artist's name value,
recording quality, etc.

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

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

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

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

SPIRITUAL

***** THE CARAVANS**
Gospel MG 3010.

LATIN AMERICAN

***** MEXICAN FIESTA**
Pepe Jaramillo. King 755.

FOLK

***** CURFEW SHALL NOT RING TO-
NIGHT**
Ray Boguslav. Monitor MF 359.

POLKA

***** OLD COUNTRY HOLIDAY**
The Knickerbockers. World Wide MGS
20020.

**WITH THE
COUNTRY
JOCKEYS**

Continued from page 14

the charts. Think you can help
me in this respect?"

Station KCVR, Stockton, Calif.,
the only all-country and western
station in the California Central
Valley, has chalked an enviable
record the last six months, during
which period it tripled its business
by means of a country music for-
mat backed by solid promotion, ac-
cording to Mike Pappas, station
manager. The 1,000-watt, clear-
channel station covers a potential
listening audience of more than a
million, Pappas says. Weaving the
country tunes on KCVR are Jack
West, Glenn Stepp, Cactus Jack,
Bouncin' Bob Chambers, Wild Bill
Carter, Cottonseed Clark, Orson
Laam, Smokey Silver, T. Tex Jones
and Cal Foster. "We incorporate
many forms of promotion," says
Pappas. "For example, we have 15
outdoor signs, seven staff cars
painted white with the KCVR cow-
boy on the door, 25 4-by-5-foot
banners displayed in the windows
of advertisers who buy with us con-
sistently, a KCVR searchlight for
grand openings and sales and other
gimmicks promoting our station.
We appear on Channel 10 TV five
times a day, seven days a week
with voices and pictures of our
radio personalities. Also, we have
out 1,000 bumper strips and we of-
fer to food accounts a special su-
permart merchandising service. We,
of course, could do a better promo-
tion job for western artists if re-
cording companies sent us promo-
tional records and had a better
distribution for their western art-
ists."

Station WETB, Johnson
City, Tenn., carried a full-page
ad in The Johnson City Press-
Chronicle of September 7, an-
nouncing a complete change
in programming and the intro-
duction of an all-country-and-
western music format on a
seven-day-a-week basis. "We
need records and promotion
ideas," writes Arthur Kelsey,
WETB manager. "We will ap-
preciate it if you can tell us
what is available and how to
contact the people in the
country and western music
and promotion fields."

Joe Higgins Dies

Continued from page 3

At the American Record Com-
pany, Higgins was the pop a.&r.
chief from 1934 to 1938. He had
joined American after almost two
decades at Victor in the a.&r.
division. In his various posts as
a.&r. executive he was responsible
for the first recordings of many
well-known personalities in the
music field, including many ork
leaders.

Although Higgins had been el-
igible for retirement for many years
he preferred to continue to work.
He was active up to the last week
of his life at Columbia. Survivors
include his widow Sarah, and a
son Robert, treasurer of Broad-
cast Music, Inc.



Garbage!

The Hit Sound of...
GLORIA LYNNE
IMPOSSIBLE

THIS LITTLE BOY OF MINE



EVEREST
19418

DIRECTIONAL

**THE
MIRACLE
OF SOUND
IN
MOTION**

THE SOUND III

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

ATTENTION!

**DISTRIBUTORS • RACK JOBBERS
ONE STOPS • RETAILERS
DISCOUNT OPERATORS**

Major LP's & EP's, Singles (all labels,
all artists) Accessories. Any quantity
of factory new records (not used)
33 1/3's, 45's, 78's—available to you
at cost of less than manufacturer's.
Send for a free listing of prices and
type records we can supply.

**SEND FOR FREE CATALOG OF
ALL MERCHANDISE AVAILABLE**

HAM-MIL TRADING CORP.

1520 N. Broad St., Philadelphia 21, Pa.
Phone: POplar 3-0585

AUDIO FIDELITY RECORDS

**DFM
3010
DFS
7010**

**SOUND Effects
Volume 2**



**NEW
SOUND EFFECTS ALBUM**

Climbing to the Top

NAG

by

The Halos

7 Arts #709

Nationally Distributed by



MONTY CRAFT, PRESIDENT
701 SEVENTH AVENUE
NEW YORK 36, N. Y.

His Newest Smash!

ADAM WADE
TONIGHT I WON'T
BE THERE

Coed #586

COED

RECORDS
1619 Broadway
New York, N. Y.

JAMIE

ROLL OVER
BEETHOVEN

THE VELAIRES

Jamie #1198

GUYDEN

RECORDS 1330 W Girard Ave.
Phila. 23, Pa. CB 2-3333

CUSTOM PRESSING

THE MOST COMPLETE
SERVICE IN THE INDUSTRY

STUDIO • MASTERING • PROCESSING
LABELS • PRESSINGS • 4 COLOR
PRINTING • ALBUMS • FABRICATING
• DROP SHIPPING • INVENTORY
CONTROL MONAURAL &
STEREO (All Sizes and Types)
• COMPETITIVE PRICES • OVER-
NIGHT DELIVERY • WRITE FOR
BROCHURE or CALL HAL NEELY.

ROYAL PLASTICS

540 BREWSTER AVE., CINCINNATI, O.
PLaza 1-2211

Original Hit!!

Theme from

**LA DOLCE
VITA**

#243

on 20th FOX

CHART BREAKER!

**A LITTLE
BIT OF SOAP**

The Jarmels

LAURIE 3098

● **Reviews of New Singles**

● Continued from page 72

blues, chanted in relaxed style, with a funky guitar backing. Derivative but a good job. (Perry, BMI) (2:20)

★★★ Last Kiss—(Perry, BMI) (2:30)

KEITH LOREN

★★★★ Summer Love—MARK IV 8800—A pleasant ballad performance against good medium-beat backing. Has a chance for plays. (Eager, BMI) (1:59)

★★★ Born to Ramble — (Eager, BMI) (2:56)

SAMMY AND THE DEL-LARDS

★★★★ Little Darling — STOP 101 — A touch of folk and blues are in this reading. Vocal gets interesting backing. (Go, BMI) (2:35)

★★★ Sleepwalk—(Go, BMI) (2:38)

BILLY FURY

★★★★ Stick Around—LONDON 2004—A wistful theme with teen-appeal lyrics is sung attractively by the British chanter. Merits spins. (Brakenbury, BMI) (2:25)

★★★ Coming Up in the World—(East West, ASCAP) (2:12)

FRANK DALTON

★★★★ Quick Draw McGraw — MERCURY 7185—The familiar blues (Bo Diddley, etc.) gets a lively reading, with pistol shots as part of the arrangement. Listenable effort. (MRC, BMI) (1:51)

★★★ Cruised—(MRC, BMI) (2:06)

CHUCK BERRY

★★★★ Come On—CHESS 11072—A swinging rocker is sung here in Chuck's usual exuberant style, and it moves. Could help get him back on the charts. Watch it. (Arc, BMI) (1:53).

★★★ Go-Go-Go—(Arc, BMI) (2:35)

HARMONICATS

★★★★ Night Train—COLUMBIA 42174

—The great blues oldie is wrapped up in an effective harmonica solo treatment. Nice jockey side. (Frederick, BMI) (1:50)

★★★ Frenchy — Continental ditty is handed a bright, gay harmonica solo treatment. (M. Witmark & Sons, ASCAP) (1:04)

EUGENE CHURCH

★★★★ Mind Your Own Business—KING 5545—A blues done with a gospel touch by Church with a repetitive answer figure from the group. Has an interesting sound. (Recordo, BMI) (2:33)

★★★ You Got the Right Idea—(O-Cal, BMI) (3:00)

THE CASTAWAYS

★★★★ Michelle (Yellowbird) — VIV 1—The pretty calypso gets a tasteful reading by the group. Melody has been much-recorded lately, but this merits spins. (Debra) (2:10)

★★★ Feeling Mightily Low—(Debra) (1:51)

THE ORCHIDS

★★★★ Good Gully—WALL 549—A good, down-home blues instrumental here with fine guitar figures, followed by some swinging, low-down horn spots. An exciting side that could grab spins. (Figure, BMI) (2:19)

★★★ Soft Shadows—(Figure, BMI) (2:21)

TINO

★★★★ Got the Birthday Blues Again—MAY 103—Solid bluesy theme with a likable tempo is wrapped up in a stylish vocal with fine guitar backing. (Gower, BMI)

★★★ Rave On — (Melody Lane, BMI) (1:50)

THE CHANTERS

★★★★ At My Door—DELUXE 6194—In the old-fashioned but currently popular groove is this swinging side that rocks all the way for the teen crowd. It could take off. (Lois, BMI) (2:38)

★★★ My Darling — (Jay & Cec, BMI) (2:30)

★★★
MODERATE SALES POTENTIAL

POPULAR

CARMEN CAVALLARO

★★★ Moon River—★★★ Back Street—DECCA 31304.

MOON MULLINS

★★★ Gonna Dance Tonight Part II—★★★ Gonna Dance Tonight Part I—LANCE 005.

LITTLE LINDA

★★★ You Know—★★★ After I Told You—CORAL 62286.

GENE WILSON

★★★ I Got It From a Bird—★★★ Nobody Knows—KING 5541.

STAN KENTON

★★★ Theme From Splendor in the Grass—★★★ Officer Krupke—CAPITOL 4629.

BILL DOGGETT

★★★ Waltz You Saved For Me — ★★ Open the Door, Richard—WARNER 5502.

LENNY JOHNSON

★★★ Gee Gee Baby — ★★ Walk Ginny Walk—BETHLEHEM 300.

ELLIOTT SHAVERS AND HIS BLAZERS

★★★ Scratch That Itch—★★★ Way Down Home Blues—KING 5546.

SWEETSICK-TEENS

★★★ Agnes—★★★ The Pretzel—RCA VICTOR 7940.

NOREEN PARKER

★★★ Be Anything—★★★ Just Before Dawn—DECCA 31306.

THE SHEPPARDS

★★★ Every Now and Then — ★★ Glitter in Your Eyes. VEE JAY 5002.

THE VALIANTS

★★★ Blue Jeans and Pony Tail—★★★ See-Saw. FAIRLANE 21007.

THE MAYBEES

★★★ Buttons and Bows — ★★ Third Man Theme. TERRY 806-807.

THE VICTORS & THEIR FRIENDS

★★★ Lovin' at the Drive-In — ★★ The Return of the Fungus. CRASH 1001.

KARL DENVER TRIO

★★★ Marcheta — ★★ Joe Sweeney. LONDON 2020.

MARTY LEWIS

★★★ Slip'n Slop — ★★ Anyone But You. HOME OF THE BLUES 225.

JAN AND DEAN

★★★ Something a Little Bit Different—★★★ Wanted, One Girl. CHALLENGE 9120.

THE MAGNIFICENT FOUR

★★★ The Closer Your Are — ★★ "Uncle Sam." WHALE 506.

TONY DEK

★★★ Rock-a-Way — ★★ Goodbye This Time. DeROSE 8466.

JOHNNY GATEWOOD

★★★ Pocketful of Rainbows — ★★ Over and Done. PRO 505.

RAY ORR

★★★ Too Many Faults — ★★ The Shoulder You Cry On. MARK IV 1026.

THE MAR-VELS

★★★ Somewhere in Life — ★★ Voo Doo Hurt. TAMMY 1016.

RICK AND EDDY

★★★ I Never Loved — ★★ Jeannie (With the Bright Red Hair). HIT-TEEN 877.

FIVE CHANCES

★★★ Is This Love—★★★ Need Your Love—P S RECORDS 1510.

CHORD SPINNERS

★★★ Call Me—★★★ Love Is a Many-Splendored Thing—LIBERTY 55368.

★★★ **STRONG SALES POTENTIAL**

JAZZ

WYNTON KELLY

★★★★ Joe's Avenue—VEE JAY 402—Pianist Wynton Kelly rolls nicely through an up-tempo blues romp. Side is studded with fine solo work and good rhythm. (Upam, BMI)

★★★★ Come Rain or Come Shine—Kelly takes the lovely ballad by Johnny Mercer and Harold Arlan at a swiny middle tempo. Improvisations and rhythm are first-rate. Both sides are from the pianist's latest LP (A.M., ASCAP)

LOU DONALDSON

★★★★ Hog Maw—BLUE NOTE 1806—From an album comes a bluesy instrumental, slow in tempo, with relaxed instrumentation and a very nice horn passage. For jazz jocks. (Groove, BMI)

★★★★ Day Dreams—Instrumental showcases a lyrical horn; style is relaxed and side conveys considerable mood. (Amano)

STANLEY TURRENTINE

★★★★ Wee-Hour Theme—BLUE NOTE 1814—Organ and a soulful tenor create a mood-filled, colorful side. Jocks looking for a good instrumental have it here. From an album. (Groove, BMI)

★★★★ Bala — This side contrasts with flip, with a Latin rhythm; it's uptempo and has interesting horn passages. Also from the album. (Peer, International)

GRANT GREEN

★★★★ Miss Ann's Tempo—BLUE NOTE 1811—From an album, this instrumental has some fine guitar picking and other good instrumental passages, and a pulsing beat. (Groove, BMI)

★★★★ 'Taint Nobody's Business If I Do — Instrumental reading of the fine blues. A very nice side, with excellent organ. (Pickwick)

LEE MORGAN

★★★★ Exposed — VEE JAY 401—Tight unison and great soloing on the part of trumpeter Morgan are the distinctive marks to this fine jazz item. Should make good juke wax. It's the title tune from Morgan's latest LP on the label. (Conrad, BMI)

★★★ Just in Time—(Stratford, ASCAP)

★★★ **STRONG SALES POTENTIAL**

COUNTRY & WESTERN

BUDDY MEREDITH

★★★★ Time — NASHVILLE 5015 — A quick-stepping country record here that deals with the weepy conception of time as being nothing without the loved one. Besides a good vocal by the boy, side also

(Continued on page 78)

RED HOT ACTION!!

"COCAINE BLUES"

(T. J. Red Arnell)

Sung By

Freddy Countryman

DEALERS, ORDER DIRECT Quantities 5-10-50-100-1,000-504.

CASH, CHECK or MONEY ORDER—NO C.O.D.'s—Respectable Dists. Contact Us.

WESTERN

WESTERN ELECTRONICS DIVISION

P. O. Box 25187, Los Angeles 25, Calif.
—D.J.'s, WRITE FOR FREE COPY—

TO METROPOLITAN NEW YORK RECORD ACCOUNTS:

**ALL-STATE
RECORDS, INC.**

Your Distributor for

M-G-M Records

Announces the Opening of a New Warehouse Located at
665-11th Ave. (near 48th St.), New York City 36

Phone: CI 5-3800; JU 2-5944-5

**BACKBEAT
BLOCK BUSTERS!**

JOE HINTON

Sings

The Girls In My Life

b/w

Come On Baby

FOUR STAR BOTH SIDES—(Billboard)

Backbeat 535

Breaking Fast!

Bye Bye Blackbird

b/w

You Ought To Know Him

by

JACKIE VERDELL

Peacock 1905

Another Great Peacock Spiritual—

The Denial

b/w

O Send The Fire

by

THE STRIPES OF GLORY

Peacock 1837

PEACOCK RECORDS, Inc.

2809 Erastus Street

Houston 26, Texas

ORchard 3-2611

**HEADED FOR THE CHARTS!
MAURICE WILLIAMS**

**HIGH
BLOOD
PRESSURE**

Herald 565

HERALD RECORDS

150 West 55th St. N.Y.C., N.Y.

Mills Music
HIT REMINDERS

DOES YOUR CHEWING GUM
LOSE ITS FLAVOR

LONNIE DONNEGAN and his
Skiffle Group • Dot
THAT'S MY DESIRE

PAT BOONE • Dot
THE LETTERMEN—Capitol
JAN AUGUST—Mercury

MILLS MUSIC, INC., 1619 Bdwy, N.Y.C.

A BILLBOARD SPOTLIGHT & Showing ACTION in Various Markets!

WELL I ASK YA
b/w Daralena

TONY ROSSINI
Sun #366

639 Madison Memphis, Tenn.

HAYLEY MILLS

"LET'S GET TOGETHER"
b/w "COBBLER, COBBLER"
from "THE PARENT TRAP"
Vista F-385

The Original!
"THE LITTLE DOG THAT CRIED"
by **Jimmie Rodgers**
Roulette 4384
ROULETTE RECORDS
1631 Broadway N.Y.C., N.Y.

Clint Ballard
**"YOU CAN'T GET ENOUGH OF A GOOD THING"
"IN THE MIDDLE OF A PUDDLE OF TEARS"**
#5777

IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 28, Calif.

LP of '61
The HIGHWAYMEN
Including the Hit:
"MICHAEL"
UAS 6125 (Stereo)
UAL 3125 (Mono)

UNITED ARTISTS RECORDS
729 SEVENTH AVE. • NEW YORK 19, N.Y.

FABIAN DOES IT AGAIN!
TONGUE-TIED
b/w
Kansas City
by
FABIAN
C-1086

Chancellor
Distributed by AM-PAR Record Corp.

Why? **"Give My Toy to the Boy Next Door"** Why?
Words and Music by Charles Tobias
Eleventh Floor Music, Inc.—Tobias & Lewis Music Publishers
Why?

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

Reviews of New Singles

Continued from page 77

features some real smart fiddlin'. (Starday, BMI) (2:10)
★★★★ Please Stay a Little While—Nice vocal by Meredith on this weeper ballad with slow string-filled accompaniment. (Tronic, BMI) (2:41)

★★★ MODERATE SALES POTENTIAL

- REX RINEHART
★★★★ More Than Me — ★★★ Going Back (To My Baby). BULLETIN 1002.
- CECIL SURRATT AND SMITTY SMITH
★★★★ Second Hand Hearts — ★★★ S and S Ride. KING 5528.
- DANIEL JAMES
★★★★ Beyond Tomorrow — ★★★ When My Dream Came True. ALLSTAR 7229.
- JACK CHAMBERS
★★★★ Don't Be Fooled — ★★★ Sometime. WHISPERING PINES 203.
- DEL REEVES
★★★★ Be Quiet Mind—★★★ As Far As I Can See—DECCA 31307.
- JACKIE DEE
★★★★ What's the Use—★★★ Someone's Crying—LANCE 004.
- KENNY ROBERTS
★★★★ Two Steps Forward—★★★ Good-bye for Him—KING 5543.
- COWBOY COPAS
★★★★ Don't Let Them Change Your Mind — It's a Lonely World — KING 5544.
- JIMMY SIMPSON
★★★★ A Year and a Day — ★★★ Life Goes On—NASHVILLE 5022.
- RONNIE MURRAY
★★★★ The Last Party (With You)—★★★ Angel (Came Calling Last Night). ALTO 1508.

★★★★ STRONG SALES POTENTIAL

CHILDREN'S

TWINKLES
★★★★ The Hide and Seek Game—GOLDEN 657—A story-telling side with a flock of voices dubbed into the narration, and a piano also used to indicate fast-moving footsteps, etc. Simple but real cute stuff for the smaller set.

★★★★ Twinkles and the Parade—Twinkles goes to a parade here and the narrator tells all about a special invention to let little folk see over the big people in front of them. Another cute slide.

LONDON RHYMERS AND PLAYERS
★★★★ Rub-a-Dub-Dub—GOLDEN 656—Favorite old nursery tales are done in clever arrangements by the mixed chorus of the London Rhymers and Players. Good orkings back of the singing conjure up pictures for the kiddies.

★★★★ I Saw a Ship Sailing—More good performances here by the mixed choral group. Kiddies will like this for sing-along purposes and maybe for just marching around the room.

THE SANDPIPERS ORK
★★★★ What's Up Doc? (Part 2) — GOLDEN 658—Various friends of Bugs tell how they use that familiar phrase, "What's Up Doc?" Good chuckles here for the little ones.

★★★ What's Up Doc? (Part 1).

ROCKY
★★★★ I'm Rocky's Pal—GOLDEN 659—Some nutty characters get together here for the benefit of the very young. Lots of laughs for the juvenile sense of humor.

★★★★ I Was Born to be Airborne.

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

LIMITED SALES POTENTIAL

POPULAR

- LINDA GREEN
Means to Me — It's a Sin to Tell a Lie—RCA VICTOR 7936.
- JERRY BLAVAT
D. J. Break—One More Time Back to School—FAVOR 503.
- ART WAYNE
Try and Try Again—Let Me Make My Own Mistakes—XAVIER 8890.
- THE DYNAMICS
Dynamite—The Road Runner—R-J 1008.
- THE HAMLIN SISTERS
Memories of Ireland—Why O Why—LASTA 20019.
- PAUL DAVIS
Six Days on the Road—Yankee Girl—BULLETIN 1001.
- LITTLE BENNY & THE STEREOES
My Sweetheart—Drinking Wine; Spodie Odie—SPOT 106.
- DANIEL BRIDGES
Fools Like Me—Oh Happy Days—F. C. M. 5113-4.
- TEDDY PHILLIPS QUINTET
31 Steps—Cute Little Wiggle—THANK 251-2.
- ALL-BABA & THE THIEVES
Holiday in Portugal—Hindustan—TAM-MY 1013.
- SONNY MARSHALL
I Can't Live With You (or Without You)—Check Up—ROXIE 304.

COUNTRY & WESTERN

RONNIE MURRAY
Outlaw—Cause I Love You—ALTO 2598-9.

UA Area Sales Meets on Agenda

NEW YORK — United Artists Records will hold a series of regional sales meetings for the first time in its history this month. The meets are scheduled for New York, September 23; Chicago, September 24; Atlanta, September 25; and Los Angeles, September 30.

The meets will be attended by UA execs, UA distributors and their sales personnel. During the sales sessions, the label will present its new fall line of 10 new albums, and unveil its fall merchandising program, including the introduction of special window displays, streamers and a new browser box for the UA "Silver Spotlight Series."

Attending the meets will be UA execs Art Talmadge, vice-president and general manager, who will preside, Chet Woods, Morris S. Price, Jerry Raker, and Sy Mael. Southern regional manager Lloyd Linville will be at the Atlanta meeting and Harry Goldstein, Western regional manager, will attend the Los Angeles session.

Among the 10 new fall albums will be the "Paris Blues" sound track LP, "I Feel So Spanish" by Eydie Gorme, Ferrante and Teicher's "West Side Story," and Al Caiola's "Western TV Themes."

Her latest and greatest!
CONNIE FRANCIS
"HOLLYWOOD"
and
"(He's My) DREAMBOAT"
K 13039

MGM Records

Edward Winton Gay President

WASHINGTON—Edward Winton was elected president of the Connie B. Gay Broadcasting Corporation at the network's recent stockholder meeting. Winton was formerly executive assistant to Gay. In addition to other interests, the Gay corporation owns four radio stations, all outgrowth of country music. Two in this area, WGAY-FM and WQMR, no longer program c.&w., but the Ashland, Ky., and Kingston, N. C., outlets, WTCR and WFTC, are still faithful to the country music fans. Connie B. Gay retains his position as board chairman, after passing on the presidential crown to Winton. Winton began his broadcasting career as a deejay at the age of 16. In the next 10 years he had worked his way up to position of manager of KELP, El Paso, Tex. Winton has been with the Town and Country Network three years.

If you're a man who takes pride in his work, you're a man who reads his businesspaper carefully. Cover to cover. Advertising as well as editorial pages. Why? Because—as a man who gets a kick out of doing a great job—you know there's no better place to get so many good, practical ideas you can put to work with extra profit to yourself, and your firm than in . . . your businesspaper.



Where there's business action, there's a businesspaper

BILLBOARD MUSIC WEEK

One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS

ABC

OFF TO A FLYING START!
THE MAN FROM THE MOON
b/w
BLUE BERRY SWEET
by the **CHAPERONES**
JOSIE 891
distributed nationally through Jay-Gee Record Co., Inc.

HAPPENING!
THIS IS OUR NIGHT
by
THE TOLEDOS
Down #2003
DOWN RECORDS
1650 Broadway, New York, N. Y.
(A Subsid. of Gone Records)

THE ORIGINAL!
SUE THOMPSON
SAD MOVIES
(Make Me Cry)
HICKORY 1153

The Magic Sound!
MAGIC MOON
(CLAIR DE LUNE)
The Rays
XYZ #607
Distd. by London Records

TREMENDOUS!!!!
SOOTHE ME
Sims Twins
SAR #117
SAR RECORDS, Inc.
6425 Hollywood Blvd., Hollywood, Calif.

1961
From Paramount Pictures'
"BREAKFAST AT TIFFANY'S"
MOON RIVER
by
JERRY BUTLER
#405
Vee-Jay VeeJay's Greatest Year!

RELIABILITY—QUALITY
RECORD PRESSING
Originators of the Patented rim drive; thick-thin type record
RESEARCH CRAFT CO.
1011 NORTH FULLER
HOLLYWOOD 46, CALIF.

L. A. Dealers Note Strong Business

Continued from page 1

To throw further emphasis on the single, Johnson has inaugurated a "two for ten" singles club sales program whereby the customer will receive two free singles when he buys 10. With the help of his radio spots campaign, Johnson spurred store traffic while stirring singles interest with still another bonus gimmick. The radio show reveals in advance certain bonus days at the store. Youngsters who buy a single on a bonus day will receive free the "bonus record of the day" (an older singles release). There are between two to four "bonus days" per month.

These devices, according to Johnson, have paid off handsomely in a marked singles sales increase and a boost in sales of albums as well. Johnson decided to go on his all-out singles promotion in an effort to create in-store excitement. The plan, he told BMW, has more than paid off. Johnson said he is applying a business concept once expressed to him by an executive with one of the nation's top breweries: "We'd go broke if we tried to sell beer only by the case."

Sales Level Rises
The three Music City stores report a rise in singles sales of "20 per cent over last month" and, at least 25 per cent above last year at this time. Music City finds its singles sales increase is not due to any one record but that the general

level of the singles business has risen. Back to school sales are given some credit for the increase.

California Music's Sammy Ricklin, this area's top one-stop, estimates singles sales have jumped 25 per cent over the same period a year ago. He attributes the boost to superior product. According to Ricklin: "They're putting out the records that will sell."

Notes Sharp Rise
Howard Judkins Sr., president of the Society of Record Dealers, reports singles sales at his two Judkins Music Stores have been on a sharp upturn during the past six weeks, and are now up 25 per cent above the summer period. "Summer is usually a good singles time for us because the youngsters are on vacation jobs, have more of their own money to spend on records. As a rule, when they go back to school they don't have as much money available for records."

According to Judkins, the reason for the sales increase is: "That we now have hits, and that's what is doing it." There are about "8 to 10 hot sellers right now." He contrasts this with times when only one or two singles created the sales excitement. "None of the present sellers seem to have the strength of the old million-selling hits, however," but the fact that a larger number of singles are riding high in favor is paying off with comparable results, in his estimation.

Cap Chart Action Boosts Singles

Continued from page 1

January through June, 1961, marks the first time since 1958 that the company's singles performance for a semi-annual period showed an improvement over the prior six-month period. And for the four-week period from mid-June to mid-July, 1961, a rise of 100 per cent in singles sales was registered over the corresponding period in 1960.

The resurgence traces back to the reorganization of the label's singles operation nine months ago, at which time it became one of the various responsibilities of Joe Csida, vice-president for Eastern operations. Csida stated the key to the upturn lies in the complete organizational revamp embracing a.&r. sales and promotion. Integration of all elements, plus first-rate factory service, all play a part, the exec stated. Csida noted that the necessity for a successful singles operation was vital not only because of the profit factor, but

also because of the close connection between singles and the development and maintenance of album properties.

A lot of execs and personnel contributed to the Capitol singles pickup. An important factor was the planning of Stan Gortikov, chief of Capitol Records Distributing Corporation. Key to the a.&r. drive is Voyle Gillmore working with Lee Gillette, Ken Nelson, Nickey Venet and Manny Kellem and Dave Cavanagh. Key factors on the sales end have been Bill Tallant and Jay Swint, national sales chief and singles sales director respectively.

Tying in with this effort is the promotional wing under Manny Kellem. As national singles co-ordinator, Kellem has built a national promotion operation entailing the following men and areas: Al Coury, covering Hartford and Boston; Tom Gelardi, Detroit and Cleveland; John Doumanian, Chicago - Milwaukee; Bill Jamison, Baltimore, Washington, Buffalo and Pittsburgh; Ken Luttmann, New York; Joe Deters, Atlanta (in addition to promotion, Deters is sales manager of the Atlanta branch); George Williams and Maury Lathowers in Chicago, Harry Mooradian in Boston, Art Hill in Detroit.

Wesley Rose

Continued from page 1

Then, he says, on April 5, 1961, he received a letter from the boys dismissing him as personal manager and public relations council. Since then they have performed without his consent.

Rose says in his suit that he has lost thousands of dollars in commissions from the boys' services since January 1961. He says that the Everlys have earned \$1,000,000 since 1957 under his management.

Rose is asking the court for an injunction against the Everlys. He avers that they owe him 10 per cent of their earnings in 1960 for his services as personal manager and public relations council. He is asking the court to affirm his rights as manager and relations council. He also says he has been damaged in the trade due to the boys' letter of dismissal.

Spanish Newsnotes

Continued from page 19

the top of the charts here. . . . We believe that Ricky Nelson's "Mary Lou" and "Travelin' Man" will travel a lot around the country (Polydor). . . . Mexican hit "La Enorme Distancia," was launched by RCA's Pedro Vargas, while Lola Beltrain and Bronco De Chihuahua's records will also be out soon.

The Chilean hit-maker Francisco Flores Del Campo had just sold two new songs to Canciones del Mundo, Augusto Alguero's publishing house in Madrid. The deal was made public here when Flores Del Campo visited Spain. The songs — "Mucho, Poquito, Nada" and "Silbando" will soon be recorded by Candilejas Quarter in Madrid. The rights were signed for Europe and U.S.A.

Disk Shorts

"Hello Mary Lou," the top hit in Germany, Norway, Holland, and Belgium went up in Spain last week with the Polydor release by Ricky Nelson. . . . "Wheels" is also coming up, while Paul Anka's "Tonight My Love Tonight" kept first place, although "La Novia" has been a tremendous summer "pop." From Latin America, "Llorando me dormi" penned by Bobby Capo, "La enorme distancia" sung by Jose Alfredo Jimenez, and "Total para que" from Argentinian's author Rodolfo Sciamarella seems about to come up rapidly, as reported by record shops in this country.

The Axidentals were launched by Hispavox with "Flamingo," and RCA is pressing the Hermanos Zabala originals from Mexico. We will soon have the Highwaymen on the market with "Michael," recorded by Hispavox, and Jim Reeves' "What Would You Do" is already out. "La Dolce Vita," which was a hit in Europe last year, has appeared on an RCA single with Ray Ellis. An invasion of "Yo Tengo una Muneca" the song of "The Truth," B.B.'s Film, resuscitates the old Cuban Juanito Tremble's Caribbean hit.

German Pubs

Continued from page 18

recently released on Electrola with Conny, who sings this number in the newly remade pic of the same name. Another important two numbers of Schaeffers are from the Columbia pic "The Guns of Navarone": "Kanonen von Navarone" and "Yassu." The first one is available here in recordings by Joe Reisman on Columbia and Heinz Ahlisch on Philips, both backed with "Yassu," and by Kurt Henkels on Ariola. Colpix is to release the film's original sound track by the Mitch Miller ork. "Yassu" has just been recorded as a vocal version entitled "Eselmelodie" (Donkey Melody) by Philips' Trio Kolenka, very successful currently with their vocal version of "Wheels."

To the States

Berlin publisher Rolf Budde ("Calcutta") has flown to Hollywood September 10 on invitation of the Warner Bros. President Jim Conkling. Budde will also visit his New York business partners (Music Publishers Holding Corporation) and Harms Witmark Corporation, during this trip. In Los Angeles he will stay at the Beverly Hills Hotel, in New York he will be available in St. Moritz Hotel. He will return to Berlin by October 14.

Distribution

Schallplatter-Importdienst, Bernhard Mikulski, Frankfurt, has taken over distribution of the Candid label featuring recordings of Charlie Mingus, Roy Eldridge and Abby Lincoln. The firm is also the German distributor of such American jazz labels as Verve, Blue Note, Riverside, Contemporary, World Pacific, Gene Norman Presents, Hi-Fi, Goodtime, Jazzland, Roulette and Prestige.

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	Publisher	(Licensee)	Weeks on Chart
1	1	NEVER ON SUNDAY—Esteem-Sidmore (BMI)			11
2	2	EXODUS—Chappell (ASCAP)			43
3	4	LAST DATE—Acuff-Rose (BMI)			39
4	7	WONDERLAND BY NIGHT—Roosevelt (BMI)			35
5	5	CALCUTTA—Pincus-Symphony House (ASCAP)			38
6	3	MICHAEL—United Artists (ASCAP)			8
7	13	HEY, LOOK ME OVER—Morris (ASCAP)			34
8	14	(Marie's the Name) HIS LATEST FLAME—Elvis Presley (BMI)			2
9	9	WOODEN HEART—Gladys (ASCAP)			7
10	11	WITHOUT YOU—Ridge (BMI)			3
11	15	WHEELS—Dundee (BMI)			31
12	—	HURT—Miller (ASCAP)			1
13	6	TOSSIN' AND TURNIN'—Lescay (BMI)			4
14	8	I FALL TO PIECES—Pamper (BMI)			3
15	—	MY TRUE STORY—Lescay (BMI)			10

EMI Distrib Deal

Continued from page 18

for its disk "Brigitte Bardot" by Jorge Viera, now issued on HMV. . . . Still with EMI, the Bill Snyder-Dick Manning piano duo coupling "Fanny" and "It Might as Well Be Spring" was released on HMV; in the past Am-Par disks have usually been allocated to the Columbia label (including Paul Anka's "Cinderella" the previous week). . . . Oriole issued Rosella Risi's "Mon Homme," recorded for Italdisc and obtained through Carousel.

New Releases

Decca group issued five U. S. chart disks last weekend. They were Neil Sedaka's "Sweet Little You" (RCA), Jackie Wilson's "Years From Now" (Coral from Brunswick), and three on the London label: Fats Domino's "Let the Four Winds Blow" (from Imperial), Ben E. King's "Amor" (Atco) and Wink Martindale's "Blackland Farmer" (Dot).

The EMI group included few chart items. Nina and Frederik, here for a long tour, were represented by "Long Time Boy" (Columbia from Danish Metronome). The Mudlarks vocal team covered "The Mountain's High," which was coupled with a Paul Anka composition, "Don't Gamble With Love." Capitol issued Frank Sinatra's "American Beauty Rose."

Norse Newsnotes

Continued from page 19

U. S. this month, while EP's and singles will be pressed in Norway.

LP Tops

The Capitol sound recording from film "Can Can" is still topping the Norwegian LP barometer, but this month Elvis Presley's "Something for Everybody" (RCA) is runner-up. Third is RCA's sound track from film "South Pacific," and this month's newcomers include the sound track from the movie "Porgy and Bess" from Philips, "Swinging Session" by Frank Sinatra on Capitol and "I Miss You So" by Fats Domino on California.

New Talent

The recording firm Iversen & Frogg, together with a newspaper, invited local teen-agers to record a song on their private tape recorders. Columbia decided that three of the entries were good enough for recording and gave them contracts. None of the three has been singing for a living.

New German Label Formed To Market American Sides

HAMBURG—A new diskery, Miller International Schallplatten GmbH, has been formed in Hamburg with D. L. Miller as director and Gerhard Golzo as business manager. The diskery has been founded to produce for the German market a series of American labels presently without representation in this country.

Unsurpassed in Quality at any Price

8" x 10" GLOSSY PHOTOS

5 1/2¢ EACH

IN 5,000 LOTS

6 1/2¢ in 1,000 LOTS

\$8.99 per 100

POST CARDS \$29 per 1,000

Copy Negatives \$1.95

MOUNTED ENLARGEMENTS

20"x30" \$3.50

30"x40" \$4.85

In quantities of 2 or more.

COLOR PHOTOS

FAN MAIL 3 M. \$ 65

POST CARDS 3 M. 107

NEW DEPARTMENT

We now process all types of amateur color and B.&W. photography.

Plaza 7-0233

JJK Copy Art Photographers

A DIVISION OF JAMES J. KRIEGSMANN

165 W. 46th St., NEW YORK 19, N. Y.

PHOTOS for PUBLICITY

QUALITY PHOTOS IN QUANTITY

100 8 x 10 ... \$ 7.99

1,000 Postcards 19.00

BLOWUPS

All other sizes, write to FREE sample & list BB.

MOSS PHOTO SERVICE

350 W. 50 Street, New York 19 PL 7-3520

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO

Box 1941 Bridgeport, Conn.

DAILY AIR PLAY CHECK

of Your Records and Tunes on TV Channels 2, 4, 5 and 7 and WNBC, WOR, WABC, WCBS Radio (N. Y.) Complete—Inexpensive

For Details, Call or Write

ACCURATE REPORTING SERVICE

(Monitors for the Industry Since 1930)

885 Flatbush Av., Brooklyn 26, N. Y.

Buckminster 4-7190

BULGARIAN IRE BANS WESTERN MUSIC & DISKS

Continued from page 1

In the larger night clubs and hotel restaurants with bands the situation, according to the Ministry of Education journal Narodna Kultura, was "even more nauseous."

The commission found that the bands were playing almost entirely Western music and that vocalists were singing "in foreign languages in a perverted manner."

Narodna Kultura cited an incident at the expensive Balkan Restaurant where one distaff patron was so carried away by the band's rendition of the song "Mustapha" that she performed a belly dance in the middle of the dance floor.

However, the new restriction on Western music has placed the trade and entertainment agencies in conflict with the Bulgarian State Tourist Agency, which contends that Western music is required to attract tourists.

EUROPEAN
NEWS BRIEFS

Disk Vendors Hit Sales Boom

BADEN-BADEN, W. Germany—Vending machine single disk sales are picking up volume rapidly in West Germany. Germany's leading disk vending machine producer, MEFA-Automaten, of Baden-Baden, reports that the demand for singles dispensers has outstripped its production capacity. The firm reports that more than 1,000 operators are using its disk dispenser. Disk vending machines are relatively new in West Germany, but they have gained rapidly in sales, assisted by this country's booming record player production.

Belgian Ops on Prestige Promo

LIEGE, Belgium—Belgian operators are launching a person-to-person public relations drive aimed at making each operator a respected member of his community. Operators are being encouraged by their association to join community organizations, especially such organizations as the Chamber of Commerce and service clubs—Rotary, Lions, and professional groups. Charity and philanthropy are urged as notably worthwhile fields for operator PR endeavor. Operators are urged to make donations to every worthwhile charity in their areas and to pick one or more philanthropies for continuing support. In a "discreet, dignified manner" operators are advised to cultivate local officials who are in a position to be helpful to the coin trade.

Home Juke Box a Tiny Machine

WEST BERLIN—Beromat of West Berlin has developed a home juke box with 60 selections providing five hours of music. The box is described as a masterpiece of miniaturization. It measures 38.5 centimeters wide, 36.5 centimeters deep and 24.5 centimeters high, and can be installed in any ordinary phonograph cabinet. The selection mechanism resembles the keyboard of a typewriter and is fully automatic. The program is arranged merely by pressing the keys, and any single record can be replayed by pressing the key. Beromat intends producing the miniature juke box in various models, including a portable set. Although designed for home use, it can also be used in bars and cafes as a background music unit.

Exhibit Units at French Fair

PARIS—French phonograph producers will present their largest displays yet at the autumn 1961 hotel fair. The fair will be held from October 12-23 and will attract hotel equipment exhibitors from 17 countries. Main interest will center in the exhibition of C.A.M.E.C.A., producers of Scopitone, the French film juke box. Scopitone is winning a big hotel sales market throughout Western Europe. Aside from C.A.M.E.C.A., French exhibitors will include Automatique Distribution, Ste. Socodime; Ets. Dentzer, Cie Generale de Distribution, Ets. Marchant, Ets. Bussoz, Ets. Rondeau, V. Salmon, Automatic International, Ets. G. Clerge "Le Soccer," and Ste. S.A.L.E.M.

Dutch Test Jukes in Laundry

HAARLEM, The Netherlands—Dutch operators are experimenting with the installation of juke boxes in coin-operated laundries. There are 10 coin-operated laundries being "phonograph-tested" in this area. Results to date are highly satisfactory. The juke boxes are getting almost continuous play, and collections correspond closely to those from taverns in comparable areas. Operators here find that the 40-selection box produces optimum results at laundry sites. The 40-selection box is compact and hence easier to locate than most 100-selection boxes. Experience in Holland has shown that laundry patrons are not particularly interested in more than 40 selections. Operators find that program should be adapted to the distaff clientele, accenting r.&b.

Reverbs Debut in W. Germany

HAMBURG—Erich Schneider, the Wurlitzer and Williams general importer for West Germany, is bringing on the German market the patented Hammond sound reverberation or echo unit. The unit can be installed in any juke box by the operator and reproduce a "concert hall" effect. The echo unit supplies three-dimensional tone to supplemental loudspeakers, which otherwise tend to have a flat tone reproduction.

Patents for Coin, Juke Units

MUNICH—Patents have been issued for a new-design juke box and two coin games. Helmut Schlegel of Hassloch, in the Rhineland-Palatinate, has patented a juke box designed to resemble a console. Record selection and coin slots are partially concealed by the design, the aim being to make the box acceptable to ritzy locations. A pistol target game patented by Walter Kueppersbusch, of Velbert, Rhineland, offers speed shooting as well as marksmanship at fixed and moving targets. A patent for a coin-operated table tennis game was issued to Xavier Leonhart, of Landau-Isar, Bavaria.

See First CMC Response Encouraging

CHICAGO—The Coin Machine Council's last-ditch appeal for membership has produced a scattered though encouraging initial response, but the group is still in serious trouble.

Some 17 new operator memberships have come in since CMC sent its roadside mailing out shortly after Labor Day. Council officials are hopeful the number will continue to grow.

Several of the new contributors are even sending duplicate checks in addition to their initial membership dues "just to help CMC keep going."

Duplicate

One such, Bert Betti, Union City, N. J., sent a check for \$50 for enrollment as an affiliated-operator member, in addition to \$200 contributed earlier this year as a distributor (Betson Enterprises, Inc.).

Betti noted he was "willing to take this double membership in order to do our modest part to help the council continue the incredibly fine work it has done in just a short year."

"It is beyond our comprehension," added Betti, "how the legitimate, hard-working people who comprise the great majority in our industry have failed to support your (CMC's) valiant effort. They cringe and complain bitterly whenever any bad publicity effects our business, but they are apparently unwilling to do anything to help remove the unjust stigma."

Manufacturers and Distributors

Betti called on the manufacturers and distributors to help support CMC noting that the operator couldn't do it alone.

"Supporting your (CMC) work," he said, "is not only a matter of protecting one's good name but also a matter of good business sense. I hope the manufacturers and distributors will surge forward to keep the council alive."

"Admittedly the operators have not supported your (CMC) organization as well as they might. However, it will be the manufacturers and distributors who will suffer the most if the operators' position becomes untenable. I'm sure if the larger people support the council wholeheartedly, the operators in time can be educated to follow suit."

Betti heads H. Betti & Sons, a firm founded by his father back in 1932.

In addition to his duplicate membership, three other operators sent

in duplicate checks to keep CMC alive.

Of the 17 new names, eight were brand new, four were renewals, one an affiliate and four duplicates.

Betti's comments underscore one of the main problems confronting CMC since the first of the year—dramatic drop in manufacturer and distributor support with CMC ultimately having to spend a "disproportionate amount of its time and money in raising funds."

After an encouraging start some two years ago, both in terms of enthusiasm and financial support, CMC last August was forced to announce it would have to discontinue its activities within 90 days if more funds were not forthcoming.

Having started with five manufacturers—Bally, United, AMI, Chicago Dynamic Industries and Williams—and subsequently expanding to seven with the addition of Keeney and Games, Inc., the council today is receiving funds from but three, Bally, United and Keeney.

Considering that manufacturers

were contributing the lion's share into the program—as much as \$600 per month—the drop to only three contributors was crippling.

In distributor ranks, CMC started 1960 with 77 members, but could only get 33 renewals and three new members in 1961, giving a cur-

(Continued on page 82)

MOA BOARD TO
CHI FOR MEET

CHICAGO—The board of directors of the Music Operators of America will meet at the Hotel Morrison here, October 31 to November 2, to discuss plans for the 1962 convention and to mull major organizational plans. The meeting has been timed to coincide with the annual convention of the National Automatic Merchandising Association so that those directors already in vending can take in the show.

Ill. Operator Faces
Charges of Assault

CHICAGO — A Franklin Park coin machine operator and two accomplices, accused of beating two other men for cheating on an inline game, are out on bail.

The players, William (Tiny) Kent, 28, and Peter Gothard, 28, charged they were picked up by suburban River Grove Police while playing the machine in a tavern. They say they were taken to the River Grove station and subsequently turned over to three men who took them to a Franklin Park warehouse and beat them with baseball bats.

Charged with the beating are Sam (Big Sam) Ariola, Franklin Park, Louis Epoli, Melrose Park, and Guy (Chuck) Cervone, Melrose Park.

Disappears

Kent was hospitalized with a fractured arm and broken ribs. Gothard was less seriously injured and placed in hiding by State attorney's police after appearing before the Cook County grand jury. Since then, Gothard has disappeared—police speculate, not because of any foul play, but because of a reluctance to further testify.

Both Kent and Gothard have admitted playing a pinball machine in Al's Grill, suburban River Grove and cheating the machine of \$132—reportedly with the use of small wires.

The State attorney's office indicated it would seek indictments against the involved River Grove policemen for malfeasance and conspiracy to commit aggravated assault.

Admits

Meanwhile a Chicago Sun-Times story indicated last week that Cervone, one of the trio involved in the beating, reportedly admitted the beaten men's story was true.

Neither Ariola nor Eboli would however make a statement after surrendering to State attorney's police and appearing in the Criminal Courts Building.

Cervone reportedly pleaded the fifth amendment before the grand jury but it is understood he admitted the beaten men's story was true to State attorney's policemen.

Cervone is free on \$5,000 bond. Ariola and Eboli posted similar bonds after being charged to commit mayhem by a Riverside Justice of Peace. Cervone faces a similar charge.

All three men also reportedly have been charged with the beatings in a grand jury true bill.

Search of quarters occupied by Ariola uncovered considerable gambling equipment and a substantial amount of cash, indicating he had other than just coin machine interests.

Eastland Bill
Bogs Down
In Committee

WASHINGTON—The Eastland bill to put certain pinball machines under the Johnson Act prohibiting interstate shipment of gambling devices seems to have snagged in the House Interstate and Foreign Commerce Committee.

As of BMW's deadline time, no committee action was scheduled on the Eastland (D., Miss.) bill, S. 1658, nor on the House counterpart, H. R. 8410, although three other anti-gambling bills originally in the same package, have been signed into law with presidential praise for their passage by House and Senate.

The Attorney General had also asked for quick passage of the bill to bring all types of gambling devices under the Johnson Act, including those pinball machines which are "designed and manufactured primarily for use in con-

(Continued on page 86)

EDITORIAL

Need for PR

No better example of the coin machine industry's need for an effective public relations program exists than the situation in Chicago where a Franklin Park operator and two accomplices are accused of beating two men for cheating on an in-line game. The fact that this has happened is deplorable, but there is no point in trying to avoid the issue.

What is important is this. The beatings are as repugnant to the thousands of hard-working, honest persons engaged in the coin machine business throughout the country, as they were to all other citizens who read the reports in the daily newspapers.

Certainly doctors have been involved in crime—but this does not taint the entire medical profession. Lawyers are indicted for wrongdoing, but the entire legal profession is not held culpable. In this case, a man who among other things, operates coin machines, is involved in a criminal act. It is he, not the entire coin machine industry, that should be held responsible.

The people in the coin machine industry understand this. So should the public.

the ROCK-OLA 100

ALL-PURPOSE STEREOPHONIC-MONAUURAL-100 SELECTIONS
WALL PHONOGRAPH

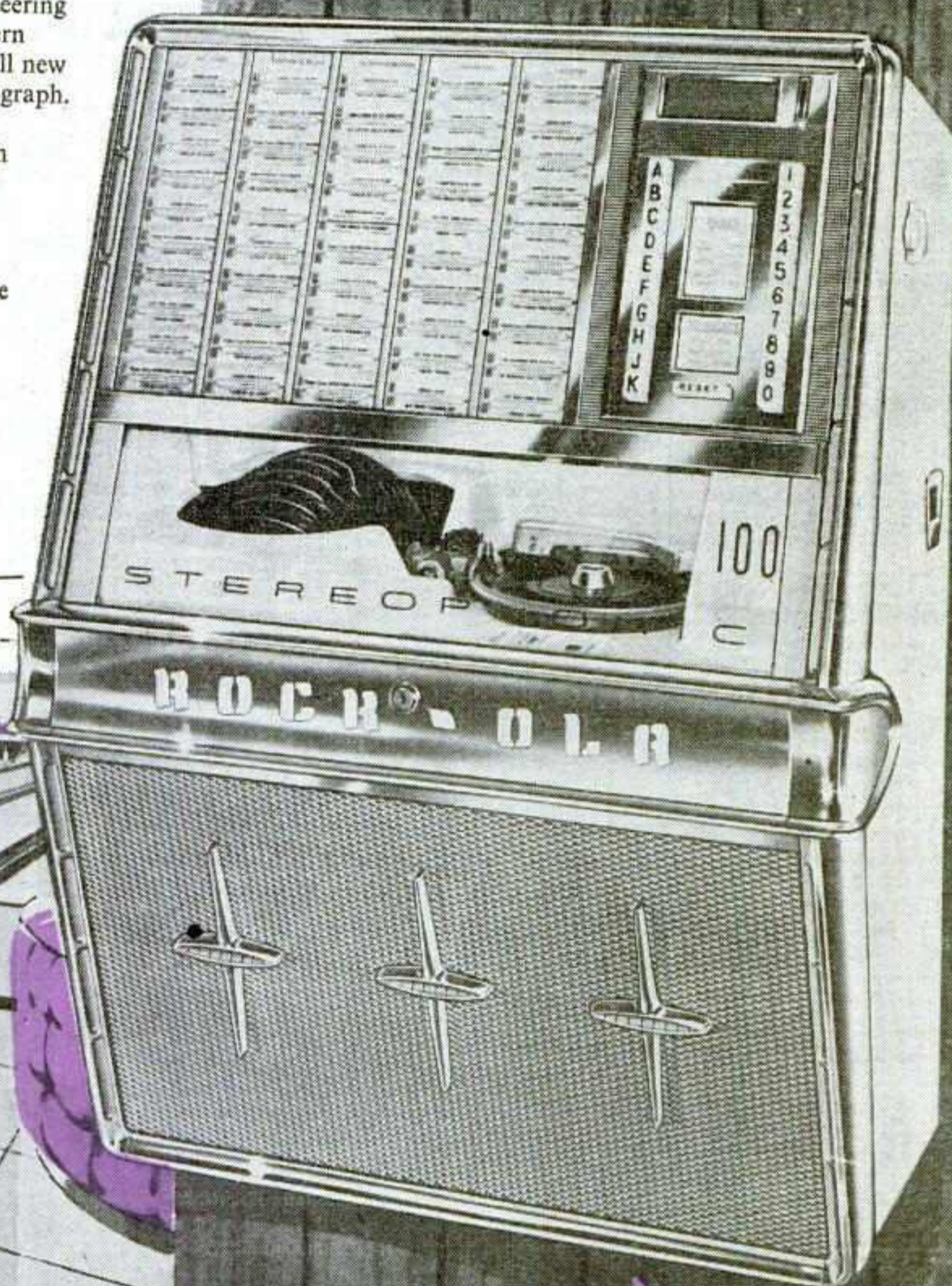
MODEL 1494

engineered and designed
to give you the finest
and most profitable features
in the industry

COMPACT-VERSATILE-DISTINCTIVE

The world famous Rock-Ola tradition of engineering excellence is again proven by the unique, modern cabinet and the daring miniaturization of the all new mechanism in the Rock-Ola "100" Wall Phonograph. With the new "100" miniaturized mechanism again comes the unexcelled dependability which for years has made the original Rock-Ola Revolving Record Magazine the standard in the industry for quality and dependability.

Rock-Ola offers its Operators a small, attractive and versatile wall phonograph with all the capabilities of a standard floor model. Its gleaming silver and chrome appointments and compact cabinet complements any location decor and fits even the smallest location while occupying no floor space needed for other facilities. The profit-making answer to smaller locations is the Rock-Ola "100".



look to **ROCK-OLA** for advanced products for profits

ROCK-OLA MANUFACTURING CORPORATION
800 N. KEDZIE AVE., CHICAGO, ILL.

Earl Kies Seeks Price Break on Juke Box Singles for America's Operators

By NICK BIRO

CHICAGO—Earl Kies feels that juke box operators should get a price break on singles and he has some good arguments to back him up.

Kies, who is a prominent Northwest Side operator here and president of the Chicago juke box operator association, points out that operators don't return records like dealers do. An operator buys for use, and once he gets a record he generally keeps it.

Also the operator is the No. 2 promotion medium for singles (after the disk jockey) Kies feels, and he should get some consideration for this.

Manufacturers Benefit

According to Kies, the manufacturer would benefit from the move because it would enable the operator to buy a wider variety of records for his money and showcase more talent.

He points out the juke box operator is in a far more precarious position than the dealer in buying new records. "He has to do more guess work. When a promising new release comes out, the operator is almost forced to buy about a dozen to try out on his route. If they click, fine. The operator buys more. If not, he eats them."

Kies points out that while operators may have a return privilege, once they use a record, they're stuck with it.

Won't Experiment

As a consequence, many operators are reluctant to experiment with new record companies and new artists.

He says that back in the 30's there were only a handful of record companies, and the operators' job of picking hits was not so complicated. Today there are at least a thousand, and the chances of guessing wrong are greater.

Kies notes that juke box operators generally allocate a percentage of their gross to record purchases. With a price cut, they would continue to spend the same dollar volume, but they would be buying more and a greater variety of records.

Adult Market

In addition to a price cut, Kies feels that the move by several record companies, Columbia, Decca-Coral, Vassar and United Artist, to aim a substantial part of their singles output to the juke box market will be a big help.

"This could be a big thing. Up to now, singles have been aimed at a teenage market; we need adult records," he emphasized.

The majority of good locations, especially in urban areas, are taverns and cocktail lounges. Age groups vary from the early 20's on up. One category that doesn't frequent taverns, however, is teenagers and, unfortunately, a large portion of the current record product is aimed at their taste.

One-Stops Support

The Kies position on price already has some support among several of the city's one-stops. Both

Singer and Music Box charge 60 cents to operators and 65 cents to dealers.

They justify it because operators seldom if ever return records, enabling the one-stop to build up its return privilege with the distributor.

Most of the city's distributors, however, continue to quote the operators the same 60-cent price they charge dealers.

Store Sales

The comment by Kies about a need for adult material on singles has also long been a popular one in the juke box business. Operators have complained that singles are released with store sales in mind with the operator forced to buy what was available.

One result is that juke box collections over the years have shown a steady decline. According to BMW's juke box operator survey last year, some 58 per cent of the nation's juke boxes grossed less than \$15 a week before commissions.

And while many factors have been responsible for the decline in revenue, the lack of suitable product, especially in stereo, has played an important role in this decline.

Seemingly adding credence to the Kies position is the success enjoyed by Columbia, Decca-Coral, Vassar and United Artist juke box packages to date. All have gotten good initial response from operators.

Lee Jones, Retired Chicago Distrib, Dies

CHICAGO—Lee Jones, prominent Chicago distributor for many years prior to World War II, died recently in Augusta, Ga., where he had been living in semi-retirement.

Jones was one of the first distributors to initiate financing of coin-operated equipment through his firm, American Sales Corporation. He was also active in the organization of one of the early coin machine manufacturers association. He left Chicago shortly after World War II.

Prominent Boston Coin Official, Edward Ravreby, Dies Suddenly

BROOKLINE, Mass. — Death came suddenly to Edward M. Ravreby Tuesday (12), when he collapsed at Temple Mishkan Tifila and died after being rushed to a hospital.

Ravreby had been prominent in

the coin machine industry for many years, and until 1958 had been president of Associated Amusements, Inc., of Boston. He had served as a distributor over the years for most of the phonograph and amusement game firms.

Ravreby originally went into business with three other brothers, Jack, Arthur and Al, with the Owl Machine Company in Boston. Arthur still operates under the firm name. In 1947, Edward started Associated Amusements and remained as its head until 1958 when he became ill. He started out as distributor for the Mills line of amusement machines and phonographs.

He had been president of the Brotherhood of Temple Mishkan Tifila, and a member of the board of the temple. A 32d degree Mason, he had been active all his life in Masonic affairs. He was also chairman of the Combined Jewish Appeal for the Businessmen's Division.

He leaves his wife, Dorothy Levison Ravreby, two brothers and a daughter, Ruth Mae, wife of Richard Mandell, general manager of International Vending Corporation of Boston, and two grandchildren. Funeral services were held (13) with burial in Mountvale Cemetery, Woburn.

Ted Kasil, Davis Publicity Chief, Dies Suddenly at the Age of 40

SYRACUSE—Funeral services for Ted Kasil, public relations director for the Davis Distributing Company, New York State Seeburg distributor, were held Tuesday (12) at the Fairchild and Meech Funeral Home here. He died Saturday (9) of a cerebral hemorrhage.

Kasil, who would have been 40 in a few days, leaves his wife, Betty, and two children Tommy, 5, and Wendy, 3.

A former publicist and advertising man, Kasil joined the Davis staff eight years ago. He organized and edited the Davis Digest, a house organ circulated to operators throughout the State; arranged location relations programs, and was instrumental in selling dime juke box play to the operators and locations.

Kasil had been born with an incurable blood disease, which could have been fatal at any time. Despite frequent periods of hospitalization and more frequent periods of intense pain, Kasil was able to run a resourceful and efficient public relations department and come up with promotions that strengthened the industry in New York State.

Bob Romig, vice-president of Davis Distributing and a clergyman before he entered the automatic phonograph industry, spoke briefly at the services.



TED KASIL

Romig paid tribute to Kasil's courage, pointing out that while many persons in Kasil's condition would have settled for the life of an invalid, Ted Kasil fought nearly every moment of his life to achieve success in his field, to establish and raise a family, and to contribute something during his life span. He succeeded in all three.

In addition to his work in public relations, Kasil had worked as a technician in the pathology laboratory of a Boston hospital. He was active in the New York State Association of Trade Paper Editors. Shortly before Kasil's death, his family had moved into a new home at 637 Cumberland Street here.

EDITORIAL

Our Friend Is Dead

For the last decade, Ted Kasil, public relations director of the Davis Distributing Company, must have known that he could die at any time. His friends and family knew it too, for Ted was suffering from an incurable blood disease—and he was kept alive by constant transfusions.

In spite of this knowledge, we find it difficult to accept the fact that Ted died last week. It seems incredible that this courageous and gentle man now lies in a cemetery in Syracuse.

For 10 years Ted lived with death at his elbow, yet few men have radiated more life. Ted was always on stage. His quick and gentle wit never slackened. He reminded us of the old song-and-dance man, always ready with an apt line. His routine was never tiring, and his flip remarks generally got to the truth of the situation, no matter how complicated that situation might have been. It was impossible to have a conversation with Ted Kasil without feeling good about it.

Ted had problems that would make our minor difficulties pale by comparison, but he never troubled you with his grief. He was a happy man, and he made you feel happy.

Ted would have been 40 years old in a few days. He is mourned by his wife, Betty; by his two young children, Tommy and Wendy—and by every man and woman who ever knew him.

While Ted was a Syracuse boy, and while he lived most of his life in up-State New York, he was Broadway at heart. He loved the world of entertainment—and he would look forward for months to his all too infrequent visits to New York City. When he and Betty did come to the city, it was a dizzy round of Broadway musicals and good jazz joints.

Just a few months ago, we had the opportunity to accompany the Kasil's on an evening on the town, with Ted acting as the guide. The professional entertainment was great, but what gave us the most pleasure was the opportunity to be with Ted when he was at his happiest. It was an experience we'll never forget.

Ted was a real pro at his job. He edited the monthly Davis Digest, which went to operators all over New York State; he handled press relations like an old master, and was fiercely loyal to his employers, Al Wertheimer and Bob Romig. He maintained a degree of enthusiasm toward his job and toward his industry that at times made us jealous.

His favorite chore was arranging the entertainment programs at the annual New York State Tavern Owners Association, when Davis would throw its annual party for the location owners. Ted would line up the acts, rehearse the show and generally take charge of the proceedings. For a few hours he was in show business. He loved it.

It is difficult to say anything more without resorting to the bromides which gush forth when lesser men die. Ted Kasil was our friend and there will never be another quite like him.

CMC Response

Continued from page 80

rent total of 36, less than half the 1960 figure.

Distributors contribute \$200 per year, so the council lost roughly \$8,200 by losing 41 distributor members.

In the operator category, CMQ started 1960 with 244 members and this year has some 277, indicating a slight increase. Operator memberships, however, go for \$10 a year (a few pay as high as \$25 to \$50), and this figure is hardly enough to keep CMQ alive. Also, considering that the industry claims some 7,000 operators, the 277 figure is considered very weak.

Tag Automatic As Rock-Ola Distrib in P.R.

SANTURCE, P. R.—The Automatic Equipment Distributing Corporation here has been named exclusive Rock-Ola distributor for Puerto Rico and the Virgin Islands. Jeronimo Esteve is president of the firm, while Ronaldo Fongon is sales manager.

Named as agents in the San Juan area are Ayala's Jukes, Fuentes Music and Refrigerama, Inc., while Fuste's is the agent in Comerio. According to Fongon, the first shipment of 10 Rock-Ola Princess phonographs was sold out in a few days.

The distributorship has been placing large display advertisements in local newspapers to promote the new Rock-Ola with locations and consumers.

Genie Paul, Pioneer Va. Op, Dies at 67

RICHMOND, Va. — Eugene (Genie) Paul, pioneer Virginia juke box operator, died here Wednesday (13). He was 67.

Paul at one time owned the Richmond Amusement Sales Company, currently operated by John D. Chandler, past president and director of the Music Operators of Virginia.

Paul, who was well known to operators in Virginia and throughout the nation, leaves his wife, Mrs. Isabelle Brady Paul.

GEORGIA COIN MACHINE MERCHANTS ASSN.

Suite 1212

First National North Avenue Building

615 Peachtree Street, N.E.

Atlanta 8, Georgia

Gentlemen:

Please enroll me as a member of the Georgia Coin Machine Merchants Association. Enclosed is my check for \$50.00 initiation fee and \$_____ for dues.

Please bill me separately for my dues_____.

NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____

All applications must be accompanied by \$50.00 initiation fee. Dues are \$100.00 yearly—\$55.00 semi-annually. (Payable at time of application or to be invoiced; whichever you prefer.)

Why Seeburg's exclusive ARTIST OF THE WEEK plan makes more money for the independent operator

The experienced independent operator knows that the phonograph designed to *sustain* interest and excitement among location customers can automatically boost his income.

The phonograph that can do this insures profitable income in top locations. It cements a firm operator-location relationship. It maintains high re-sale value for future trading.

More than that, such a phonograph makes it possible for the operator to obtain more equitable commission arrangements with his locations. For as costs of doing business continue to rise, such arrangements are more than desirable: They are a necessity.

Coin-phonograph music has always reflected—and profited from—the public's taste. Customers have always preferred to play, in locations, the same kind of recorded music they buy for their home phonographs. When the 45-rpm single was riding high at home, it was king on the coin-operated phonograph.

But when the public trend started moving toward the 33½ albums, and store sales of 45s began to slump, the music operator soon found himself in a situation he could not turn to his advantage. His equipment could not play the records most persons were buying for their homes.

When the record industry finally introduced the 33½ stereo single, Seeburg correctly forecast that this was the record that would solve both problems. It would bring adult album music to the juke box once more. It would halt the national decline in single sales.

While others tried to fight it, Seeburg turned it into another "first" by immediately perfecting and introducing automatic intermix of 45s and 33s. As a result, the operator with Seeburg equipment was able at once to profit by this development and to insure against obsolescence of his equipment. Now all other manufacturers are following suit.

The last two years have proved Seeburg was right. Today, 40 record manufacturers—including all the major labels—are issuing their best-selling material on 33½ stereo singles as well as in 33½ albums. As far as the public is concerned, the old 45 is almost history.

Something else has happened, too: Introduction, by record manufacturers, of the dramatic, colorful, album cover. It has long been a powerful sales-stimulator for the expensive 12-inch album. Every record dealer in the world will testify to this.

So when, at Seeburg's suggestion, the manufacturers of 33½ seven-inch record albums added the selling power of exciting covers to their albums, they hit a bonanza. Because—just as with magazines and pocket books—many persons buy an album because they like the cover.

Here was another powerful trend in music-buying that the music operator could now capitalize on because Seeburg—out in front once more—devised a brand-new music merchandising plan, Seeburg's "Artist of the Week." It took the potent album cover and turned it into an income-producing feature for both operator and location.

"ARTIST OF THE WEEK" IS A MUSIC SELLING PROGRAM

First, the phonograph itself. Seeburg automatic intermix, which has never required any adapter kits or devices, is completely *use-proved* in locations from coast to coast. Operators know it works. As long as they are available, 45s can be freely intermixed with 33½ singles.

Second, Seeburg's Artist of the Week plan can provide the location with a new "show" every week or two—ten popular new album selections all by the same artist. And these are displayed on a special title strip panel to encourage the most play by customers.

Third, the Seeburg Artist of the Week plan brings that proved music salesman—the colorful album cover itself—right to the phonograph. Seeburg's brilliantly lit top panel displays the album cover from which the ten Artist of the Week records have been chosen.

Fourth, for every operator, Seeburg has a compact, portable audio-visual presentation that takes all the guess-work out of selling this profitable plan to the location. It sets up in a minute—on bar or table—and in sound and color pictures spells out the business facts you want the location owner to understand.

The Seeburg Artist of the Week plan has been proved effective over and over. Everywhere it is worked, it boosts income, paves the way for better commission arrangements, and pleases the location customers.

If you do not understand it thoroughly, and what it can do for your business, call your Seeburg distributor and tell him you want a full demonstration. You owe it to yourself, to your business, to do it, soon.

THE **SEEBURG** IS PERSONALIZED FOR EVERY LOCATION

THE SEEBURG SALES CORPORATION, Chicago 22

The Next Time
you need
GIMMICKS,
Take your Pick—

- False Teeth
 - Luminous Bulbs
 - Grocery Charms
 - Hot Dogs & Hamburgers
 - Binoculars
 - Gun in Holster
 - Bullets
 - Furniture
 - and hundreds more!
 - Samples on Request.
- SAMUEL EPPY & CO., INC.**
91-15 144 Place
Jamaica 35, N. Y.

**MANDELL GUARANTEED
USED MACHINES**

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Machine	18.00
N.W. Model 233, 1¢ Parc. Com- verted for 100 ct. B.G.	6.50
Silver King 1¢ B.G. or Mds.	8.50
AST Guns	30.00
Mills 1¢ Tab Gum	12.00
Model 233 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red.	75
Pistachio Nuts, Jumbo Queen, White	70
Pistachio Nuts, Large Tulip	72
Pistachio Nuts, Vendor's Mix	43
Pistachio Nuts, Sheik, Red	57
Cashew, Whole, Sheik, Red	76
Cashew, Butts	40
Peanuts, Jumbo	45
Spanish	35
Mixed Nuts	57
Baby Chicks	32
Rainbow Peanuts	32
Boston Baked Beans	32
Jelly Beans	28
Licorice Gems	28
M & M, 500 ct.	47
Hershey-ets	47

Rain-Blo Gum, 72 ct.	32
Malt-Ette, 100 ct., per 100	33
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
Beech-Nut, 100 ct.	45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands,
Globes, Brackets, Charms. Everything
for the Operator.
One-Third Deposit, Balance C.O.D.

There Are
Big Profits In

NUTS

GET YOUR SHARE WITH
Northwestern

**49 NUT
VENDOR**

Interchangeable
SANI-CARRY
globe for faster
servicing.
Displays mer-
chandise to best
advantage.
Also available
in Hot Nut.



STAMP FOLDERS, Lowest Prices, Write

MEMBER NATIONAL VENDING
MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN
SALES AND SERVICE CO.**

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

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

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:

H. B. HUTCHINSON, JR.
1754 N. Decatur Rd., N.E. Atlanta 7, Ga.
Phone: DRake 7-4300

We handle complete line of machines, parts & supplies.

**Lady Bulk Operator Finds That Placing
Vending Units in Bars Is Sure the Nuts**

ATLANTA — Mary Mann, bulk operator here, is capitalizing heavily on an unusual idea.

Mrs. Mann, who has more than 10 years in the bulk vending field behind her, noticed years ago that very few of the city's cocktail lounges and bars were realizing anything like the total sales potential from nuts, cheese crackers, or confections displayed on the back bar. While most bartenders, of course, obligingly handed over a sack of red skin peanuts, a package of cashew nuts, etc., at the request of a bar rail customer, few of them have enough time to put any sort of selling effort into the situation.

Why not, Mrs. Mann asked herself, simplify the situation by putting 5-cent vending machines directly on the bar itself, vending the most popular bar favorites such as red skin peanuts, roasted types, Spanish peanuts, pistachio nuts, and cashew nuts?

Although most of her vending in the past had been concentrated on 1-cent machines, she armed herself with several brand-new 5-cent machines, and began calling on bar owners, suggesting that the machines be installed right along

the bar, within easy reach of customers.

The reactions were varied, of course. Some bar owners refused to clutter up the already somewhat limited space along the bar rail with vending machines. Others complained that they felt that such debris as the skins from red skin peanuts, hulls from pistachio nuts, etc., would complicate cleaning the bar top and drive away customers. Others, however, faced with a considerable drop in bar revenue, were willing to give it a try, so long as the machines were attractive and well maintained.

Since then, the Atlanta woman bulk operator has added one bar after another, with anywhere from two to six 5-cent vending machines, offering as wide a choice of nuts. A typical bar, for example, is Vi's Lounge, in the suburban Buckhead owner, shows five bright red and yellow vending machines, offering three types of peanuts, one 5-cent cashew machine, and one 10-cent pistachio unit.

Spaced down the length of the bar where they won't interfere either with patrons or bartenders, the machines sell better than 10 times as many nut snacks per month as did the most elaborate

display of sacked nuts on cards or display racks, behind the bar in the past.

Commissions

Mrs. Mann works out different arrangements with each of her bar owners, as a matter of personal preferences, but usually sets up a 65-35 commission split which bar owners accept in view of the obviously higher price of the 5-cent vending machines, generally higher operating cost today, etc. There are almost no standard 50-50 commission anywhere along the route, and in fact, Mrs. Mann seldom finds anyone requesting this set-up.

To keep bar owners and bartenders happy, she uses only machines equipped with a trap chute, which will hold the nuts in place until the customer can get his hand under the chute, refills the machines at far more convenient intervals than was usual with 1-cent machines, and checks the quality of the nuts being served closely, at least once per week.

Paying commissions in cash, at the time the machines are serviced, and reminding bar personnel to suggest them whenever possible, has broken every record for total sales volume which businessmen had ever established before.

**Cleveland's Ridge Gum Corporation Sets Up
And Educates Operators in Bulk Vending Biz**

By IRINA MIHALEGA

CLEVELAND — Stressing the need for educating the new bulk vending operator, a Cleveland firm offers to "set up" new operators in the bulk vending business.

Ridge Gum Corporation, one of the largest mail order firms in bulk vending, with 3,000 machines in



JOSEPH RADES

possible by quantity buying by Ridge Gum, which sells 100 tons of jumbo gum a year.

"We are in a position," says Rades, "to go out and get the best prices available, and that same price we pass on to the others. We're setting up part-time operations for some fairly big operators, who still can buy cheaper from us than they can by buying direct."

Ideal Venture

Rades feels the bulk vending business is an ideal venture for retirees, or the semi-retired persons, can give it "real attention."

Although some of Ridge Gum's machines make up to \$7 a month, Rades promotes the average monthly profit per machine at \$1, claiming there are no "get-rich-quick schemes in this world today—only hard work and sticking with it."

New operators being set up by Ridge Gum in the bulk vending business have not been limited to the Greater Cleveland area, some have come in from Akron and Mansfield on the recommendations of new operators set up by Ridge Gum.

Mostly Retirees

Some of the new operators are full-time employees entering into the business on a part-time basis and most are retirees supplementing their retirement income.

Typical of operators Ridge Gum is setting up in the Bulk vending field is John Hay of Cleveland, a full-time employee in the automotive industry, soon to retire, who is starting out with 40 machines with plans to expand his route to 160 machines within the next few months. Until his retirement when he can work his route full time, son, John Jr., will manage and service the route.

Ultimate goal for the wholesale program by Ridge Gum, Rades announces, is to increase the wholesale volume to that of retail sales—now a 10 per cent to 90 per cent ratio, and to schedule regular classes for new operators to "educate them right."

**RECONDITIONED & REFINISHED
NORTHWESTERN 49's**



Rotary delivery—mechanically simple—Sani-carry globe.

Available in 1¢ or 5¢ Merchandise or 1¢ Ball Gum and Charm.

(Specify when ordering.)

Only \$13.50 each

In lots of 10 or more ONLY \$12.50 ea.

**RECONDITIONED
SILVER KINGS**

Finest 1¢ or 5¢ Bulk Vender ever made!

Available in 1¢ or 5¢ Merchandise or straight 1¢ Ball Gum.

(Specify when ordering.)

Only \$8.50 each

In lots of 10 or more ONLY \$7.50 ea.

Send for list #110 of new and reconditioned machines.

Terms: 1/3 deposit, balance C.O.D.



Rake Coin Machine Exchange

609-A Spring Garden St.,
Philadelphia 23, Pa. WAInut 5-2676



Write for price list and full sample line.

Guggenheim

33 UNION SQUARE
N. Y. C. 3, N. Y. • AL. 5-8393

**Electric Money Maker
Famous ACME
ELECTRIC
MACHINE**



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
2 and up 23.50
Floor Stand 5.00

ORDER TODAY

1/3 Dep., Bal. C.O.D., F.O.B. N.Y. Distributors, Write for Prices.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y.
PResident 2-2900

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

★ Advance information on what's new in BULK VENDING.

★ Latest news on money-making hits like the MOON ROCKET, 60 Quick-Tach, 60—3 for 5c.

★ The Northwestern, full of news, operating hints, photos, all for the BULK Vending Operator.

★ Make sure your name is on the Northwestern mailing list.

Write Today.

Northwestern

CORPORATION

2913 E. Armstrong St. Morris, Ill.
Phone: WHItney 2-1300

Say You Saw It in
Billboard Music Week

Op Finds Profit Close to Home

DENVER—Charles Flowers, a veteran of 11 years in bulk vending, is one operator who doesn't believe that it is necessary to expand over a huge territory to create a profitable vending route.

SHARON PODERS ON BMW IN CHI

CHICAGO—a bright, new face has joined BMW's Chicago staff. She's Sharon Poders and she'll assist in both advertising and editorial. A native Chicagoan, Sharon attended Washington University, St. Louis, before coming to Billboard Music Week. Hers will soon be a familiar voice and face to those in the Midwest.

Flowers, a factory employee for some 30 years, did not go into vending until 1951, although he had "dabbled" briefly in the business in 1945 and 1946. Discontented, however, with "working for the other fellow," he decided in 1951 to cut loose from all other ties, and to become a full-time bulk operator.

In the 10 years hence he has studied bulk dealers operations to the point that he has worn out two jeep station wagons, extended to more than 500 machines, but still maintains the entire operation within a 10-mile drive of his home. "Probably some of my thinking along these lines comes from the fact that I was a bachelor until I was 51 years old," Flowers said. "Now that I have a family, I enjoy being home much more."

Went Full Time

Flowers kept up a full-time department store job until five years ago, when the boom in Denver's population convinced him that he should increase his route even more, and devote full time to it. He invested in another 200 machines to bring it up to the current 500, and an excellent reputation already established, he didn't find it difficult to line up that many additional spots in a little more than a year.

Flowers through most of his career has concentrated on service stations, with some creameries, and a few stores, taking up the rest of the equipment. "I gotta be in supermarkets and super drug-stores," he said, "where big, multiple locations pay the best results. Most of these spots were already pretty well taken over, however, when I got into stride, and so I must concentrate on my own type of location."

Tab Gum

One of his major assets in landing hard-to-get locations has been a vast collection of tab gum machines which are uniformly in use the year-around. The Denver op-

erator found a long time ago that many fastidious-minded people object to ball gum, dispensed through a vending machine, with no sanitary protection other than the globe. Tab gum, on the other hand, appeals to even the most germ-conscious customer because of the white wax paper or foil wrap used.

That lead to carrying tab gum machines around in the jeep station wagon, exhibited wherever a potential location owner would complain of the drawback confirmed with ball gum.

Eventually, Flowers was able to land literally dozens of spots which had resisted the brandishments of other operators for long periods of time. His tab gum has been officially approved by store organizations, for example, primarily because the gum is of high quality, and because it features nationally advertised lines.

Careful Stacking

"Tab gum makes me pay a penalty, however," Flowers said. "It is much harder to load, of course, than simple poured-in ball gum, and takes a lot of careful stacking and separate handling. It sells so much faster than ball gum that I must put a lot of time every week in just making up cardboard holders full of tab gum for reloading into the machines." Handling them deftly Flowers can tip up one of the holders and load one chute in one motion.

Over the years, the ideal prescription for service station locations which make up better than 85 per cent of the route has proven to be a 1-cent peanut machine, one-ball gum or pad gum machine and a 5-cent cashew machine. Cashews have proven extremely popular with this Denver operator, probably because he gives a generous helping, keeps the machine scrupulously clean inside and out, and liberally "samples them" to location owners and their employees as soon as he approached the prospective location.

There are very few pistachio machines on his route, placed there primarily on a request basis. There are very few location owners who don't object to the hulls of cashew nuts littering up the floor, bar, or other flat surfaces, and so, Flowers stays away from these hard-shell nuts for the most part.

Nickel Machines

Success with 5-cent machines located contiguously to his 1-cent machines has been such that Flowers would like to drop many of his 1-cent machines in favor of the jitney variety. He has found that for some reason, the 5-cent machine pays excellent dividends in the suburbs of Englewood,

Littleton, Aurora, Arvada, and similar fringe towns which make up much of his territory. To date, most location owners have been skeptical on the subject of 5-cent machines, but uniformly, cashews at 5 cents proved to be as good a seller as ever-popular pad gum or 1-cent peanuts.

Handling the entire route himself, Flowers puts in exceptionally long hours, and is actually on the route at least six, and sometimes seven days a week. He services machines anywhere from once a week to once every six weeks, depending upon the location, and doesn't mind Sunday calls, where an emergency situation exists. In fact, he has often whiled away a slow Sunday afternoon by going out and repainting several penny venders on location.

Vandalism

The chief problems to date have been vandalism, which is growing in many areas. For example, on the day this article was written, Flowers had just returned from inspecting a group of three machines which had been smashed into smithereens by burglars breaking into a car-wash location in North Denver.

Other machines disappear, or wind up with broken globes through nothing but maliciousness. "I tried to obtain insurance of some form" the Denver operator said. "However, the premiums are so high it is just plain prohibitive." He feels that he can absorb a certain amount of damage along these lines, however, inasmuch as most of his machines are already depreciated, and all earnings are pure profit.

Although obviously he has little time free for hobbies, the 61-year-old operator began collecting coins last year, an interest spurred by the many foreign varieties which turn up in the cash boxes of his vending machines. "I guess that you can say that my work is my hobby," Flowers grinned.

Royal Blast Opens Plant

CINCINNATI—Royal Distributing Company will open its new 22,000-square-foot plant with gala open-house ceremonies, Saturday and Sunday afternoon (23-24).

Harold Hoffman, manager, and Clint Shockey, sales manager, are extending an invitation to all operators in the area. Royal is planning on gifts for the children, wives and even men, door prizes and, of course, refreshments and buffet.

Royal has been in business since 1946 and in the past two years has become one of the largest distributors in the country, representing some 14 leading coin machine manufacturers.

COBLENZ COURT RULES AGAINST LOCATION PROP.

COBLENZ, W. Germany—The court at Coblenz has ruled against a location proprietor who canceled a ball gum bulk vending contract. The defendant was found guilty of a breach of contract in a case which establishes a precedent for supply and equipment tie-in sales. The plaintiff, a ball gum manufacturer, agreed to provide the location with a vending machine on the condition that the location purchase its ball gum stocks exclusively from the firm, and that the machine be kept constantly filled to the three-quarter mark with gum. After several months of poor gum patronage the location voided the contract and requested the gum firm to remove its machine.



PAPCO STA-TITE CAPSULE

Look no further for a PERFECT CAPSULE—we've got it!

Here's the capsule with the "New Look." It's rounded for perfect vending—it will hold larger items—And it will stay closed without opening.

Easily filled without looking at what you are doing. Your machines will hold more due to perfect design.

Available in beautiful two-tone clear and transparent colors to give your machines the eye-appeal they need.

ALSO AVAILABLE!

The "Mystery Capsule"—A jet black capsule. We believe that people like surprises. With these capsules they will not see what they are getting until they open the capsule.

Whenever the capsule business can be given a lift, we can do it.

ONLY \$5.50 per M, packed 5M per carton.

Also available: FILLED CAPSULES from \$13.50 per M.

Order from your distributor or:

Paul A. Price Co. Inc.
55 Leonard St., N.Y. 13, N.Y. Cortlandt 7-5147-B

BIG SAVINGS ON BALL AND VENDING GUMS

SAME FINE FLAVORS CENTERS AND COATING

Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size28 1/2¢ lb.
Chicle Ball Gum, 130 ct.	...36 1/2¢ lb.
Clor-o-Vend Ball Gum	...41 1/2¢ lb.
Clor-o-Vend Chicks, 320 ct.	41 1/2¢ lb.
Chicle Chicks, 320 & 520 ct.	37 1/2¢ lb.
Bubble Chicks, 320 & 520 ct.	29 1/2¢ lb.
Tab (short stick), 100 ct.	...38¢ box
5-Stick Gum, 100 packs	...\$1.90

F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS
36 years of manufacturing experience
4th & Mt Pleasant • Newark 4, N.J.

BIGGEST PROFITS GUARANTEED VICTOR 2000 Capacity 2,000 Balls of 100-Count Gum



VICTOR VENDING CORP.
5701-13 W. Grand Ave.
Chicago 39, Ill.

Wico Corporation Publishing 1962 Ordering Catalog

CHICAGO—Wico Corporation last week put out its 1962 parts and supply catalog containing one of the coin machine industry's most extensive listing of game, music and vending items. The volume lists some 164 pages of coin machine parts and is completely indexed by part name and manufacturer name.

Wico is also offering a premium stamp plan whereby operators may earn premiums from free stamps given with each order. Prizes are also shown in the catalog.

Among manufacturers for whose equipment replacement parts are available are AMI, Bally vending and games, Chicago Coin, Cole; Games, Inc.; Genco, Gottlieb, Keeney, Midway, Rock-Ola, Rowe, Seeburg juke box and vending, United games and phono, Vendo, Williams and Wurlitzer.

Parts are shown with an illustration, nomenclature and description.

Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

CLEVELAND COIN MACHINE EXCHANGE, INC.
2029 Prospect Ave. Cleveland 15, Ohio
Phone: TOWER 1-6715

oak PROFIT MAKER!

25¢ OR 50¢ SANITARY VENDOR

The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

oak MANUFACTURING COMPANY, INC.
11611 Knightbridge Ave., Culver City, California

Oak's Sanitary Vendor available at RAKE COIN MACHINE EXCHANGE
609 Spring Garden Street Philadelphia 23, Pa. WALnut 5-2676
"Stock is Always on Hand"

GIVE TO DAMON RUNYON CANCER FUND

FLICKER PICTURES

In five copyrighted series—31 different pictures—beautiful colors in vacuum plated rings or lockets.

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

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company
2534 Mission Street, Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

W. German Op Power Growing as Jukes Become Top Record Exposure Medium

Continued from page 4

ever having made German radio and TV "Hot 100" lists.

Another such phonograph-promoted top tune in West Germany was "Charlie Brown," which German radio and TV rejected out of hand as sheer musical madness. But German juke box fans boosted this "Iusigen Lausbubensong," as the Germans hilariously dubbed Charlie Brown, into a top seller. Other songs spurned by staid

German radio and TV, but boosted to top tune popularity include Sidney Bechet's "Petite Fleur," "Laila," the Italian tune "Marina," Chris Howland's "Fraulein," Fred Bertelmann's "Laughing Vagabond," and Ted Herold's "Moonlight."

Although not all German juke box operators care to boast about the fact, it is nevertheless true that juke boxes—and juke boxes alone—were responsible for making rock 'n roll almost as popular in Germany as in the U. S. and the United Kingdom.

Jukes Sell Disks

Marketing surveys establish that disk shop sales bear a direct relationship to programming on juke boxes in the area. Tunes which top area phonographs automatically top disk shop sales in the same area.

This has been established in survey after survey and is no longer disputed.

Moreover, the increasing num-

ber of juke boxes in West Germany is creating an ever-larger market for records, aside from promoting their sale to juke box fans.

Juke box operators are buying more than 3 million records annually.

However, German diskeries have been slow to grasp the import of all this, even as have the operators. Disk prices have remained high (at least in the view of operators), and the diskeries have done little to cater to operator wishes or to back up the operator in his running battle with the copyright organizations and the tax authorities.

The operator has remained "just another customer."

But all this is now changing as diskeries come to realize—or are forced to realize under mounting pressure—that they have been neglecting their most powerful sales promotion force: the operator.

The majority of German operators, while becoming aware of their tremendous influence on disk sales, reject the "tough guy" approach of arbitrary demands on the diskeries. They favor preaching the gospel of co-operation—insofar as it wins converts.

Nevertheless, long suffering though they may be, German operators are unanimous in the conviction that they must realize tangible returns from the record sales promotion they have been doing gratis for the diskeries.

What they seek is, in their view, reasonable enough: sharply reduced disk prices for juke boxes; greater attention to juke box programming wishes; full support in opposing hikes in copyright royalty payments and taxes.

In the matter of meeting juke box disk needs, the diskeries are castigated for not producing more stereo titles for phonograph play and for not issuing special juke box titles.

German operators tend to blame their American counterparts for the aloofness of the diskeries. American juke box operators, in the German view, have pampered the diskeries, acquiescing in high disk prices and demanding little or no special service from record producers.

Armed with the wisdom of hindsight, German operators feel that had it not been for the example of timidity set by U. S. operators, they would long ago have rebelled at what is labeled here as diskery hauteur.

Eastland Bill

Continued from page 80

nection with gambling." When the Eastland version, later passed by the Senate, was in the Senate Judiciary Committee, an amendment was suggested to allow for legal entry of such machines into a State like Nevada, which expressly permits it.

Byron R. White, Deputy Attorney General, suggested adding this language: "That it shall not be unlawful to transport in interstate commerce any device commonly known as a pinball machine into any State in which the transported device is specifically enumerated as lawful in a statute of that State." However, the proviso was not included in the final wording of the Eastland bill which was reported out of committee and passed by the Senate. (Billboard Music Week, August 7.)

When the group of anti-rackets bills reached the House, the three now signed into law went via the House Judiciary Committee and got quick action. The Eastland bill was sidetracked to the House Commerce Committee, where it re-

Continued Warm Weather Fires Extra Resort Juke Collections

ALBANY, N. Y.—Unseasonably warm September weather in the Catskill resort area is providing coin machine operators here with an unexpected bonus, according to Tom Greco, Greco Brothers, local Rock-Ola distributor.

In addition to their distributorship, Greco Brothers has a substantial operation in the Hudson Valley. Greco pointed out that most of the resorts stay open through September and many of them operate year-round.

With the break in the weather, the resorts are now doing better business than they did a year ago. Resort towns like Monticello and Liberty, while year-round stops

for juke boxes and games, do their heaviest business when the weekenders from New York are in town. And this month the weekenders have been coming in in large numbers.

September Windfall

According to Greco, this summer's resort collections had been running about the same as the previous year, except that the September windfall will undoubtedly put the 1961 figures ahead.

Greco reports that the new Rock-Ola Princess, introduced here a couple of weeks ago, is pulling well in the area, with the first shipment of 31 boxes already sold and four on the next order of 10 already sold.

About 100 operators showed up at the open house here when the new box was introduced. Jack Barabash, Rock-Ola factory field engineer, conducted a service school on the new box.

Lieberman Co. Named United Distributor

MINNEAPOLIS — Lieberman Music Company here, headed by Harold Lieberman and Lou Ruben, sales manager, has been named United Manufacturing Company distributor for Minnesota and North and South Dakota.

Lieberman will handle the full United game line and will, of course, carry a full line of parts. An open service school is scheduled for the near future.

John Zegland is Lieberman's field sales representative and will travel the Minnesota and Dakota territories. Service for the firm is handled by Arvid Karppinen, Harry Kallin and Arvid Kangas. Robert Lane heads the parts department assisted by Lester Rogstad.

Lieberman is one of the areas largest coin machine outlets. In addition to the United game line, it is also a distributor for Seeburg, Bally, Gottlieb, Williams, Midway and Fischer.

Model Vending Buys Earl Co.

PHILADELPHIA — Model Vending, the local Wurlitzer distributor, has acquired Earl Automatic Vending, Conshocken, Pa., for cash and stock, according to Edward Balin, Model president.

EAVC grosses about \$120,000 a year from operations around Conshocken and Wilmington, Del. Assets include 200 vending machines on location and a 4,000-square-foot building on 1.5 acres. Model will operate Earl as a separate division, with Lester Earl as general manager and with the present help staying on.

Model also has a full-line vending operation in the Philadelphia area.

mains. The bill would also tighten registration and record-keeping requirements for anyone who manufactures, repairs, or deals in gambling machines prohibited in interstate commerce.

WURLITZER
2500
ULTIMATE IN
Automatic
MUSIC

LUCKY HOROSCOPE
5c, 10c, or 25c Play
National Coin Reflector in each chute
Two Coin Returns
Easy to Load—Holds approx. 1,000 tickets
Size: 18" x 8" x 6" Wgt. 20 lbs.
MID-STATE CO. 2371 Milwaukee Avenue
Chicago 47, Illinois
Phone: Dickens 2-3444

Chicago Area
Headquarters for
Parts and Accessories
for all
VALLEY POOL TABLES

IMPORTERS
SEND FOR
FREE
56-PAGE ILLUSTRATED
1961
CATALOG

FIRST COIN MACHINE
EXCHANGE
Joe Kline & Wally Finke
1750 W. NORTH AVE. CHICAGO 22, ILLINOIS Dickens 2-0500

ATLAS... MUSIC -- VENDING
Atlas-Conditioned and Guaranteed!

VENDING—Reconditioned
WITTENBERG REF. 24-SEL.,
3 COMP., 4-PRICE \$795
STONER D-500 COFFEE 295
STONER D-13 HOT DRINK 595
SEEBURG 800 E-2 CIGARETTE 245
ROWE L-1000, 4 FLAVOR 595
APCO 6 FLAVOR, ICE 1,145
APCO 4 FLAVOR, ICE 1,095
CONTINENTAL CORSAIR (30 Col.) 245

SPECIAL!
WURLITZER
MODEL 2200
\$425

MUSIC—Reconditioned
A.M.I. E-80 \$145
A.M.I. E-120 165
A.M.I. F-120 250
A.M.I. G-120 295
A.M.I. J-100M 495
A.M.I. I-200E 545
A.M.I. J-200 595
A.M.I. K-200 660
A.M.I. WALLMATIC (WQ-200) \$.85
SEEBURG KD-200 445
SEEBURG 201 675
SEEBURG 222 795
ROCK-OLA 1446 195
ROCK-OLA 1468-120 St. 625
WURLITZER 1900 375
WURLITZER 2300-S 595

Distributors for
AMI — ROWE

FOR SERVICE AND PARTS
ATLAS
IS STILL YOUR BEST BET!

1/2 Dep., Bal. C.O.D. or Sight Draft

ATLAS MUSIC COMPANY
DIV. OF AC AUTOMATIC SERVICES, INC.
2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005

THE PRICE IS RIGHT
Send For
New
Listings
Today

**ARCADES—GAMES—
BINGOS—RIDES—
MUSIC, ETC.**

DAVID ROSEN
Exclusive A M I Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

**PHONOS
AND
WALL BOXES**

Seeburg 222 SH \$715.00
Seeburg 201 DH 615.00
Seeburg Wall Boxes, 3W2 39.50
Seeburg Wall Boxes,
200 Sel. 59.50
AMI Wall Boxes, 120" & 80 36.50
AMI Wall Boxes, 200 Sel. 59.50

Call, Write or Cable
Cable: LEWJO
Newly appointed distributor for
Smokeshop in Indiana.

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. 329 W. Ninth St.
Indianapolis, Ind. Covington, Ky.
Greater Cincinnati
Tel.: MErose 5-1593 Tel.: AX 1-6969

"Profit-Makers" From
chicago coin

• PRO HOCKEY
• PRO BASKETBALL
• PRINCESS BOWLER
• PRO BOWLER
• "TRIPLE GOLD PIN"

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

ONLY ONE OF ITS KIND!

New Continental 2 with STEREO ROUND needs no remote speakers... plays 33 1/3 and 45 RPM records interchangeably—a money-maker in any location. See your AMI distributor, or write:

AMI sales office
5075 W. Lexington St.,
Chicago 44, Illinois

OPERATE UNITED Shuffle Alleys and Bowling Alleys WELCOME EVERYWHERE

★
UNITED MANUFACTURING CO.
8401 N. California Ave., Chicago 18, Ill.

FOR SALE What Will You Pay?

Hunter	Touchdown
Super Big Tent	Cross Cross Diamond
Skeet Shoot	Big Round Up
Wagon Wheel	Jamboree
Sportsman	Bally Beauty Contest
Wild Cat	Keeney Eleven Bells

GUERRINI'S
1211 W. 4th St. Lewistown, Pa.

BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE

DAVIS GUARANTEE

- Phonograph Service
- Rental
- Sales Tax (Included)
- Delivery (Included)
- Annual System Check
- Special Services
- Operator Approved

FAMOUS DAVIS GUARANTEE

SEEBURG

222SH	\$795
201DH	695
KD200	425

CIG. VENDORS

Seeburg E-1	\$249
Corsair 30-Column	245
Eastern 22-Column	99

AMI

Continental 200-Sel., like new\$749

Terms: 1/3 deposit required

WORLD EXPORT CORPORATION
Exclusive Seeburg Distributors

Davis Corp.
738 East Erie Blvd.
Syracuse 3, N. Y., U. S. A.
Phone: GRanite 5-1631

MOA Meet May Deb O'Seas Units; Give Disk Awards

Continued from page 1

reporter recalls previous statements by Ratajack that MOA had received inquiries and interest from coin machine manufacturers in Spain, Italy and West Germany.

The firms reportedly were interested in exhibiting at MOA's convention and showcasing their product to the lush American market.

Asked specifically if that was the case today, Ratajack would neither confirm nor deny, saying it was too early to make any commitment regarding exhibitors.

The idea that MOA was planning to give an award to the best record and best artist of the year also came from previous discussions with MOA officials.

The idea was originally proposed by Ratajack to several key board members some months back as a means of the association giving recognition to the artist and record that did the most for the juke box industry during the year.

At the time, Ratajack suggested as a possible title, a "MOE" award. A parallel was drawn between the "Oscar" for the movie industry, "Emmy" for the television industry, and "Grammy" for the record industry.

The letters "MOE" would presumably stand for Music Operators Excellence. The proposal was received enthusiastically and it is more than likely that it is one of the "innovations" referred to by Ratajack and Miller for the next convention.

Behind both the moves can of course be seen an effort on the part of MOA to attract more exhibitors and attendance for its convention.

The award for outstanding record and outstanding artist would be expected to spur record company

interest in an operator conclave.

The interest by foreign coin machine exhibitors would certainly be welcome—especially since three of five major U. S. juke box manufacturers have failed to exhibit at the last two MOA conventions.

In recent months, several record companies have shown an increased interest in the juke box market, which consists of record replacements for close to 500,000 coin operated phonographs in the country.

Several firms, notably Columbia, Decca-Coral, Vassar and United Artist, even went so far as to announce they were gearing a substantial portion of their singles production to the juke box trade (BMW, July 17).

Wm. P. Jensen, Vet Op, Dies at 45

PRINCETON, Ill.—William P. Jensen, 45, veteran operator here for some 20 years and credited with being one of the first to go to dime play, died recently after a prolonged illness.

Jensen is survived by his widow and 10 children. He came to Princeton in 1941 and was associated with the Northwestern Music Company of Sterling, Ill. He formed his own Jensen Music Company in 1945, later selling off a part to John Clydesdale, of Oglesby, Ill., in 1945. His remaining interest was managed by his brother-in-law, Albert Reiland.

Jensen was a member of the St. Louis Catholic Church of Princeton, Men's Club, Elks Lodge and Princeton Athletic Club of Princeton High School.

Operators have long contended they were a neglected segment of the industry and that diskeries were producing singles primarily for the retail store buyer, who was a teenager (see interview with Earl Kies, this issue).

Operators argued that their best locations were in taverns and cocktail lounges where there wasn't exactly an abundance of teenagers.

Another Look

All this then could be a first step in the record companies taking another long, careful look at the juke box industry, and possibly deciding to court it.

If this is the case, the singles business could rapidly show a pick-up in the adult-type programming demanded by the operator trade, and singles could again become the No. 1 promotion and exposure medium for all types of music, not just teen-age fare as is the case today.

CORSAIR 30 CIG.	\$245.00
SEEBURG E11 CIG.	265.00
AMI CONTINENTAL 1-200 STEREO	845.00
AMI LYRIC 100 STEREO	795.00
AMI K200E STEREO	745.00
AMI K100A STEREO	695.00
AMI J120E STEREO	625.00
SEEBURG KD-200	395.00
SEEBURG V-200	295.00
SEEBURG G-100	350.00
SEEBURG C-100	245.00
WURLITZER 2000	295.00
WURLITZER 2150	375.00
WURLITZER 2200	495.00
BALLY LUCKY ALLEY	395.00
BALLY TROPHY	325.00
BALLY STRIKE	175.00
BALLY DELUXE CLUB	425.00
BALLY CLUB	375.00
BALLY LUCKY SHUFFLE	325.00
BALLY DELUXE ABC	245.00
UNITED EAGLE	325.00
C. C. PRO BOWLER	WRITE
C. C. DOUBLE FEATURE	325.00

MONROE COIN MACHINE EXCHANGE, INC.
2423 Payne Ave., Cleveland 14, Ohio
Phone: SUperior 1-4600

Say You Saw It in Billboard Music Week

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.

ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
POplar 9-4495
Write or wire for prices

You can ALWAYS depend on ACTIVE ALLWAYS

WANTED Coin-Operated Kiddie Rides

Give all details and prices in first letter

Write: Box 138, Billboard Music Week
188 W. Randolph St. Chicago 1, Illinois

Yesterday — Today — Tomorrow

...the world's finest pool tables —designed and made by Valley

See your distributor or write direct.

VALLEY SALES CO.
Sales Affiliate of Valley Mfg. Co.
333 MORTON STREET • BAY CITY, MICHIGAN • TWINBROOK 5-8587

20th YEAR OF QUALITY PRODUCTS

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.

(Mario's the Name) HIS LATEST FLAME AND LITTLE SISTER	ELVIS PRESLEY RCA Victor 7908
CRYING AND CANDY MAN	ROY ORBISON Monument 447
YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It) AND SO CLOSE TO HEAVEN	RAL DONNER Gene 8108
DON'T BET MONEY HONEY AND STARLIGHT, STARBRIGHT	LINDA SCOTT Canadian-American 127
KISSIN' ON THE PHONE AND CINDERELLA	PAUL ANKA ABC-Paramount 10239
LET THE FOUR WINDS BLOW AND GOOD HEARTED MAN	FATS DOMINO Imperial 5764
KEEP ON DANCING AND NOTHIN' BUT GOOD	HANK BALLARD AND THE MIDNIGHTERS King 8535
HOLLYWOOD AND (HE'S MY) DREAMBOAT	CONNIE FRANCIS MGM 13039

NATIONAL NEEDS for EXPORT:

GOTTLIEB

- TEXAN CONTEST
- PHOTO FINISH SHOWBOAT
- MERRY-GO-ROUND SPOT-A-CARD
- CAPT. KIDD
- DANCING DOLLS
- WAGON TRAIN
- LITE-A-CARD
- WORLD BEAUTIES
- SEVEN SEAS
- ROTO POOL
- ROCKET SHIP
- CRISS CROSS
- LIGHTNING BALL
- MADEMOISELLE

- UNIVERSE
- SWEET SIOUX
- MISSANNABELLE
- AROUND THE WORLD
- QUEEN OF DIAMONDS
- ATLAS
- RACE TIME
- STRAIGHT SHOOTER
- DOUBLE ACTION
- SITTIN' PRETTY
- SUNSHINE
- PICNIC
- BRIGHT STAR
- WHIRLWIND

Top Prices! Write, Wire or Phone Now!

WEEKLY SPECIAL!
C. C. 14' BOWLING LEAGUE-Completely Reconditioned..... **\$125**

NATIONAL COIN MACHINE EXCHANGE
1411-13 Diversey, Chicago 14, Ill.
BUckingham 1-8211

Paster Estate Called To Pay Extra Taxes; Will Finally Settled

ST. PAUL, Minn.—The Estate of Herman Paster, who headed the Mayflower Distributing Company here and the Paster Distributing Company, Milwaukee, will have to pay \$69,704 in extra taxes and penalties. That was the ruling of a United States tax court in Milwaukee.

A killer's bullet ended the life of Paster, 57, as he sat in his home at 1752 Pinehurst Avenue here the night of October 28, 1960. The killer never has been found.

Paster's will, filed in Probate Court here in January, left an estate of \$550,000. Half of the estate after taxes was left to his wife, Celia, St. Paul. Bequeaths of \$500 each were given to five Jewish and medical charities. The will left \$2,000 each to Paster's two sisters, Mrs. Ann Fine and Mrs. Pauline Getsug, both of St. Paul, and \$500 each to nine nieces and nephews.

Paster's three sons, Donald, 21 Minneapolis, and Edward, 19, and Arnold, 16, who live at home, share equally in a trust fund established from the balance of the estate.



South

MISSISSIPPI MEMOS:

Bert Reagan, Reagan Amusement Company, Belzoni, is cleaning and switching his route, getting ready for the best cotton crop in the history of the Mississippi Delta. . . **Vernon Vandervander**, Red's Music Company, Boonville, has completed his new, modern brick \$50,000 home and moved in. It's one of the biggest in town. . . **John Haley**, Haley Music Company, Canton, was in the hospital recently after a serious heart attack. He'll be in bed two or three months.

J. P. Lavene, Lavene Music Company, Clarksdale, reports also that the cotton crop this year will be the biggest in history. . . **Grady Wallace**, Wallace Amusement Company, Columbus, returned with his family from the Florida coast after a week of vacation. They fished, swam, rested. . . **A. B. Fort**, Fairway Amusement, Columbus, is looking forward to the football season, is pulling for Mississippi State in the Southeastern Conference.

Levaughn Johnson, Johnson Amusement Company, Corinth, says the area has been booming since the big paper mill began operations recently at Counce, Tenn., which is eight miles from Corinth. . . **Jack Latham**, Latham Amusement Company, Europa, reports his venture into cigaret vending has been a very good investment. . . **Pete Manos**, PM Music Company, Greenville, is about ready to make another trip to New York to visit relatives.

Chester Richardson, Richardson Amusement Company, Greenville, took on a sideline of selling worms and crickets this summer for the fishing trade, and reports it was successful. . . **Henry C. Smith**, Smith Music Company, Greenville, is worried about the bill in Congress which would classify bingo pin games the same as slot machines. This would have the effect of outlawing them. At this writing, it had passed the Senate, was pending in the House.

Abe Malouf, Malouf Music Company, Greenwood, who was in the red on his new vending operations, reports he is in the black now—it was just a big expense getting started. . . **Dominic Frateli**, partner in Dixie Amusement Company, Greenwood, promoting "Rim Shot," new record by a local group on Holiday Inn label. . . **Clinton Collins** and **Lexie Howard**, partners in Crystal Amusement Company, Grenada, have been getting in some fishing lately at Grenada Lake.

Mahon Jones, Jones Amusement Company, Holly Springs, seen in Memphis recently buying supplies and equipment. . . **Pat Harrington**, Harrington Sales Company, Houston, seen at his new truck stop he opened recently at West Point, Miss. . . **Cy Puckett**, Puckett Music, Lambert, Miss., also was in Memphis recently buying equipment to ready his route for the big cotton harvest season in his area.

Ted Combs, Taco Amusement Company, Oxford, setting up machines again at the University of Mississippi now that classes have resumed. . . **Mrs. O. H. Rushing**, widow of the late O. H. Rushing, who died recently, doing a good job of operating Philadelphia Music Company, Philadelphia. . . **Fred Dowdy**, Ole Miss Music Company, also the Mayor of Pontotoc, in Memphis recently for a meeting of Midsouth mayors.

Johnny Allegrazza, Ace Music Company, Shaw, has his route cleaned and in shape for the bumper cotton crop. . . **Walter Cule**, partner in Holmes Amusement Company, Tchula, recovering from pneumonia. . . **Clarence Spain**, Spain Amusement Company, Tunica, commutes between Tunica and Clarksdale, where he recently bought a route. . . **E. E. Steed**, Automatic Amusement Company, Tupelo, in Kennedy Veterans Hospital, Memphis, with pneumonia. His brother-in-law, **Ray Cother**, ran the route for him during his absence. . . **Charles Shive**, Yazoo Novelty Company, Yazoo City, and his family visited relatives recently in Jackson, Miss.

J. P. Lavene, Lavene Amusement Company, Clarksdale, has purchased 650 acres of valuable cotton land in the heart of the Mississippi Delta, expects a record cotton crop this fall.

G. E. Fraley, Fraley Amusement Company, Macon, has expanded into a vending operation, found it successful, then went into the cold drink business. . . **Dave Brassell**, Water Valley Music Company, Water Valley, also went into the business. He theory is that the music business is on the decline in his area and with vending an operator can build up a good business to offset the decline. **Elton Whisenhunt**.

West

DENVER DOINGS

Paul Miller and **Roy Schoenborn** of Ace Amusement Company, Glenwood Springs, are expanding their high-mountain route, adding six new phonographs, and several pieces of vending equipment to existing routes. . . Another operator who is combating the current slump with new equipment is **John J. Madia**, of Sheridan, Wyo., who bought new phonographs last month.

Lower returns on most routes have led to a sudden upsurge in sales of used equipment, which is moving out at an all-time record rate, according to such distributors as Mountain Distributors, Draco Sales Company, and Modern Music. **Mike Savio**, of Draco Sales Company, a Wurlitzer distributor, chimed in with the situation at the right time when he bought an entire warehouse full of used phonographs, vending machines and amusement equipment from Modern Music Company of Colorado Springs, just before that old-line organization was sold to Acme Cigarette Company. Draco Sales Company, with a special direct-mail announcement to Colorado and Wyoming operators, sold out the entire stock in a matter of one month's time.

Robert L. Beck and **Wally Shepard** have bought B & W Music Service, formerly owned and operated by **Jack Wells**. . . Celebrating birthdays during August in the Denver area were **Ben DeGarmo**, **Homer Wampler** of Steve's Automatic Music, **Herb Roggow**, of Las

The Best Sales Boards and Jar Games
Write for information and prices.
GALENTINE COMPANY
Dept. B, 519 E. Jefferson Blvd. South Bend 17, Indiana

WANTED
JUKE BOX MECHANIC
Must be sober and reliable. Give age and experience in first letter.
Write: Box 136
Billboard Music Week
188 W. Randolph St.
Chicago 1, Illinois

BARGAINS FOR THE WEEK
BULL'S-EYE DROP BALL \$125.00
C. C. ROCKET..... 50.00
UNITED SMALL BALL BOWLER..... 125.00
UNITED TEAM SHUFFLE ALLEY..... 75.00
UNITED YANKEE BASEBALL..... 225.00
SEEBURG VL200..... 235.00
AMI, E120..... 100.00
WILLIAMS CROSSWORDS 129.50
WILLIAMS GUSHER.... 110.00
CHICAGO COIN RAY GUN 400.00
All Equipment Subject Prior Sale
Write for Our Circular on Full Line of Coin-Operated Machines.

Central DISTRIBUTORS, INC.
2315 Olive Street, St. Louis 3, Mo.
Phone: MAIn 1-3511; Cable: Condist

TOPS IN QUALITY
at **Low, Low Prices**
Every Piece Reconditioned and Guaranteed

BALLY BEAUTY CONTEST.....\$ 85
BALLY BEACH QUEEN..... 125
UPRIGHTS
Games Inc. Wildcat.....\$165
Games Inc. Double Shot..... 75
Games Inc. Super Wildcat..... 365
Games Inc. Trail Blazer..... 395
Keeney Big Roundup..... 145
Keeney Criss Cross Diamond..... 165
Keeney Red Arrow..... 345
Auto Ball Circus Play Ball..... 50
Auto Ball Galloping Dominoes..... 60
Auto Ball Circus Wagon Wheel..... 65
Auto Ball Circus Side Show..... 75

ARCADE
Bally Tournament Bowler, 12 1/2.....\$195
Bally Lucky Alley, 14'..... 295
United Bowling Alley, 14'..... 125
United Super Bonus Bowler, 8'..... 165
United Jumbo Bowling Alley, 13'..... 295
Bally Sharpshooter Gun..... 375

MUSIC
Wurlitzer 1700F.....\$195
Wurlitzer 1800..... 245
Wurlitzer 2000 (200 Sol.)—with Speed Road Program..... 295
Wurlitzer 2200 (200 Sol.)..... 445
Rock-Ola 1468 Tempo I..... 495
Rock-Ola 1478 Tempo II..... 645
Seeburg V3WA (200 Sol.) Wall Boxes. 65

Mickey Anderson AMUSEMENT CO.
314 East 11th St. Erie, Pa.
Phone: Glendale 2-3707

BUY WITH CONFIDENCE

BINGOS	SPECIALS
Big Show.....\$ 95	Auto Photo, Model 29 \$950
Sun Valley..... 195	Auto Photo, Mod. #11 1,950
Sea Island..... 395	Mills Panorams..... 450
Key West..... 95	
Show Times..... 125	
Double Header..... 85	
Miss America..... 195	
MI FI..... 75	
Big Time..... 75	
Surf Club..... 75	

KIDDIE RIDES
Bally Champion Horse \$395
United Sandy..... 375
Exhibit Big Bronco..... 350
Capitol Palomino Horse 195
Small Horse..... 150
Toonerville Trolley..... 475

BOWL-A-RAMAS
6 like-new 20" size.
Call for special price.

DRINK VENDORS
Vendo 210 Ice Cream.....\$410
Vendo 210 Milk..... 410
Nebel 5-Set. Ice Cream 325
Avenco Coffee & Hot Choc..... 175
Barvend Fresh Ground..... 185
Hot Coffee..... 295
Spacearb 3-Set. Cold Drink..... 395

GUNS
Ex. Pop Gun Circus.....\$275
Muto. Sky Filter..... 125
Bally Bull's-Eye..... 185
Bally Spook Gun..... 250
Ex. Space Gun..... 95
Ex. Silver Bullet..... 150
Ex. Dale Gun..... 45
Genco Big Top..... 225
Genco State Fair..... 195
Keeney Sportsman..... 195
Keeney Ranger..... 195
Midway Bazooka..... 295
Midway Shoot's Gallery 350
Midway Deluxe Shoot-ing Gallery, new..... 625
Seeburg Bear Gun..... 185
Seeburg Coon Hunt..... 185
Wms. Safari..... 195
Wms. Hercules..... 225
Wms. Crusader..... 325

Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

CLEVELAND COIN MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

M. S. GISSER
Sales Manager

SURE SHOTS FOR LONG RUN PROFITS...

Williams COIN-OPERATED POOL TABLES

Williams DELUXE 90 MODEL

50" x 90" OVERALL SIZE

also Deluxe 75 model 43" x 75" overall size

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.

Place Your Order Today!

Contact Your Nearby Williams Distributor.

WILLIAMS ELECTRONIC Mfg. Corp. 4242 W. FILMORE ST. CHICAGO 24, ILL.

GIVE TO DAMON RUNYON CANCER FUND

Vegas, O. L. Anderson of Modern Music Company in Santa Fe, N. M., as well as Mrs. Anderson, John Alken, and Mrs. Wilbur Beyer, of Fort Collins, Colo.

Johnny Knight of Skyland Music Company, is back in Denver, following two weeks' vacation in San Francisco. . . Roy Kaiser and Don Kaiser, brother route operators from Durango, Colo., were visitors in Denver.

Bachelor Sam Keyes, of Apollo Music Company, is vacationing in San Francisco. Holding down the helm at one of Denver's busiest music operations is brother Dan Keyes, with the help of Betty Ferguson, secretary at Draco Sales Company.

Music route profits are slowly beginning to return to normal in the Pueblo, Colo. area, according to Dominic Pelletteri, of Maestro Music Company. The disastrous strike which crippled the city's economy showed up just about as rapidly in vending, amusement machines, and juke box collections as in any other connection, according to Pelletteri. . . Pete Vandenberg, formerly head of Modern Music Company in Colorado Springs, has accepted an advisory post with Acme Cigarette Company, who purchased Pete's Modern Music Company early this summer.

Pete Geritz, after many years as an AMI distributor, is currently re-shaping his operations as a newly appointed Rock-Ola distributor.

When Leo Negri, former partner at Draco Sales Company, sold out his interests and transferred out to California a few weeks ago, numerous friends presaged "You'll be back." In August, Leo reappeared in his former Denver haunts, confessing that the pace of life, and the tremendous competitive situation in California had made him too homesick for Colorado and its pleasant climate to stick it out. Leo's future plans are undetermined.

Contradictory Reports in Indiana Coin Stamp Issue

SOUTH BEND, Ind. — That Indiana tavern-keepers who hold the \$250 federal stamp on coin-operated devices risk loss of their licenses was disclosed here last week in the face of apparently contradictory news reports.

In stories published Saturday in many Indiana newspapers, Joe A. Harris, chairman of the Indiana Alcoholic Beverage Commission, was quoted as saying that an ultimatum he has issued to holders of the \$50 federal wagering stamp does not apply to tavern-keepers who had obtained the \$250 device stamps.

Liquor licensees were given until September 15 to surrender either their \$50 occupational gambling stamp or their State alcoholic permits.

Less Definitive

In a story published in The South Bend Tribune, Harris was described as somewhat less definitive about his attitude toward the holders of the \$250 stamp.

Jack Colwell, a reporter for that newspaper, wrote that Harris had told him that although unaffected by the deadline, "holders of \$250 gambling device stamps . . . could lose licenses."

Indiana statute prohibits pos-

session of the \$50 stamp by anyone holding a liquor license.

"Harris said, however," Colwill writes, "that action can be taken against license holders who offer gambling devices because of a

provision that a license holder must have a 'high and fine reputation'."

Harris stated, further, according to Colwell, that his commission could take action against tavern-keepers who hold \$250 stamps even though there is no mention of the device stamps in the statute.

The ABC, Harris declared, could revoke such licenses on the ground that the holder of a gaming stamp—be it of the \$250 or \$50 variety—is unable to claim a "high and fine reputation."

WE NEED

BARREL-O-FUN

We'll pay \$375 cash for every one you've got.

We also need and will pay cash for the following:

WURLITZER 1700, 1800, 1900, 2104, 2200, 2204, 2304, 2404

SEEBURG—Need every model—B through Q

ROCK-OLA 1446, 1455, 1448

MILLS Panorams

BALLY Bingos

WILLIAMS Ten Strike

GOTTLIEB & WILLIAMS Five Balls

SEEBURG 3W1 Chrome Wall Box

SEEBURG 200 Selection Wall Box

WURLITZER 5250 Wall Box

WE HAVE OVER 100 USED, GUARANTEED VENDING MACHINES . . . LARGE ASSORTMENT OF ARCADE EQUIPMENT.

PHONE COLLECT

REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Brighton 35, Mass.

PHONE: ALgonquin 4-4040 — CABLE "Reddinc"

2½ Times More Circulation Than the Next Magazine!

TOTAL PAID CIRCULATION

OF THIS ISSUE OF BILLBOARD MUSIC WEEK

21,517

THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

BILLBOARD MUSIC WEEK

Everybody benefits when everybody gives



GOTTLIEB'S
2
PLAYER

Lancers

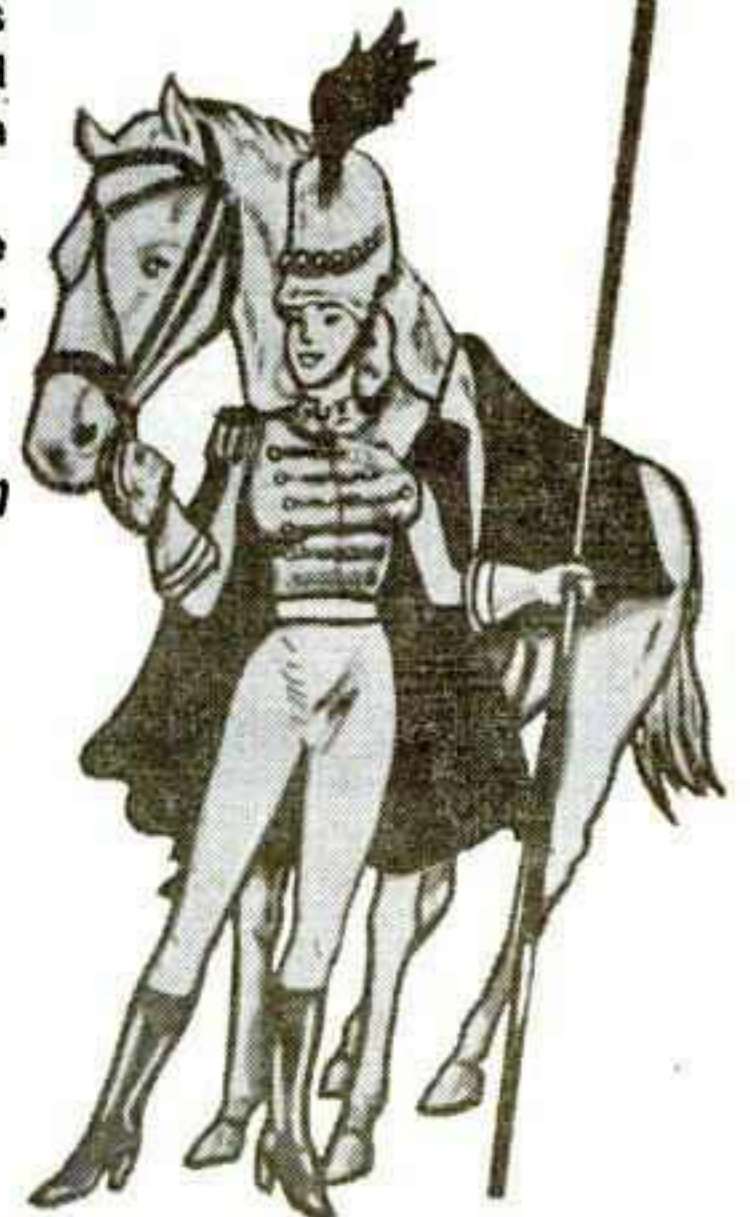
Proven Player Appeal! Performance! Profit!

No doubt about it—LANCERS has everything it takes to attract more play, more coins, more profit! Coupled with its sensational new cabinet design you have a dream performer.

Its massive stainless steel mouldings and chrome corners provide a clean, "new game" appearance forever. Eliminates the need for many expensive service calls.

Drop in to your distributor today for a demonstration

- Top rollovers light pop bumpers, kick-out holes and side rollovers for super score
- 2 center kick-out holes fire balls toward top of playfield—2 side holes kick balls toward Flippers
- Bottom rollovers score 200 points when lit
- 2 cyclonic kickers light alternately
- Match Feature • 3 or 5 ball play



New "Hard-Cote" Finish Extends Playboard Life to an All-Time High



D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!



MILT BERESON, Vice-President
and DENNIS ZEITLER, Manager

MUSICAL SALES CO.

(Record One-Stop)

Find Billboard Music Week

***AN INVALUABLE SOURCE
OF NEWS AND PRACTICAL
INFORMATION EACH WEEK***

"Billboard constantly delivers news and features of practical value . . ."

"... post charts on our display board."

"Weekly ads continue to deliver new accounts . . ."

"... pay for our advertising program many times over."

Typical of the ads appearing in Billboard Music Week carrying the Musical Sales Co. sales message to operators everywhere.



Musical Sales Building

VERNON 7-5755 • 140 W. MT. ROYAL AVE. • BALTIMORE 1, MARYLAND

July 17, 1961

Mr. Richard J. Wilson
Billboard Music Week
1564 Broadway
New York 36, N.Y.

Dear Dick:

Would you please send an extra tearsheet of the page one story from the July 17 issue of Billboard titled: "Juke Box Altering Singles A & R."

I plan to extract certain paragraphs from this story; then have them greatly enlarged for display in our one-stop.

I find Billboard constantly delivers news and features of practical value. The fact that several labels are now "gearing up" to produce records specifically for juke box operators is very significant to our business.

The new editorial treatment on stiff paper of the Top LP's, Hot 100, and new program guide are decided improvements. We now post these charts on our display board.

Jim Rogers of Galbraith, Hoffman and Rogers, Inc. will be in touch with you regarding a new Billboard ad. These weekly ads continue to deliver new accounts which pay for our advertising program many times over.

Sincerely,
THE MUSICAL SALES COMPANY

Milt Bereson
Milt Bereson
Vice President
Dennis Zeitler
Dennis Zeitler
Manager

SPECIAL NOTE TO OPERATORS

You're sure of the newest and best in record and equipment offerings every week in

**BILLBOARD
MUSIC WEEK**