

Gear Singles to Ops

By PAUL ACKERMAN and AARON STERNFIELD

1.05

NEW YORK—Three major labels, one independent and two terms diskeries almost simultaneously disclosed that they were gear-a substantial part of their singles output for the juke box market. If we separate announcements add up to an increasing awareness the part of the record companies toward juke box operators. The iton's 500,000 automatic phonographs account for nearly 45 per cent the singles market singles market.

Comestic companies involved are Columbia (see separate box), a-Coral, United Artists and Vassar. Their concept is that special amming is required for juke box locations, and their execution release of special packages for the operator. The German actions eparate box) follow the same line of reasoning.

luke box operators have long complained—with some justification t singles are released with store sales in mind and with the operator afterthought. They charge that the record companies have taken for granted, reasoning that once a single hits on the retail market, perator must buy the product.

As teen-agers buy most singles sold in retail record outlets, a high tage of new singles product is rock and roll, suitable for soda-ocations, but hardly appropriate for taverns, where the patrons aJults

Collections Off

One result of this programming for the teen-age market has been lbums—purchased by adults—have been dominating the total disk t. Another has been that juke box collections have been way with 58 per cent of the nation's automatic phonographs grossing han \$15 per week before commissions. albums-

ad while many factors have been responsible for the decline in es, the lack of suitable product—especially in stereo—has played portant role in this decline.

Three major labels, one independent and two German diskeries (see ante box) are attempting to move into the breech and record single ords exclusively or primarily for juke box consumption. The independent is Vassar Records, which this week released eight is arranged for tavern locations (which account for slightly more in half of the domestic juke boxes) and set for initial distribution ough juke box operators. The majors are Decca, United Artists and timbia

At press time it was learned that United Artists will soon release silver spotlight series designed primarily for juke box play.

NEW YORK - Columbia Records distributors will offer dealers co-op advertising spots for both TV co-op advertising spots for both TV and radio plugging the firm's seven-inch 33 singles. The 20-second singing commercial ex-plains how the small 33's are easier to stack and handle on players than the 45 r.p.m. disks. Commer-cials were shown and played at Columbia's four regional sales columbia's four regional meets held last week.

At the meetings the firm also previewed its new in-store mer-chandising material, including wire display racks, divider-card head-ers, brochures, a Johnny Mathis display and a special Mitch Miller merchandiser. The firm introduced a novel idea in packaging with a Johnny Mathis album including a gold - framed brush - stroked oil painting reproduction of the cover portrait. At the meetings the firm also

U. S. Report Asks Major

Change in Copyright Law

SORD Survey Says Most Favor \$2.98 List; Many Would Take Slice in Mark-Up

By LEE ZHITO HOLLYWOOD — The majority of record dealers want a perma-nent LP price cut, most of them favoring the \$2.98 list level, with many. of them willing to take a cut in their mark-up to achieve the

CAP & **REPRISE WAGING** 'SWING' OF

HOLLYWOOD—Another head-or collision between two Frank Columbia Records this year will (Continued on page 64) Capitol and the other by the sing-trait. (Continued on page 64) Capitol and the other by the singsparked a new flare-up between the two firms. Both LP's are uncomfortably similar in title (Re-prises "Swing Along With Me") vs. "Capitol's "Come Swing With Me") and equally similar in musical style and flavor since both feature the same arranger - conductor (Billy May).

(Continued on page 65)

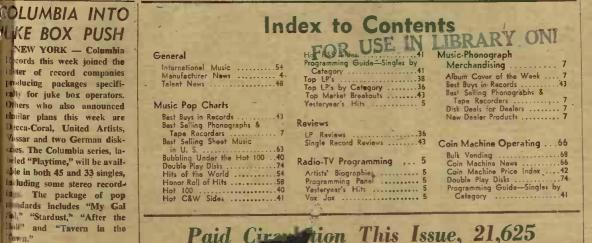
JUKE BOX WAX BY GERMAN CO.

FRANKFURT—A new rec-ord company specializing in the production of juke box records has been established in Frankfurt—the Globus Mu-sikverlags KKG. It is affili-ated with the Globus juke box equipment distribution comsikverlags KKG. It is affili-ated with the Globus juke box equipment distribution com-pany here, one of Frankfurt's largest such organizations. Globus executives are Mari-anne Karthal, business man-ager of Globus-Automaten GmbH and Hans R. Beier-lein, proprietor of the Mon-tana-Musikverlag in Munich and co-publisher of Musik-markt, the trade publication. The Globus label will select and adapt top pop for juke box playing, and with especial attention to the German market. At Hagen, Westphalia, meanwhile, a similar com-peting diskery has been founded—Helia, the German affiliate of the Belgian label of the same name. Helia will produce international dance and entertainment music for juke box play, with emphasis on Belgian and Dutch tunes.

By MILDRED HALL

WASHINGTON - The Copyright Office has come out four-square for an end to statutory compulsory licensing, which per-mits anyone to record music after Artists will soon retease juke box play. (Continued on page 66)

industry is only part of a remark-ably clear and readable report from the Library of Congress recom-mending sweeping revision of the antique 1909 Copyright law, from damages to renewals. It also hopes for early knockout or modification of the juke performance royalty exemption by legislative action, and suggests a thorough investiga-(Continued on page 48)



KAPLAN AND HANDELMAN MEET-OUTLOOK IS GRIM

binness to be used in Fill join it," Kaplan said, stressing that it "If I can't beat it, I'll join it," Kaplan said, stressing that it is "next open warfare." It is a mance of meeting the trend of the times, and he stressed that Handelman feals that ."I'm riding the trest, and you dostributors are on the way down."

Piracy in Asian Areas Hurting Trade—Weiss

LONDON — The American make industry is lowing buo-dreds of themanoli of dollars annually in South-Fast Asia brough pirating. The trade in other countries is utilifeting to bear restants, probably. This is the view of Warner Brox. Rec-ords' international directors, Reb By Weise, who has resumed as regular white here following the second with the resource of the meric of the second second second as regular white here following the second second second second recently and the second recently a

Stevens (Det). Koth records, and many others like them, were present in For-rows, although the organization behind them was minity cen-sered in Hang Kong. This sity, a free port unencombered by impart duties, re-exported them right across the whole arra. There were similar burinesses in the Philippines and Segapore labor a free port), but they did not acr an the same scale.

Type of Boslesse

<text><text><text><text><text><text><text><text><text><text><text><text>

Dealer Franchises,

DETROIT—A sweeping reat-gunization of record retailing, by eliminating the present dealer system and returning to the old system of franchised dealerships, was vigoeroady advocated this week by Kenny Sihler, owner of Sihler's, leading Detroit record shop, as the orly solution for the ills of the industry. "It is up to the manufacturery—

its of the industry. The is up to the manufacturers— they can put asything they want into a franchise. Siliter tressed could have as many franchises as he could negotiate or wanted. That this franchise system has been dropped by the manufacturers for some reason, and they have left it up to the taleanan—and a alesman on commission naturally identif care whom he sells to. The manufacturer now feels the same says—the doesn't care whom he sells his records to. He is only in-terested in whither he sells. "But with a franchise system,

"But with a franchise system, there is nothing to stop a mani-facturer from selling to stop a mani-facturer from selling to a particular deler. "The manufacturer needs to do this for his own protection-be can't exist oo what he makes from supermarkets and discounters."



Tanks

Thinks

tin

Let's Return to Old Col. Debuts Lingo Series Says Kenny Sihler & Special Juke Op Pac

NEW YORK — Columbia Rec onds introduced a new language series and a special package for juke box operators at the foot re-posal sales conventions held by the form last week. In addition, the diskey nurvelled in Sceal radio and ty co-op advertising plana for dealers, as well at its national newsquaper, magazine and TV ad-veriting plana. (See separate tory.) story.)

story.) The firm's new modern language courses in French, German, Tallah and Spanish were propared by Dr. Howard Harvey of Rochester Uni-versity. Each set, which is book tize, contains 12 soven-inch LP's. The set also includes a 52-page lexicon book and a 700-page dic-tionary, List price for each set is 32.3%, and the firm instands to add more languages to fire veries apon. tipott

Columbia's special joke hox package contains performances of pop atandards, such as "My Gal Sal," "Standard," "Attre the Ball." "Tavern in the Town," etc. It is called the "Playtime" series, and it will be scalable both in 45 and seven inch 33, including some interco recordings. At the meeting Columb

At the meeting Columbia chief Goddard Lieberson, Executive Vice-President Norman Adler, and sales chief Bill Galfagher talked

about the company's prop-future growth. New al-instes for the fail were New sets from Columbs immed in August inclute i Johnny Mathis, Mitch Male Day, Percy Faith, Maha ton, Miles Davis, Ray (Andre Previn, and Marty la Releases by new Columns Pete Seeger, the Claincy hand Temmy Makem, Son tel, Varel and Balley in Pleis were also shown. (Pleis were also shown classical side the firm sh classical side the firm shoos Masterworks product by 1 Parroll, plun a popt alline s Metopera attat, and LPT, Leonard Bernstein and the York Philharmonic, Euros mandy and the Philadeish chestra, the Mormon Tag Choir, E. Power Biggs, at Gottld.

Decca Brass Of For 5 Regional

NEW YORK — There ing Corporation's Vice-Syd Goldberg left late h for a series of live region ings with Decca branches force on the company's gram. Accompanying were house office tails of Claude Breman and Lou Duringe the tour, the re-

Claude Brennan and Lou in During the tow, the produ-the plan will be presented a than 250 field representation task force will hulm mem follows Los Angeles, Merca New Orleans, Wednessey Chaeses, Thursday (20): A Friday (21) ami New York day (24). A series of deale doesn different entes for the fully 19 to 28.



Calle Address MULICONTE SEWYDER all in U.S.A. and Carroll

TV License Group Hashes Prospects Of ASCAP Talks

Top Grand Award LP's Repackaged

LP'S Repackaged NEW YORK - Grand Award Records (the Enoch Light-AliC) Paramoont labelt has repackaged 11 of its best selling albums in a inave to privide the LP's with "their own distinctively new granhic approach." Each of Grand Award's cight Rouring 20%" LP's has been tre-bient to the others through a de-ogn pattern. Neil Foilts designed the new cover for "I Want to Be Happy Chia Chas." Charles Mur-phy designed Paul Whiteman's Thevalam Has." Also tepackaged was "The Glenn Miller Song Book."

Book." In addition to the Grand Award packages, Light is redesigning the orner of the Commonl album, "Million Budar Sound of the World's Most Precisos Violina" Vide 1 and 23, "to bring it in line august modernatic style."

JULY 17, 1961

ANCE ANSWER

NEW YORK - Realetto Emode has come up with a presingle on "answer song"

and the last come up with a new angle on 'answer score' and the label is tening a angle by Joe Jons tayped Taking Mink, which is a 'dance and 'to Chobby Checker's new is to Chobby Checker's new is to the poly lines. The init reach, 'When the mule and to them, the poly had

The platter, sliced by Resi-tion artist and repertoire artist and repertoire are denote created by Shirley fail who invented the Watney door Decisys around the courty will shortly receive entroctions on how to dance

RIAA to Fight

Disk Duplicates

NEW YORK-The Record Insucclation of America will built the spread of unsu-duplication of sound re-according to Henry Brief,

executive secretary. Such executive secretary. Such prized use is an infringe-upon disk manufacturers' y rights and an evasion of his of publishers, writers,

manuars, etc. mathemated duplication, entails any counterforting — which that has been and is fighting— on the transfer of recorded manusces to tapes which are not on the transfer of recorded manusces to tapes which are and sold or broadcast for the are mut of the daplicator, RIAA are the practice is a problem in the successful and abroad.

methody and abroad A encovered instances of duplication during its fa-tion of counterfering. This is a being made available there for appropriate action, loo, will seek corrective

augista.

ti, etc

'PM' TV Show Big With Artists BIG MULE' DISK

BY JUNE BUNDY

NEW YORK - Westinghouse

NEW YORK - Westinghouse Broadcasting Company's new syn-dicated (on tape) TV show PM East and PM Wort' has opened up what may be an unprecedented amount of video exposures in 15 prime markets for musical talent of all types—pop, folk, jazz, in-imational, and classical Music most one half of the 90-minute most one thalf of the 90-minute most one thalf of the 90-minute most cantekt. However, this format matures very little music--most of the musical conceder material and tanalards. Dick Carrk's ABC-TV daily afternoon "American Band-unad" is almost exclusively de-voted to music, but it's all one records and primarily upolicities young meck and roll talent. Although the network the set sched-led several one-shot TV specials featuring musical talent, there will be less regularity scheduled music bandoms on network TV this coming musican than in the history of the M week," which, debuild Jane

medium. Consequently, 'PM East and PM West,' which dobusted June 12, is rapidly becoming a major target for record companies in search of exposure for artist, both new and exisibilished. The program also serves as a valuable medition showcase, since the satist frequent-ly spotlights new ident as yet undiscovered by the record in-dustry.

traced his career from the Twen-ties to the present time, and played hour tagged "Jazz for Squares,"

Dave Kapp Attacks Industry's **Big Deals as 'Profitless Prosperity'**

NEW YORK—The concepts of profiles property, was at tacked by veteran disk man Dave bere Saturday (15). "We must add the distributor convention her Saturday (15). "We must add the distributors, "What kind of record business do we want?" Do we our records at a profit." Kapp told his audience "Too many manufact timets and distributors are norm concerned with deals and yolam then is avoid. than in profits.

now and established. The program also serves as a valuable andition showcase, since the series frequent indiscovered by the record in distry. **Like Alien Shuw** In many ways, "PM East and PM West" resombles Surve Allon's NBC-TV has night show, in the Alion was one of the first for numiscal personalities a break However, the Westinghouse series allote more time on a regular havin

"As far as Kapp is concerned, we are on the right road," he as-serted, "Now, as we did, each dis-tributor must study the whole pic-ture and get his house in order. You can't get where you want to go unless you sell a good prod-uct at a profit."

Kapp indicated he did not think other companies could continue to do what they have been doing for the past member of years. "They may destroy themselves, but I don't want to see them take you along for the ride," Kapp fold the assemblage.

SORD-NAMM Meet **Reprise in Promotions** On 'Swing Along' LP's Underway in Chicago

HOLLYWOOD — Reprise Re-ords has announced a full promu-tion under the title "Swing Along With Raptise." The program en-compasses right may album re-leases, leading off with one by the label's head man. Frank Sinutra, Ution, "Swing Along With Me." Other product includes acts by Al Hibbier, Lou Monte, Leo Dia-mond, Thurston Kauthon and Jack Shellon. Wirding and store dimlay mate

Window and store display material, shrwing Stoatta someting at a polf ball, have been designed for design and ruck use. Consumer ad-vertising has been set for Playboy and the New Yorker.

EDITORIAL

In such projects than Allen did, and covers a wide his Five Pennins many of his transporter.
In some Taxes the program the fifth his Co Sam Cookes show, RCA Victor's artist and repetitive to definite their individual style transporter to demonstrate their victor's artist and repetitive to discuss the their individual style transporter to definite their individual style transporter to the development individual style tra Irrestinent. In addition to the above named performers, attists who have ap-peated or the program include timestine Auderson. De Baskkin, Chobby Jackson, Marty Napo-toon, Chrit Connur, Ray Elitisto-boon, Chrit Connur, Ray Elitisto-Beverly, Wright, Marian McPart-Ind, Zoot Sims, Harbte Mann, Matt Denns, jazz critic Ralph Geason, Andy Williams, a Mr Boogo, Fredóv Partin, Occar Brown Ir, Clancy Brothers, Katle Lee, wanne Nicole, Grandison Sing-ers, Anita Sheer, Stan Wilson, Occar Braed, Alla Moore, Roth Olay, Frask U'Roon, Innice Marr, Barbara Dam, Szothers Brothers, Will Holt, Monies Boyar, Jorie Runn, Steve DePass, and others. Upcoming stamzas will spotlight Pages Lee, Ana-Margaret, the Dukes of Divieland, Richard Oyer Bennet, Lambert Hendricks, and Ross, Ba Bases Trio, Carede Siona and Leon Bibb. International tolent exposed on the Continued an page 40

UA Will Register Million S Month; Sales Deals Cited

NEW YORK — United Artists Recents will chaik up its first 51 million Silling month in July, ac-ording to Art Talenadge, vice-president and general manager. The label currently has four sides on the "Hait 100" and one on "hotbling." Talmadge attributes the second vise poorth to the label's "Carni-via of Stars" program, featuring 15 new packages and ageolal datam.

val of stars' program, featuring 15 new packages and apocial dasing the new "Album of the Month" dealers receive two frees LP's for each 10 purchased; and the new Silver Spotlight Series — apecially dosigned availies primarily for use by juke bux operators. (See Page 1 store)

b) Juse box operators, (see Pagn 1 story). Talinadge notes that the Silver Spotight Series has also sparked "a most amazing and gratilying respone from our oversens affiliates. Most countries," the executive mays. Most countries," the executive mays, "maw feature the mon-track, two-aided EPA, and this new series is tailor-made to their production and output. They can take any two Spotlight Series disks and make up their EPA for release in their re-spective territories."

SINATRA FLICK ON SWING ERA BY REN GREVATT

EW YORK-Frank Site will produce a movie d on the awing band era, the sang with the Tommy Doney ork

stra wrote the story outhimself. Is centers about muicians whose friendis broken up by the Is gal singer. The musical be tagged "Swing Along h Me," after Sinatra's new

By REN GRUYATT CHICAGO-Szereo FM, an in-creased emphasis on the hand-sell and a series of vital meetings in-volving the board of directors in well as the general membership of the Society of Record Desires of Amorica (SORD) are expected to highlight the twin conventions here this week of the National Associs-tion of Messic Merchanis (NAMM) and SORD. In baseds from security in In barrely three months since the okay by the Federal Communica-tions Commission of starso multi-plex intradicast systems developed

LATE POP SPOTLIGHTS

INGLES

IL WILLIAMS

CLARE DE LUNE (Moonlight Lave) (BHEM) (2:51)-Hers's a lovely and hush version of the Debauty melody, adde by large ork and choral backing. Williams' warm plano work could holp this be a big one Flip, is "Rvirea Concerto" (Witmark, ASCAP) (2:37). Kapp 413

RANER RURTIN' INSIDE (Eden, BMI) (2:46) — I DIDN'T KNOW I WAS CRYING (Marka, BMI) (2:34)—Two fine eides by fits viraction thrush. "Hurtis' Inside" is banded it sock, should performance. The file, an attractive heliad, is song with deep fredies. Atlantic 2109

ALONG WITH ME Frank Sinatra. Reprise R 1002—Sinatra's second album on his own label spotlights the star in his usual avinging by Billy May. Capitol is also bringing out a Sinatra LP, tagged. "Come Swing With Me" (see story in this insuch by with Sociatra's powerful sales pull, there's loot enough for all.

ing equipment. Adaptors for exist-ing FM sets enabling them to re-ceive the two-channel signal will also be prominently on display.

also, be priminently, on display, Beyond this, a special FM sterest tickoff presonation will be staged in co-operation with NAMM by the Hectronics Industry Association at 2 p.m. Wednesday (19) in the grand balavoor of the Palaner House, Festured speaker at this event will be FGC Commissioner Robert E. Lee, He will be intro-duced by Eulward R. Taylor, EIA consumer products division chair-man.

man. During this program, to be titled, "The Facts Abunt FM Streno-as New World of Broadcast Sound," the EIA will distributors a booklet with the same title to dealers and distributors. Spokesmen for both GE and Zenith will be present to explain the technical aspects of the new broadcast system. Both will present demonstrations. Table 1. Measter sciencesifient

John J. Mengher, vice-president for radio of the National Associa-tion of Broadcasters, will report on "What the FM Broadcasters are Doing About FM Stereo." Then a panel of receiver manufacturers, including chairware Luther M. Sandwick and Orphic Bridges of the EIA phono and radio sociions, will answer quastions from the floor regarding new FM shereo receivers.

The show, which marks the 60th anniversary celebration of the NAMAL and which is expected to (Continued on page 9)1

A Flourishing Evil

Counterfering and other farms of anauthorized use of American disk and song product is now flourishing in many countries overseas. The evil is becoming world-wide. Bobby Wels' recounting of its spread in Asiatia areas is an unplement specipence. (See separate story.)

epe-opener. (See separate story.) Unauthorized doplication—eighter from disks to tape or in its more common forma—has loog been the dark containent of the numic-record business. At least, it is now being brought out into the open. This is the first stop toward possible control. It is timely, therefore, that RIAA should apprive the trade of the intention to seek protentive measures to control illugal mo-of tapes as well as any other unauthorized forms of duplica-tion. ARMADA, too, hos been active in the general sphere. These moves will have the full support of publishers, writins, manufacturenes, artists, cit. Let us hope that this support is not merely moral—but thus a measure of implementation may be achieved. As the munic-record industry becomes more thair interne-

As the music-record industry becomes more truly interna-tional, such protection is necessary not only on a domestic level, but also on the international plane. This should be the ultimate goal: Reciprocal presection of disk and copyright properties through international conventions and agreement, so as to ensure the unimpeded flow and marketing of legitimate product.

by Zenith and General Electric, the industry has been dominated by talk of FM multiplex stereo. A highlight of the NAMM affair here will be exhibit by numerous manufacturers of FM storeo receiv-mentations of FM storeo receiv-

Indie Labels With Album Specialty Lines Mercury, RCA Neck and Ne Picking Up Sales; Others Find It Tough For Top Spot in Hot 100 Chu-

Well-Established Lines of R.&B., Spirituals, Classicals, Folk, Jazz, Percussions, Humor All Enjoying Steady Marketing

Labels that have built speci-

NEW YORK-While many of labels have had a rough time artists, including the Weavera, the indie record firms have been bucking the large firms in the pop of data and Joan Baez. Caedman's and/or classical areas. struggling with album values over the aummer, a number of indie labels have been enjoying fairly steady sales on LPA. Thuse are the labels that have built a spe-cialty line of one sort or another for themselves, in any field but pop. They include such labels as Vec Lay, with its strong r.&h. and spiritual lines: Vangurd, with its composate classical and folk lines. Athenic, with its potent jazz line; Elektra, with its folk sets; Com-mand, with its best selling per-

mand, with its bost selling per-runsion ects; Jubilee, with its saucy Kusty Warren and Blooper series. These are prime examples. Carre Niche What hese labels have done is in fields that the majors, or the arge indices have either neglected or not paid a lot of attention to And in doing so, they have built in a fairly steady clientele that stars with them even when them are rather rough, usually because they cannot get similar product elsewhere.

The majors, Columbia, Victor, apitol Decea, and the large indies ch as MGM, London, Mercury, Cap such as MGM. London, Mercury, ABC-Paramount, Dot and a few others, have locked up much of the pop and classical fields due to the actions they have on the labels. Occasionally a Cameo comes along with Bobby Rydell, or an Atlantic with Bobby Darin, and manages to sell a lot of pop album. And after an artist or a group gets hot with one or two pop singles, a label finds it can incove LP's too, with the same artist. But generally, the ladie

Bob Thiele Leaves

Roulette A&R Post

for some months has acted as a.&r. chief for Roulette Records, exited that firm last week. Most recently,

Thiele had been responsible for ac-quiring the Regents' hit master of "Barbata Ann," and centime the

"Barbara Ann," and cotting the group's follow-up, "Run Around." He also had worked out a recipro-cal arrangement with Columbia on Count Basie and Duke Eilington, Thele first curve to Rouldtie last way alson the firm accured an

year, when the firm acquired an option to purchase the stock of his

option to purchase the stock of his own company. Hanover Signature Record Corporation. At this time, the Hanover-Signature offices were

the Hanover-Segnature offices were moved into the Roulette office. After an extended inactive period, Thiele commenced recording for Roulette early this year. Thiele, admitting that it had been a "tough year," culled his severance from Roulette an "amic-shle" ooe. "Like Garroway, I just

able" one. "Like Garroway, I just want to think for awhile," he noted --addeng that he would announce his plans at a later date.

PHONO SALES \$

IN MAY CLIMB WASHINGTON - Phono-graph wales climbed during May, and cumulative ades for the first five months of this year movied closer to thuse aid the same period in 1960, ac-cording to figures from the Electronics Industries Associa-tion. Monaural set salars at the factory level remained sees

factory level remained while sister co movi-dropped off slightly, sales and production tota

while slittee movement dropped off alightly. Retail asles and production totals for radius were also up in May, according to EIA.

BB

NEW YORK-Bob Thiele, who

Mercury Intros 'Summer Spec'

CHICAGO-Mercury Corporachick ACO-stereory Colpera-tion is introducing a new "Summer Spectneular" take plan along with the firm's July 15 release of two classical, one jazz and 10 pop alburner.

The "Summer Spectacular" plan runs from July 15 through August 31. It includes a one-for-six offer

runs from July 15 through August 31. It includes a one-for-six offer on all new releases, a one-for-five offer on selected Country and West-ern LP's and EP's, a one-for-five offer on Perfect Presence Sound al-huma and Living Presence Sound alhuma, and a J0 for 100 offer on the firm's Celebrity Series. The lat-ter is a carry-over from Mercury's Summer Sale-A-Runa. Some 19 albums and five EP's are eligible in the Country and Western category under the plan. The "Sourmer Spectacular" will contain the usual exchange privi-inges and will be backed with marchandising aids, including die-cut jacket easels, browser box in-fex cards and special order form for the Country and Western prod-uct, and browser cards for the Celebrity series. Celebrity series, New albums in the July 15 re-

New albums in the July 15 re-lease are: "Try a Little Tenderness," Frask D'Rone, "Swing Softly Red," Red Prynock, "The World's Great Waltzea," Clebasoff Strings, "Mov-in' Easy," Jazz Rennissance Quintet; "My Heart Sings," Sarah Vaughan; "Someone's Watching Over You," The Plainmen, "Tales of the Bay-ou," Cajum P et et, "Broadway, Bongor and Mister B," Billy Eck-stine, "Danies With Damira Jo, Damita Jo, "Harmonically Yours," Jerry Murad's Harmonicals, "Gold-en Hits," Tiny Hill Liszt, Lee Preludes, Smotna, The

erry sturar a Harmonicus, 'toul-en Hink,' Tiny Hill. Liazt, Les Preludes, Smotna, The Moldau, Mussorgsky, Bald Moun-tain, Sibeliua, Valse Triste with the London Symphony Orchestra and Antal Dorati.

Loeffler, Rogers, Barlow and McCauley with Howard Haoson and the Eastman-Rochester Orches-tra.

Scott, Davis Move Into New MGM Positions

NEW YORK — Huward Scott and Jim Davis have been named to new posta with the MGM or-panization. The labes's chief, Arnold Maxin, announced last week that Scott would take over as MGM pop alloum a.&r. direc-tor, while Davis will handle artist chief, and the state of the state o

tor, while Davis will handle ortist relations and some record projects for the Verve label. Scott will be responsible for al-hum planning and a.Kr. work, and will report to Maxin. Scott served for 15 years in a.Kr. at. Columbia Records. Davis is a veteran with Verve, having served as field man on both the West Cosst and in the Midwest.

spoken-world chains sell in Attendy tashing. Encoch Light's percussion sets are the biggest sellers of all the percussion althous on the market, with every release to date ever 100,000 and some of the reever 100,000 and some of the re-leases over 300,000. Light's Com-mand label, which is widely imi-tated, is ramning 10 per cent ahead of last year in gross basiness. Cohiex has done well with its Eldelie LP's. Atlantic, Riverside, Contemporary, Blae Note, Prestige and Fantasy have probably dis-covered and initially recorded more new jazz artists than all of the majors. Per Problems

Pop Problems

The indie labels that have had the toughest sledding in the cur-rent market are those who have concentrated almost exclusively on pop items rather than specialty areas. Without potent name artists some have had hard times staying

some have had hard times staying affort in the bitterly competitive pop field. But those who have found that they can command a loyalty not always found in the pop field. There is less glamour, of course, in having a specialty line as aminth having a string of best stilling pop dicks. As one very successful specialty record man put it cone day, "When I walk into a restaurant bo one knows me. I do successful specially record man put it one day, "When I walk into a rectaurant no one knows me. I do not meetive the same attention as the heads of some of our large companies. But I'm usually con-soled by the fact that I make more money than they do." Companies with strong specially lines have found that they are very consoling when times are hard on regular non needuct. pop product

CHICAGO — Mercury Record Corporation is tied with RCA Visitor for first place for most tunes on the Hot 100 chart with six said. Mercury's subsidiary label, Smash. on the Hot 100 chart which have Mercury's subsidiary label, Smaah, has three more on the chart, giving the Mercury family a total of nine.

Mercury family a total of nine-Mercury a executive vice-presi-dent, Irwin H. Steinberg, noted the good clurr representation attestud to the success of the reorganization program which the firm has been undergoing during the past several

Number two spot for most tunes on the chart goes to Decca with four, A crowd of labels tie for third place with three tunes on the chart, including Dot, Imperial, Atco. Gee,

including Dot, Imperial, Alco, Gee, Warwick, Argo and Capitol. Reorganization Included in the recent Mercury reorganization: (1) Decentralization of the a.&r. department, A.&r. di-rectors are no longer confined to a specific artist or a specific terri-tory. tory

(2) Organization of the firm's special products division to handle its subsidiary label, Smash, and to

Purchase of WMGM By Crowell-Collier Off

NEW YORK—The sale of radio Station WMGM here by Loew's Theaters Iroadcauting Corporation to Crowell - Collier Broadcausing Corporation has been called off be-rouge the time limit set in the cause the time limit set in the agreement for approval by the FCC of the assignment of the li-cense to Crowell-Collier expired July 10.

The FCC had failed to approve the reasonable to approve the transaction without a formal hearing. The FCC, which has been critical of programming on other Crowell-Collier stations, said that it was unable to determine at this time that the assignment of the time that the assignment of the WMGM license to Crowell-Collier would be in the public interest.

ing, consumer advertising a advertising.

Steinberg added the firm ing forward to a substantial in fall business in all catego in all products.

Columbia In Masters Ten

NEW YORK-As pu drive for strong single was his Records has signed ducing team of Nevins s ner to produce masters. I Kirshner have been one o successful of the indie teams, and now have pac records for RCA Vic Paramount and Epic. Fin under the Columbia he under the Columbia h N-K features thrush Dori

The N-K pact with C will be similar to centracy duce masters with other The duo will bring in at 1 new names to Columbia a with the option to bring in as five new names. They a the songs and make the m which point Columbia we the distribution, etc. the regular Columbia distribu-lumbia will have options the artists to the label. I N-K will continue to m artist's recordings. as five new names. Th

N-K will draw down a paying, as well, the artist publisher royalty. N-K w name the royalty they rea record, but it is under requil or top that received indie producers who get cents to 3 cents per disk i

Weiss' World Trip for WB is Fruitfu

LONDON — Licensees in five new ferritories, reperioise from three countries and closet co-op-ration between the Warnet Re-film and disk firms were among the achievements of the recent base for sevier manifold director, Bobby Weiss Inchaing a four and-conchalf month stop-over in warner's to's Angeles home office to's for sevier months. On the second part of the trip

On the second part of the trip Weins visited Japan, Hong Kong, the Philippines, South Vietnam, Thailand, Singapore, Ceylon, India, Istael and Greece.

In Tokyo, Weiss discussed prob-In Tokyo, Weins discussed prob-lema and foture releases with the Warner licensee. Nitchiku In-dustrial, a division of Nippon-Columbia. He also arranged for Nitchiku to record Japaness talent for issue on the local Warner label. The disks will then be made available. for release throughout the wurld.

Manila Deal

During his stay in Manila, Weiss arranged a deal with the Mareco firm to become the Warner licensee for the Philippines. Local talent will also be included on the label and must be inclused on the integration of a second state available world-wide. One coupling—of a folk song set to an "off-beat cha-cha" rhythm Weiss foimd predominant through-not the Orient—thas already been scheduled for release in Scandinavis.

Warner's international film-disk association received a further boost in Bangkok, when he completed a deal for the Black and White Record Company, a subsidiary of

Attenue Stop In Atbens, his final stop-off, be completed negotiations with Gi-orgon Orphanidis of the Greek Record House to be the Warner licensee in Greece. A hunching date of September 1 is planned. Again, local artists will record for the label and their disks will be Again, local artists will record for the label and their disks will be instead elsewhere. In the other countries visited, deals were not possible. In Hong

IFPI IN CONFAB IN COPENHAGEN

OSLO, Norway-The In-ternational Federation of the graph companies throughout the world—has their annual meeting in Copenhagen this week

Prime topic for discussion will be the problems in con-nection with copying disks on tape, which anems to have become more and more popu-lar. This is of course illegal, except for private purposes, and many see in this practice a substantial reason for the decline in sales of records. Kong, Weiss felt, Joral reached no great volume would probably have to exported, thus underning exported, thus undermini creases in other territorie war with the communists, miles away from Saigon, ha the occurring in Vietnam s imports were impossible.

Economic troubles in too, ruled out a possible d ports were cut to an minimum. In Boenbay, We cussed a deal with exect EMI, which has the only plant in the sub-conti India, but no decision was In U. S.

During his spell in Los Weiss spent a considerab ling and other executives, ing product and the host torial agreements already torial agreements already and operating during the months of his appointment ternational diructor.

ternational diluctor. Weiss returned to his Far June 24. Next day he fit London for a 10-day up executives of British Decca-uling album releases for Self through February. He fit this with visits to Teldee hurgh, Radio Free Bedfi Musikverriteb (Zorich). Vi the four Scandinavian co and to Italy, Belazium and fit and to Italy, Helgium and are planned by the col-month.

In Berlin, Weiss was with the broadcasting atthosp proposed visit of Conne-to take part in the special August 26 from the Berlin August 26 Exhibition.

JULY 17, 1



RULE CARE PROGRAMMING

ARTISTS' BIOGRAPHIES

ter men proprieting uns have an partnerst facts shout hat sits article, it singert wer partner a live 5 auto, these bigraphies will halp you build a percentent the of auto gate.



CURIIS LEE Born in Yuana, Ariz, Octo-ber 28, 1941, Curtis Lee began accompanying himself on the guidar at an early age. During high school he played and asing at many local functions and so-oid attractions. These arounds

in many local functions and so-cial gatherings. Upon granda-tion from high school Lee was determined to make a career in thow business with confidence in his ability to sing and play the mitter and minno Fuits iltar and piano. Lee had little success his first

Lee had little success his first year when record denote went to to a companies without success. He played only infrequent dates agar, Stan Shuiman, were traveling through the Tuesson area decaded to sinp at the club where Curtis was appearing. They a impressed enough with Cartis to bring him to New York sign him to the Danes label. Curris Lee's debut disk "Pledge of Love" garnered some action currently Lee's waxing of "Pretty Little Angel Eyes" is moving immetly on the 'Hot 100."

THE CASTELLS

tanging in age from 17 to 21, Castella are comprised of o Usery, Tom Hicks, Joe by and Chuck Girard. Bob, by and Chuck Girard. Bob, na ad Chuck are from Saota as, Culit, and Joe Kelly's as town in Petalumia, Calit, ring with theire members in vember of 1958, Bob Umery added three months later, Joe Kelly joined during the more of 1919 after the loss of method.

he group began playing lo-dates is and accurat the Santa Rosa area until they met Dan one of the was a disk jockey at that time and convinced the s to cut a demo meend. The disk was automitted to Herfs New-et Fra Records who signed the Custells to a recording con-trained frame and the boys now have a national hit on the label with "Secred."

The Castells indulge in a variety of hobbies during their leisuru e, including bowling, tennis, cars, swimming and basketball.

YESTERYEAR'S HITS

of pose programming from your Ebrarian's shalves, faultating the disks that a latent in the land firm yours ago and 10 years ago this work. Here's how

POP-5 Years Ano

21, 19561

Art Sweet Wild, Coul Screet, Ern Jonal Lao Hy Mind, Fat Sacon, Set Mart Yea, 1 Mood Yan, I Gerre Tan, et Jernie, Ed. Wilder R. Nerry Cons, SEA Wilder Fallen, Haffnah, Horengr andhar & Hinten, Marth Suloff, Decca a in Lore Again, Fatt Bandine,

- A Set & Lola, Gene Viscert, Capital and Sene Will Be Will Be, Sri Der, Calambia in Se De Will Visc. Delatter, Calambia

POP-10 Years Ago JULY 21, 1951

- 1. Too Toung, Ref King Lole, Capitel Z. Jacobel, Frankle Laine, Columbia
- Raw High the Moor, Last Rauf & Mary Fent, Capitol A. Cante On A My Noore, Beasmary Division, Columbia
 Lastion Highl of the Year, Marte Lanta
- SCA Vie T. So Tap
- BCA Victor 7. So Top et Old Souther, Warners, Decca 8. Soute Viciolo, Disuk Dorn, RCA Victor 9. Rove, Rose, I Love Ten, Furthe Laine, Catombia 10. Secol Off, Yanghe Moerne, RCA Victor

RHYTHM & BLUES-5 Years Apo-JULY 21, 1956

litta Wittle John, King In Little Bichard, Specialty a of Lova, Clyde HePhation, Attentio def in the Jungle, Ladath, Holarn/ Barris, Finth and Look, Six Teast, Flip.

Dynamics Has Converter

W YORK — The Dynamics position on equipment which --within to the form-can convert FM radio station to stereo-tic broadcasting without down-

Pinner, Hessa, Pinnes, Jammi Brawn & Hor Ferness, Harnes, Fulletol Interleije, I. Jane Sar Ja, Ray Dawist, Alliferie Sarbares, Cardt Sarry, Dani Dree, Line, Lere, Greent, Milailie Lef Has Soud Times Ball. Birthy & Los, Alastic

The equipment is said to convert two sound signals originating at a station into a single signal for transmission over the outlet's regular broadcast band.

Thus homes equipped with FM sets adapted to steppo will receive the station through dual speakers. while non-adapted FM sets will heat it as a normal monaural broadrast.

PROGRAMMING PANEL

If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1364 Brandway, New York 36, N. Y. Four name will be credited when H appends

THE QUESTION

In what way-if any-doos the Canadian Disk Jockey's role differ from that of a U.S. doejay?

THE ANSWERS

RED ROBENSON

CKWN, Vancouver, B. C., Canada

Basically there is no difference. Canada is probably the most-Amer-ican country in the world. The

the world. The deejay here is unton even a unton even a unton even a the American deejay. Radio is the same here, the American deejay. Radio is the same here, unto, There is only one differ-the number of r a dio statiom net tuarket is

per tracket is lower than in the U.S., the laten-ing audience is greater and Cana-dians are nuser ratio conscious-at least that is my observation after having lived in both countries. If anything, the Canadian decjay is more active in community affairs

GEORGE BALCEAN

CEOC, Hamilton, Ont., Canada

tion in the most contertaining way himself, stelling his aponsor's product. This is the basic idea of commercial broad-casting. Sometimes we loss table of it. Speaking of selling-what am I offered for this alightly used soap box?



10CK ANSWERS DISTRIES: Community on a room the dot was a manufactures and distribution completions of the dot was the end of the dot was the end of the dot was the end of the dot was the dot was a dot of the dot was the

tochine and occasional granulting, the encourse was tree. "Naw," continues Wrinky, "the radio industry is found in the second people are under the function of the second people are under the industry new finds itself under the close scrutchy and the industry new finds itself under the close scrutchy and the industry new finds itself under the close scrutchy and the industry new finds itself under the close scrutchy and the industry new finds itself under the close scrutchy and the industry new finds itself under the close the door to mark direct communication by record because with direct communication by record communication of the scrutchy is the scrutch of the scrutch with a scrutchy is a scrutch of the scrutch of the scrutchy with a healthy that industry in the scrutch is the scrutch is industry is scrutch is problems the to communication by the changes and the problems the to communicate for the plan industry is scrutch is problems in the to communication in the scrutch is industry in the scrutch is in the industry is scrutched in the industry is scrutch is problems the to communicate or brind and industry is scrutch is problems in the communication in the scrutch is industry in the scrutch is in the scrutch of the industry is industry is industry in the scrutch is industry in the scrutch is industry in the scrutch industry is industry in the scrutch is industry in the scrutch is industry is industry in the scrutch is industry in the scrutch is industry is industry in the scrutch industry is industry in the scrutch is industry in the industry is industry in the scrutch is industry industry in the scrutch is industry in the scrutch is i

(Continued on page dd)

LABEL-DEEJAY By NIKI KALISH

By NIRT SALASH MONSTERS AT LARGE: The group knows as the Casile Kings broks up the crowd at a local borgain store on Long Island, N. Y. last week, with their new Atlantic record, "You Can Get Him, Frankensteal," They ap-peared on declay Ion Harrioft's show, WMCA. New York, airing on location. A well-known listner from 'Trensylvania," Provkenstein, himself, was on hand with his friend Coant Dracus. SEEN ARDUND THE STA-

SEEN AROUND THE STA-TIONS: RCA Victor Records re-cently had two of their artists out on tour menting the local decision.

centry and two of them around out on tour meeting the local decisys. Chet Atkins, guitariat and Nach-ville-based BCA Victor stroducer, hit six of the major markets with Part Kellshar, the label's national plagging and celebrating "Chet Villins Moetli" with the locksys. Ann-Margnet, RCA's new vo-relist, recently ran the gamit of meeting local decisys in Chicago. Cleveland, Pittsburgh, New York, Philodeipha and Baltimore, and plagned her debut disk tagged plagted her first flick los 20th Cen-pleted her first flick los 20th Cen-pleted her first flick los 20th Cen-lury-Fox filled, "Pickstud of Mira-cles," a remarke of "Lady for a Day." Traveling with her was Han Greer, managet, pop adver-tions and finds.

Day," Traveling with ber was Han Greer, manapet, pop adver-tising and display, JOCKEY PLUCS OWN LP, WINS New York deelay Paul Sherman is visiting around the the the used. Sherman is playe parts of Canada cannot afford to fully staff their operations. As a result, a denigative must a newscatter, public relations man, and access times, is alesman. Tig moory its are newscatter, public relations man, and access the sadd double a service and good opportunities rates Specially shows (a c frythm and bares, jarz, etc.) are free and far betworn, once again doe to the lack of people.

Sight & Sound **Quality Needed** By TV Music

WASHINGTON-A new "sight-WASHINGTON -- A new "sight and-tound" type of quality music programming is needed to sell net-work TV on hoot-long music shows. Up to now it has always heen the "personality" who makes good mu-sic presentation success on TV from Toscanimi and the NBC sym-phony to Leanard Bernstein, whose "maryclow" scalaby music atto-"marvelous" quality music pro-grams have even "garmerod a spon-

So said Qosinitance Eatan, the suita-elsual chairman of the Na-tonica-elsual chairman of the Na-tonica Festeration of Music Clubs, during a recent meeting of the Na-tional Music Council.
 Although Eatan was talking principally of longhuir TV nume shows, the popular, standard and how-tune music hours are in the tames singetime. Who would "sing-along" without Mitch? When would a sponner theircase an hour-long stretch of month' music without a private of month' music without a contant or a Merman?
 Looking back were the fore land-marks of quality musical program. (Continued on page 64)

JOCKS' PHOTOS NOT FOR REAL

NEW YORK - Lightning atrick twice in DMW's type-setting department host week, and the captions stamming un-der the programming panel photos of New York dee-pyp Bill Williams (WNEW) and Jerry Marshall (WMEM) were switched for the second time

Since the gremlins are Since the premiting are rvi-dendy entreathed too deeply at BMW, we cap only suggest that Williams and Marshall he good sports and in the in-terest of accounts reporting consider earbanging names.



I see no prest difference in the role played by Canadian desizy. I think the big the taxes of the canadian or the canadian or

RUSS SIMPSON

CEPT, Petershore, Ont., Canada

Canada Ins 18 million people, the U.S. 166 million. With the ex-ception of ma-for centers, siz-form in most parts of Canada



PREDDIE FIELOS AND TAVIS RESELMEN

O HOURS OF JUST PO

In Carnegie Hall on Sunday Evening, April 23, 1961, Judy Garland walked on stage and sang 26 numbers in a special one-night-only concert.

It was perhaps the most memorable evening in show-business history, The audience was composed of 3,165 people who had fought, begged, pulled strings, and paid astronomical sums for the precious tickets. The 3,165 people roared, applauded, cheered, laughed, cried, stomped, whistled and shouted. The ovation was unprecedented and overwhelming. The press exhausted all the superlatives.

The evening lives. Capitol recorded it in its entirety, live.

This exciting two-record set is the biggest smash of the year! We're breaking with the heaviest advertising push in our history. And the advance publicity on this release has already exceeded any album ever recorded! For the millions of Garland fans all over the country, "Judy at Carnegie Hall" is a must buy! In all honesty . . . we think this is a great, exciting album-"Two hours of just pow!"

ORDER AGAIN FROM YOUR CRDC REPRESENTATIVE...NOW!



TROLUSIVE MANAGEMENT PREDIE FIELDS ANEOCIATES LTD. 410 FARE AVENUE NEW YORK \$2, NEW YORK, F/S PRODUCTIONS INC.

MUSIC-PHONOGRAPH RILLEOARD *IERCHANDISING*

ABELS PAY RENT **Broadway Store Ups** Unique Disk Displays

VORX — Tin Pan Alley seed, a suinging Bicoadway diak between main the corner of Wess in meet, and mee of the faw we man stem not featuring a widd internation of featuring a widd internation of the analysis of the method based party records in the steven and the section of the section of the method based party records in the sector, allowing for method based party records in the sector, allowing for method based party records in the sector allowing for method party records in the sector allowing f

lecord Mitt Keeps Disks Clean

NEW DEALER PRODUCTS

The Menick-Sadel Associ-tion of Washington, are mar-ting a record milt which protects haring and keeps rearing dout free. The glove et a reported to be statue and with for \$1.50.



Store Display for Audio Controls



Autioners of Rockford, Hi, has a new instare aution com-trol demonstrator which, the farm ways, will gove individual dealers is comparehension self-service audio-streeo accessory department. Specker volume controls, drawer blakes and tope recorrelar accessories are featured along with cable and connector lines. Further in-formation is available from the company direct. Audiotex of Rockford, Ill.,

Sophisticate Stereo Consoles

Another member of the sorral Electric line is in on-the-wall high fidel-intereo model that again interes the drop-down turn-ble. Tabbed the Sophithis the The set is 50 inches the 20 inches high and 16 this deer. There are op-mal removable ling and will bracket is available. There is provision for an M-PM tuner and the set in without tuner, for \$239.



ALBUM COVER OF THE WEEK



WHEF-Carls Thomas Atlantic Very antinative some for red, as hear eith a arthing hil-ment of the acids. Phone by when design. Leving Extension when her possible saids.



DERIGINAL SIX-Joins Lowin, Attacks 1970. Unusual design is die Ley Sone with ausdateitung durwing of Trie in the Backers. Cover Unatorities for Bil-Indexes is in their, partie and scatter line discuss material.

CLAIRTONE WILL HANDLE BRAUN

NEW YORK -- Clairtone Sound Corporation of Toron-ta, manufacturer of storon Social Confections of 19000 fair, manufacturer of streng-contaile plucom, hay completed arrangements to market the German Braun line of transis-torized portrahle radies and table model AM/FM tadie uldren record players in Amer-ca. The line will be sold under the bogo, "Chairbore Braun," Chairbore, a relative mexcomer in the phono husi-next, ontroduced its first line of phonographs in the Cara-dian market hay year and since then has moved into the U.S. market. The complete line of Chairbore and Chair-tone-Braun products will be on display at the Music Mer-chaets Trade Statiw in Chicago-next week. next week

Granco Marketina One of 1st Stereo-**FM Radio Lines**

THE RUGIO LINES NEW YORK --Gennee Products has become own of the first forms to market a line of steress-FM radio sets, with the introduction last week of a line of six models, five of them two-piece tunits and the other a non-spice set with pall-out speakers. The two-piece minis consist of a master und and a companion, which may the part-cused separately that, in areas where multipley private is not available, the master unit will provide regular FM re-ception. Later upon the advent of multiples broadcasts in the area, the companion unit is simply plugged in to add the second steres thanket.

channel. The Granco FM-stereo line has a low-end price of 355. The one-piece, 19-inch stereo unit retails at 399. The set has too matched am-plifiers and a phono jack. Granco-nroducts are now marketed through Dumont Emerson.

W'house to Up Stereo Models

STEERED INIOACEIS CHICAGO - Westingboose Factoric Corporations will introduce to new steeps console units at the Music Merchants Trade Show here by the seek of the sector of the sector of a new steeps consoler that the music Merchants Trade Show here by all the form of the sector or to a thing for each period. The M-1700 series, statistic furning on four speakars and M-PM radio and four speakars the M-1800 series, starting at \$7,69,95, contains the M-1700 series, the M-1800 series, starting at \$7,69,95, contains the M-M-PM unit plue speakers and a disk storage section. The M-1900 series features a new 54 inch cabinot, five speakers and dos disk storage comparison to be available as a speaker and the section. The M-1420 series with huilt-in the AM-1420 series with huilt-in the comparison will be available is sector. The comparison halo introduced by 55, in additions the an extension time of the available as a \$79,95 and \$99,95, in additions the an extension time of the available and the sector of the speakers, at \$79,95 and \$99,95, in additions the an extension time of the available and the sector of the sector of the available speakers, at \$79,95 and \$99,95, in additions the an extension time of the available and the sector of t

FTC Drops Charges Against Roulette Firm

NEW YORK --- This Endersh Trade Commission has diminised complaint charges against Resiliente Recurds. The decision affects both Rostlette as a corporation as well as the individual officers of the corporation.

BEST-SELLING PHONOGRAPHS. RADIOS & TAPE RECORDERS

Here are the bottomy best solities by monotonices, based as reach at a manthleng energy using personal interviews with a representating particular resonances of record phone dualers. A different price group is published in this chart and weak.

The percentupe figure shown fai such bound is its share of the total number of weighted points deview from all durine requests. Name tubulations are known on the rook moder all monodectoury tubus or easily header, and weighted by site of dualey. Only maniplectures aversing 3% as more all the total dualey points are listed balance.

PHONOS LISTING BETWEEN \$31 AND \$60

This This Teace	Position 4/17/81 Noon	Reed	% of Salah Paleta
1	2	Voice of Music (V-M)	20.4
2	1	Decco	
23	3	Webcor	8.8
3	4	Columbia	8.8
3	6	Magnavox	8.8
6	5	Capitol	4.8
7	-	Emerson	
8	-	Symphonic	4.2
		Others	

DISK DEALS FOR DEALERS

6 conversity of protectional apportunities has dealers by nonstructures and distributes correctly officing rescent or baselial terms. Shows where available are desting and explorites dates for each date, for each of the date of have independent of souther of the original news story and/ar observations desting a souther of the original news story and/ar observations are independent dates of souther of the original news story and/ar observations.

CONCERT-DISC Limited time only. Started June 23, 1961. save all markaged

ECA VICTOR-Limited time only. Started May 79, 1961, "Shart of the Section of the first Sector and the Course Section of the Constants, a social price in the international of the Course Section of the section of the first price."

AUDIO FIDELITY-Explicit July 21, 1961. Started June 21, 1961. Tan per certi discount incluent with the Baille

CANDID - Expires July 31, 1961. Started Jana 27, 1961. Las Program

PARLIAMENT-Expires July 31, 1961, Started June 19, 1961,

LINERTY-Expires July 31, 1961. "Started June 19, 1961.

control are attracted from exactly latting 32 year part discourt and a 100 Air cent through a part of a special program toporting its Pranter 18 andre. Monimum within to 26 from a faborat of the same litter in the first in any assertment, we page 3, how 19 lates, for anticit

VENTE-fabres July 31, 1961. Started June 20, 1961. "Dollartum facto Rick" Dealers are others for allow free far early three particular. However, the same far allow the set of the parts three parts of the same set of the same set of the same set of the same set of the set of the same set of the sam

CAPITIN-Expires Acquit 4, 1961. Maried July 10, 1961. For each new Reper Weater and Error find retrains perchand at mediate strong backets may be applied to the high the same office applied at media incom-backets, must be applied for many and more superstance. Only exception in the Reper Wager with the composite and

ATLANTIC-ATCO-Expires August 31, 1961. Started Jone 26, 1961. "Sources 17 lasts increases Propulation Available through district, the Ideal efforts 1 uprices declaration for the addings of both latests, latestage into 19 research, San page 1, Joint 40 latests, declaration

XING—Extended through August 31, 1961, Started May 18, 1961, Samuel communication, They require prime UP and the prime of em. Database metans and the samuel and the samuel of the table the prime of the samuel samuel and the samuel of the samuel of the samuel of the samuel samuel and the samuel of the samuel of the samuel of the samuel samuel of the samuel of the samuel of the samuel of the samuel samuel of the samuel of the samuel of the samuel of the samuel samuel of the samuel of th

M-6-M--Expires August 31, 1961, Started July 1, 1961, Label is othering one about fee for every first particulation manage. Also, 100 per cent exclusion anticipation of the labor.

e partnased. Plan sovers revealets on the label's 50 best-selling UPs. RICHMOND TELEFUNKEN.-Explore August 31, 1961. Started Joby 1, 1961. A composited 20 page warf discusse articled in desires through distributions. Programmer complete Richmonol-Telefunction 19 control techning results relations.

UNITED ARTISTS-Explores September 1, 1961. Started July 1, 1961.

UA and Using Allowed Stars." Two parts: meretry they receive the same package. increative plan on "Altorn in free for every 10 southers

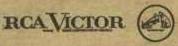
ABC PARAMOUNT __Explores October 20, 1961. Started July 17, 1961. "Fac UP Program." District an off-and 1215 per card discount on all UP percentant, Program. Starter and Starter and Starter and Starter and ABC percentant, UP of the starter and the

MOIGO-No expiration date. Started July 10, 1961.

RIVERSIDE - No explosition date. Started February 6, 1961. Destructioners from Riverside Provide), a locarized box consulting 100 large single-mill structure a based of their discuss from the UP instance for dags 90, february a limit for discuss.

TIME-No expiration date. Started April 1, 1961. Catalog.

With my best to NAMM dealers perry como



Gl

GENERAL ARTISTS CORPORATION

JULY 17, 1961

BILLBOARD USIC WEEK

MUSIC MERCHANTS SURVEY **1961 EDITION**

published In conjunction with the annual conventions of the NATIONAL ASSOCIATION OF MUSIC MERCHANTS and SOCIETY OF RECORD DEALERS OF AMERICA

Accessory Sales

Phono Sales Hit Slump; Pricing, Recession Cited

dia ed Billhourd Music annual survey of phono-aler by music and record month survey of phono-aler by music and record month control for the phono-gives released by such control for the phono-group as the Electronics Association tegoriding a to make the survey dealers in the survey of the survey and race of volume during the survey and the survey and the survey dealers the survey of the survey of the survey phono-survey dealers the survey of the survey of the survey phono-survey dealers the survey of the survey of the survey phono-survey dealers the survey of the survey of the survey phono-survey dealers the survey of the survey of the survey phono-survey of the survey of the survey of the survey of the survey phono-survey of the survey of the survey of the survey of the survey phono-survey of the survey of the survey of the survey of the survey phono-survey of the survey of the survey of the survey of the survey phono-survey of the survey of the survey of the survey of the survey phono-survey of the survey of the surve

proved. are insumes conditioner the event of discussion provides the of discussion provides indicat-tails were both better and the insplication, here better and the insplication, here better socies, the ability to sell at price acted as a safet atim-hile for inform medicratiling scout houses meant a just me

these reporting business searly 45 per cent blamed to a combination of high lowment, shurtage of sungey core remnomic conditions, non prominent reason given competition from dis-es Nearly 30 per cent rs pave this as the prime

BILLBOARD **1961 DEALER SURVEY** PHONO SALES IN RECORD SELLING OUTLETS for 19 Works, 1961 vs. 1968 · Pet Last of Dealer, Bealer

Better.	10.1
About Same	35.9
Worse	48.5
Don't Know	1.7
No Answor	1000

Alloci Nearly a per cent Some dealers also reported with of shreeping centers as the of shreeping centers as not of the reasons were and by small groops of dealers in this category indicated that the stuation was regarded as a blassing by access oner weather condi-in this category indicated that the stuation was regarded as a blassing by access oner weather condi-tion that the built of alers freed in precision of sterey by a fronticion of sterey by a fro

been period in each account of the U.S. The Phonograph and Radio Charl, appearing in this section, reflects the number of dealers reporting racit hrand is a "best arti-der" in each category as well as the average number of undealers that and a second solid of the subject category. This same chart presents projected figures of the number of record-ating dealers who carry seek type of equipment, their average ages and the number of the figures of the number of the figures of the local number of units and af each type in the 15 week period familiary 2 through May 19, 1961. The Tape Kneuther and Acces

May 19, 1961. The Tape Recorder and Acces-acty chart also reports the number of record-willing dealers reporting rach brand at a "beat seller." It should be noted that record-

selling destres constitute the prime marker in these survey, and all other outlets arising these items but outlets willing these items but which do not still records are not included in this survey

SORD-NAMM

Level of Equipment, FM, Transistor Sets Gain;

Shown by Survey Other Types Seen Shaky

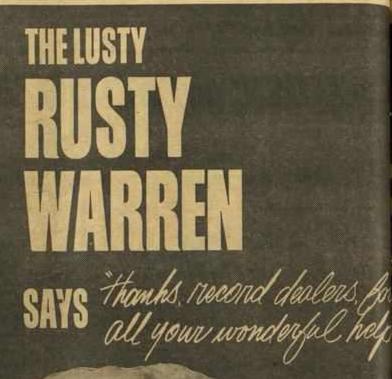
NEW YORK – Billboard Munic Week's annual aurvey of records the fact and for the source of easier setul of the source of the most significant is the source of easier setul of this year, according to result is the source of easier setul aurvey of easier the most significant is the source of easier setul is the source of equipment is also showed the most significant is the source of easier setul is the source of equipment is also showed the most significant is the source of easier setul is the source of equipment is also showed to be also source of equipment is also showed to be also source of equipment is also showed to be also source of equipment is also showed to the source of equipment is also showed to be also source of easiers in a source of easiers and the concernants were resourced for the concernants were resourced for the transistor and FM fields. A most factor is the source of dealers are done to were source of the source of dealers are done to were source of the source of many new FM stations in a mobel of many new FM stations in a number of markets, some more pervision were formation of the source of many new FM stations in a number of markets, some more pervision were formation of the source of many new FM stations in a number of markets, some more pervision were formation of the source of markets, some more pervision were formations of the source of markets, some more pervision were formations of the source of markets some more pervisions were formations of the source of markets some more pervisions were formations of the source of markets some more pervisions were formations of the source of markets some more pervisions were formations of the source of markets some more pervisions were formations of the source of markets some more pervisions were formations of the source of markets some more pervisions were formations of the source of markets some more pervisions were formations of the source of markets some more pervisions were formations of the source of the source of the source of t

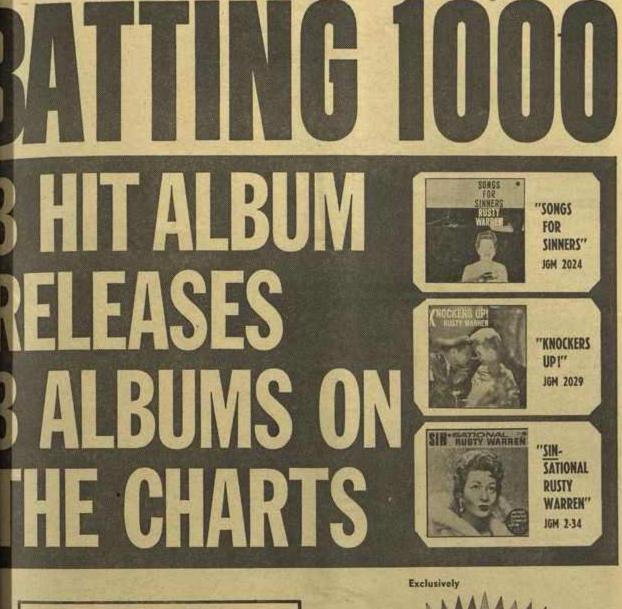
BILLEO		1961	DEALER	SURV	EY
RADIO SALES	IN R		SELLINA	G OUT	LETS
13 14 24 8	Saller	Sara	1 wina	3017 3.5pm	Augurta .
TRANSISTORS	31.1	33.7	29.5	.6	5.1
NON-TRANSISTOR	.6	11.4	40.3	34.1	44.3
CLOCK RADIOS	5.7	35.8	35.2	1,1	22.2
TARLE MODELS	8.0	34.1	34.7	1.1	22.2
PM (ONLT) RADIOS	20.1	17.6	17.0	5.7	39.2

In the clock ratio category, bout 35 per cent of dealers sub-stating that sales were about the same is last year, with a simular number is last year, with a simular number is last year, with a simular number is case of labor postable. The same logical part sales were bound to ease of labor postable. The same is case of labor postable. The same result were by dealers replying to merely decreased asis, the runs recomments advanced reasons were instat as "scomming requires" that is the same rest as "scomming requires" that is for each of a same instat as "scomming transmission was into each of the influence of discounties pracing tactics, year in the score of the influence and scounties praced to the influence of discounties praced to the influence of discounties praced to the influence of discounties praced to the statement. The allow state is a pre-tate the allow approach that observe than the content of patients and the state is a first and the fail that observe than the influence was the state transister sets to sports want to take transister sets do sports was a special that the side of the independence in the close set and the fail that observe than the cost of patients and the state is radion makes more patients in the state transister sets and the fail that the intermined tension makes more patients in the state that the special state is the state that the state is the state is the state is the state that the state is the state is the state is the state is the state that the state is the state of the state is the

<text><text><text><text><text><text><text><text><text><text><text><text><text> IVERSIFICATION KICK **Dealers Bolster Sales**

Meetings Open attract an altendapce of over 11,-







MY 4th Smash Hit Album! inb

Opening July 31st THE ROUNDTABLE New York, N. Y.

Management: STANFORD ZUCKER and ASSOCIATES Beverly Hills, Calif.

THE EXCITING NEW SHAPE OF TOTAL-SOUND STEREO! RCA VICTOR makes the new

Here are two exclusive new reasons why RCA Fictor Total Sound Stereo has all the features that make the sales. Total Sound Stereo in magnificent new hutch cabiners that would add a touch of splendor to any home... and Total Sound Stereo in fine-furniture consoles at the history-making, sales making price of only \$159.95! And these are just two models in RCA Victor's great new line... See them all at the RCA Exhibit, Private Dining Room 14, Palmer Honse.

EXCLUSIVE NEW TWO-TIER HUTCH CABINETS!

This magnificent Danish Modern cabinet offers your customers surreo in truly beautiful furniture. The Mark I has everything your customers want: Dehuge AM-FM timer with AFC. Dehixe record dis



with near-perfect pitch. The ("Floating Action" mechanism safeguard records and stylioutstanding performance from records, at all speeds. Ear leveling from 6 experitly matched spo-And, of course, the linest to Hi-Fi quality components. No else has this combination of fidelity stereo and design.

THE EXCITING NEW PRICE OF TOTAL-SOUND STEREO, FROM \$159.95!

that makes the sales in stereo!

FINE-FURNITURE TOTAL-SOUND STEREO AT A PRICE!

Sound Surreo in tastefully designed Contemporary cabinet of gony veneers and selected hardwoods. This is fine-furniture 0-never before offered at such a low price! RCA Victor HI-Fi By components... precision engineered Dual Channel Amplifier contrically balanced four speaker system and the famous "Floating "Automatic Record Changer. Here, beyond any doubt, is the Biractive value in Stereo today, for there's nothing to compare the Mark XVIII at the price. Only \$159.95!

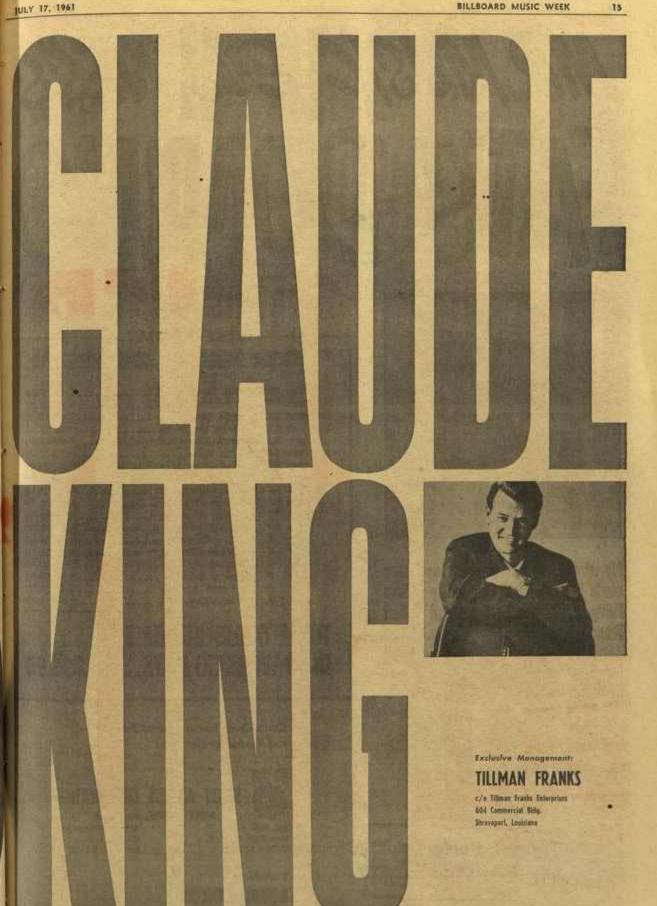


The Most Trusted Name in Sound RADIO CORPORATION OF AMERICA



Thanks, Dealers, for your tremendous help on my first Columbia Records. CLAUDE KING

COLUMBIA RECORDS



16



My sincere thanks to everyone who made it possible and especially to Sam Feldman, Charles Sullivan, and Robert Freed . . .

Fats

Latest money-making singles from America's No. 1 **Record Salesman!**

"IT KEEPS RAININ" Imperial \$753 "SHU RAH"

C/W

"FELL IN LOVE ON MONDAY" Imperial 5734

JUST RELEASED-ANOTHER HEADED FOR A MILLION!

INO LET THE FOUR WINDS BLOW (Con-COSD-GOOD BEARTED MAN (Travis Fast Domino continues his happy way o

Spotlight 7/10/61

AND HIS ORCHESTRA JUST COMPLETED -

ANOTHER SENSATIONAL TOP-GROSSING TOUR:

June	19	Austin, Texas
June	20	Son Angelo, Texos \$ 4,125.50
June	21	Odesso, Texos \$ 3,952.50
June	22	Lubbock, Texas
June	23	Roswell, New Mexico
June	24	El Paso, Texas
June	25	Sante Fe, New Mexico
June	26	Farmington, New Mexico \$ 4,906.50
June	27	Pueblo, Colorado
June	28	Cheyenne, Wyoming
June	29	Loramie, Wyoming
June		Casper, Wyoming \$ 3,387.00
July	1	Denver, Colorado 5 6,220.00
July	3	Los Alamos, New Mexico \$ 2,080.50
July	4	Albuquerque, New Mexico
July	5	Phoenix, Arizona
July	6	Las Vegas, Nevada
July	7-8	Salt Lake City, Utah \$ 5,871.40

TOTAL GROSS BUSINESS .IN 19 WORKING DAYS.. \$83,091.90

Currently on tour Northwest Territoryand headed for Honolulu!

Direction



SHAW ARTISTS CORPORATION MILT SHAW, President

\$63 Fifth Ave. New York 17, N. Y. OXford 7-7744

203 N. Webesh Ave. Chleuge 1, III. RAndelph 6-0130

Exclusively

IMPERIAL RECORDS 6425 Hellywood Blvd. Hollywood, Culifernie

IULY 17, 1961

BILLBOARD MUSIC WEEK

C)

17

DON'T LOOK ANY FARTHER!

WEBCOR ANNOUNCES a new American-made quality tape recorder

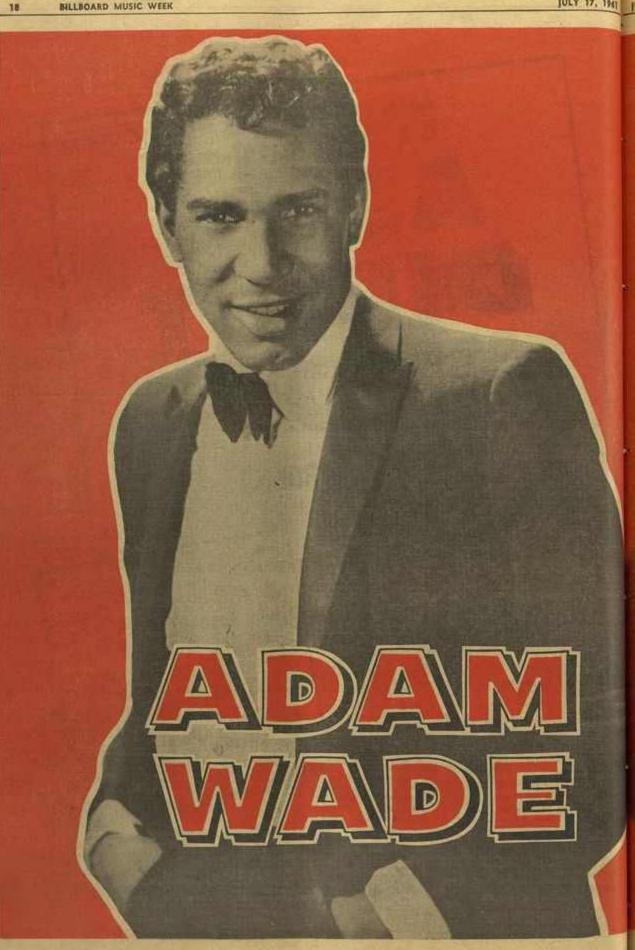
CALL YOUR WEBCOR DISTRIBUTOR TODAY!

Neet the new Webcor Compact DeLuxe-and you'll look o more at sub-standard models. Webcor has finally mashed the \$100 barrier on quality American-made pe recorders-long considered the breakthrough price or mass movement. This Webcor is built to record and by back at two speeds-3% and 7% lps-on all size

tape reels, Complete with full fidelity dual track recording WEBCOR head, monitor-tone control, record safety lock, volume IS BUIL control with record level scale, high fidelity speaker, widerange ceramic mike, and multi-purpose input and output jacks, including one for slide projector synchronizer. 'Nuff said?



with an ear is the future



JULY 17, 1961

COEL

19

b/w PLAYIN' AROUND Coed #553

AW

convention.

ADAM'S NEW HEARTBREAKER

IS A TOP TEN CHARTMAKER!

15 E

PERSONAL APPEARANCES Aug. 4-Rainbow Room, Wildwood, N. J. Aug. 18-The Albion Hotel, Asbury Park, N. J. Aug. 21-Holiday House, Pittsburgh, Pa.

-and hops to see you at the Copacabana, New York City, opening September 7 for 5 weeks. ---Adam

BEST SELLING ALBUMS

ADAM & EVENING Cood LPC 903 (Mone & Stereo)

AND THEN CAME ADAM Coad LPC 902 (Mone & Sterso)

Managamanh CAPAX MGT. CORP.



Directions XXXXX WILLIAM MORRIS AGENCY

thanks, Music Dealers for your Continued support ... and Best

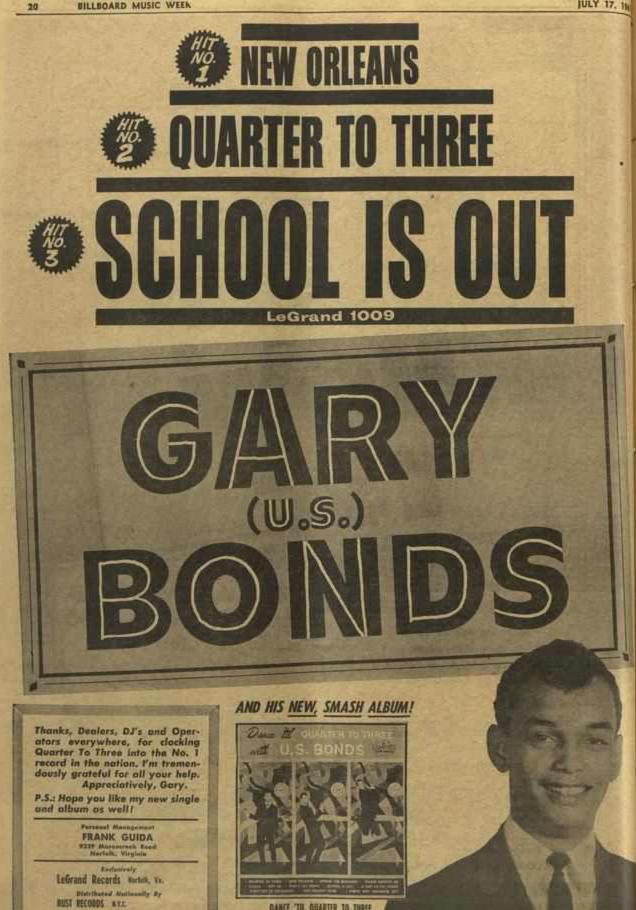
adam

Wishes for a successful

P.S. My sincore thanks to the

DJS, program directors.

and record librarians



DANCE "TIL OUARTER TO THREE WITH U. S. BONDS Lettered LLP stars

21



Come up and see our etchings

and other engineering advances and style innovations in the new Westinghouse Radio-Portable Phonograph line at the Music Show. It's a big line, a strong line, a saleable line, with powerful transistor portables, new AM/FM table models, push-button clock radios, low end portable phonos and portable stereo with console sound. See them all at the Music Show, Palmer Westinghouse 400 Room, July 16 to 20.

INVOICE ELECTRIC CONFORMILES - INTERNET IN AND DIVISION, METUS

Thanks Ele

FOR YOUR WONDERFUL RECEPTION TO MY FIRST RELEASE...

ON'T

TAKE YOUR LOVE FROM

now exclusively on





Personal Managements Jorry Teifer

23

Heard about PHILCO? To meet overwhelming distributor demand Philco production schedules have been increased, speeded up! Radio, Stereo orders up substantially...TV orders up 44% over 1960! See the most-talked about new lines in electronics from PHILCO! name over them work that the party of a trans transfer in TABLE RADIOS FULL-SIZED MODELS PRICED FOR VOLUME Full features • Sparkling Styling • Fully Guaranteed BUGGENTED LIST PRICE CLOCK RADIOS MOST WANTED COLORS AND STYLES . New cabinetry . Sparkle Styled . New value features BUGGESTER LIST PRICE FM and AM-FM RADIOS **EXCITING NEW STYLES AND FEATURES** . Component Styling . Transistorized FM-AFC . Wide range speakers NUGALSTED LIST PRICE HODEL 914 MODEL 910 COLUMN NAME FROM PORTABLE PHONOGRAPHS STEREOPHONIC-MONOPHONIC MODEL • NEW STYLES • NEW COLORS • NEW DEALS 1414 Features Stereo Party Ensemble—Cart and Record Package BUDGESTED LIST P NAME ADDRESS ADDRESS mant - sense - sense FROM NEW STEREO HIGH FIDELITY BACKGROUND LISTENING CONTROL Authentic Cabinetry - New Stereo Amplifiers MODEL MODEL-1721 Built-in AM-FM tuners • Transistorized FM-AFC • Ready for Multiplexer SUCCESTED LIST PRICE T DIRECT DIRECT PROPERTY AND FROM NEW VIVID VISION TV COMPACTS, CONSOLES, HI-FI COMBOS MODEL · Black level control · New Intensi-Tube · Proven Cool Chassis 3720 MODEL 4906 rate and the line it See PHILCO at the Philco's on the move! GO WITH MMSH SPACE 4 1400 ROOM" PALMER HOUSE . CHICAGO

JULY 17, 1961

Full-Line Catalog Disk Sales Seen on Way Out by Dealers

· Continued from page 9

24

Another dealer frankly tecom-means that manufacturers should employ fair trading practices if they consider their product any good.

complete their product any good. Its another erase, the structure is the

recipo far improvement of the over-all business inclusies lower allum prices, no racks, no special discounts to constrops and lens fur ourrent releants are pure fund, he says, "And with this volume rodd releases are lost in the meler." every sell, thustimes includes lower discounts to emissions and lenger marchandine. "Over 80 per cent of the current releases are pure just, he says, "And with this volume good releases are lock in the resele." Aonther dealers states simply "Unless manufacturers takes strap to clinicates rack (blining and dis-count operations, they will have no outfer for their west catalog increation of the independent rec-ord dealer cannet continue to car-ry estensive catalog is the face of dwindling store traffic." Another dealer frankly recom-ments that manufactures shootd employ fair trading penatices if they complete their manufactures and pool dotted and trans. The sets, "What have the manufacturer gotten out of a be a manufacturer gotten out of a

Continuing on the theme of cata-scotomy.

risions held an many circles of a disk ieduary. There reasons solvanced to a main a better star of the binary included the availability of here protected tape, they always of players available and the ta-that tape was the obvious next dis-bat any customers who always better any customers as in the orange better any customers as in the orange better any customers as a second the sponding period a version and the states as in the orange of the states as in the orange of the states as an increased to write more hauseen in a many customers and the states of the states as a increased of the states as a second to be the states of tape sequences and as a bigger arcitic of the customer from which to choose. Therein the states regarding a state trease is a bigger arcitic of the trease of tape sequences and the states are bigger arcitic of the customer from which to choose. Therein the states are been any arched as a bigger arcitic of the customer from which to choose. Therein the states are been any trease of tape sequences of tape of the customer any trease of tape of the oranger and the states are been any to a state of the oranger of the oranger of the trease of tape of tape of the oranger of the tr

BILLEC	ARR	1961	DEALER SURVEY					
			IPMENT SALES					
TAPE SOSTPH			PRE-RECORDED TAPE SALE					
Allow allowed	Mens	Steres	and the second second second					
Butter	15.5	24.5	27.1					
About Sema	41.7	30.9	18.0					
Wares	27.3	17.3	13.5					
Bun't Know or No Response	15.5	27,3	(41.4					

1961 Survey of Phonographs and Radio BILLBOARD MUCIO MIEEK

MUSI	C WE	EK		· · · ·				2.	.		-	-	-	-	-		
MUMBER OF BECORD-SELLING DHALMES HANDLANG PHONE ROUPMENT & BADOS FROM JAM, 2 THEU MAY 13, 1963	UNIT SALES BY RECORD-SELLING DEALERS FROM JAN, ITHRO MAY 13, 1941	AVERAGE UNITS SOLD PRE RECOD-SELLING DEALERS FROM JAR. 3 THEU MAY 15, 1963	TYPE OF PHOSOGRAPH EQUIPMENT & SADIOS SOLD BY BECORD-CRLLING DEALERS PROM JAS, 2 THEO MAY 15, 1941	PRANTOS	ADMIRAL	ARVIN	BIRCK	AVOLUA	CALIFONE	CAPITOL	CHANNEL	COLUMBIA	CREAT	CURTIS MATHES	DEAN	DEDCA	DELMONICO
PHONOG	RAPHS	1 - 18	and the get dailing it				-		Ι.,								1
		I MARY	PORTABLE MONAURAL PHONOGRAPHS	Percent Reported as "These Selling Line"	•	•	1.7%		1.	6.25	Z	7.25	260		•	27.05	
\$,000	\$6,100	11.2	BOTH MANUAL &	Average Numbes Unite Sold			7.5			7.2		11.6	T			6.6	
	1000	C Car	PORTABLE STEREO	Percent Reported as "Stor Selling Line"	•	•	•			6.35		\$.95	-	1	3	6.35	
3,100	18,100	5.8	PHONOGRAPHS MANUAL	Average Number Dairs Said	-					5.5		7.8	1		5	3.2	
	11.700	-	PORTABLE STEREO	Percess Reported as "Best Selling Line"	•		•			2.5%		9,7%	1			10.15	
4,900	66,200	13,4	OR TABLE MODEL AUTOMATIC PHONOGRAPHS	Average Number Units Sold					12	3.5		7.2	1			9.0	
	1000	CTINE TO	STEREO CONSOLES	Percent Reported as	•		1			100		7.25	1	•		2.5	
3,600	29,700	6.2	WITHOUT AM/FM RADIO OR TY	Average Hunker		ind	ike.			31		5.5		1		2.0	
	12.000	160	STEREO CONSOLES	Percent Reportal as	•		110		•		-	3.45	1.1	1.75		2.11	
3,200	52,000	16.3	OR CONSIDLETTES WITH AM/FM RADIO	Average Souther Units Said	1			-				1.5	12	6.0		3.0	
			STEREO CONSOLES	Percent Reported as "Hour Selling Line"			16	3	2			-		1.7%		1	
1,800	14,700	8.3	(THEATRES) WITH AM/FM EADIO AND TELEVISION	Average Souther Unice Sold						is:				3,0		1	
RADIOS			ALL STALL		25.0		ä.				G .		1				
1000	102 300	23.6	TRANSISTOR RADIOS	Percent Reported an "Next Solling Line"	•			1		-	6.85	1.15	1				
5,300	126,200	4.5%	TRANSET OR BAUMAS	Average Number Units Self						1	5.2	2.0	12				
1.72	1000	1	NON-TRANSISTOR	Percent Reported as "Bear Selling Line"				-		3		4.	24			1	•
1,400	6,000	4.2	PORTABLE RADIOS	Average Number Units Self.		112						1	11	Ini	1		
Valence -				Persons Reported as	2.3%				12					1		1	
4,300	30,000	7.0	CLOCK RADIOS	Average Number Duits Suid	1.0			1	T			30		-1-			
- Wanter	-	1. 22.2	and the second second second	Perrent Reported as "Beat Selling Line"		1					T	1.15					
4,600	40,600	8.8	TABLE MODEL RADIOS	Average Stonlies Dairy Bold	10.					5	lin,	4.0	10				
2 400	20 500		THE OWN & MUNICIPALITY	Parcent Reported as "Bust Selling Line"	•	•						•			10		
3,400	20,600	6.1	FM-ONLY RADIOS	Average Number Units Said				-					1				

IULY 17, 1961

Accessory Sales Holding Own; Raw Tape Activity in Spurt

Accessity tailes for the first manual of 1961 head class to level the same period a vest ago, ro-balance to Billboard Music Weyky and the same period a vest ago, ro-balance to Billboard Music Weyky and the same dealers also fell that the tradies and the of the tradiest and the order that the tradiest and the of the tradiest and the order of the tradiest tradients. These same dealers also fell that a transfer of the class of the order of the tradiest music class of the tradient of the tradiest and the tradiest tradient to the tradiest of the tradient of the tradient music class of the tradient music class of the tradient of the tradient the tradient of the tradient music class of the tradient of the tradient

sories. One dealer, in fact, chas-tised himself for not having done a better job in hoying his suck, He added fust he felt "accessories are a factative basiness."

are a functative business." Those dealers who found busi-mes worses or the same as hat year, offered many of the more or fess standard reasons. General business conditions, the necession and in-clement weather explained numer-rablems associated with demis-nable accessory profit. Discount house competition, and the loss of necord-buying traffic through the activity of record clubs and rack operations were also clubs and rack operations were also clubs as rea-yons for the lessening in tales of sons for the lessening in sales of these items.

The increase of interest in home the function of interest in normal training appears the most prominent reason for the upowing in taw tape sales. Youngsters purchasing low-priced tape units and adults buying the more expensive models have stimulated sales of blank recording taw. Another reason given for lape. Another reason given for the increase is popularity of the cheaper Japanese units which have flooded the market in recent years.

MEN WHO READ

BUDINESSPAPERS

MEAN BUBINEBS

(HP



BILLBOARD MUSIC WEEK

SORD-NAMM Meetings Open · Continued from page 9

billed as, "the H-lynn-olde per-sion prodigy." Meanwhile, perbags the most framout developments were as perchal to occur during meetings of SORD. The mitton-wide dealer as sociation, at its meeting bern hat year hat an al-industry "unamit cool ference" for the record business he held, will see that des resting realized here at its general mem-ter of the SORD organization.

the Palmer House. This meeting will feature talks by Art Talmadge, president of ARMADA and general manager of Unitud Artists Records, and Randy Wood, president of Dot Records, and a member of RIAA Both are expected to remain for a question period following their talks.

Meanwhile, several board ment-ings of SORD were expected to take place. The first of these was planned for Sonsity atternoon (16), with a second, set for Monday morning to include an informal discussion with board members of ARMADA. The dealer association includes an also expected to be According to the observation and according to the servarian serv-imening and properties of the the barrhandising and promotion serv-Chicropy drafter suit against the the to drafter will be found on three major recent clubs, and that

25

Additional Dealer Survey Charts Listed

Billboard Music Week's annual dealer survey of phonograph and radio sales appears below on these pages. A companion feature, detailing latest sales information on tape equipment and record and tape accessories will be found complete on page 45 of this issue. Another series of charts listing manufacturers who lead in point of

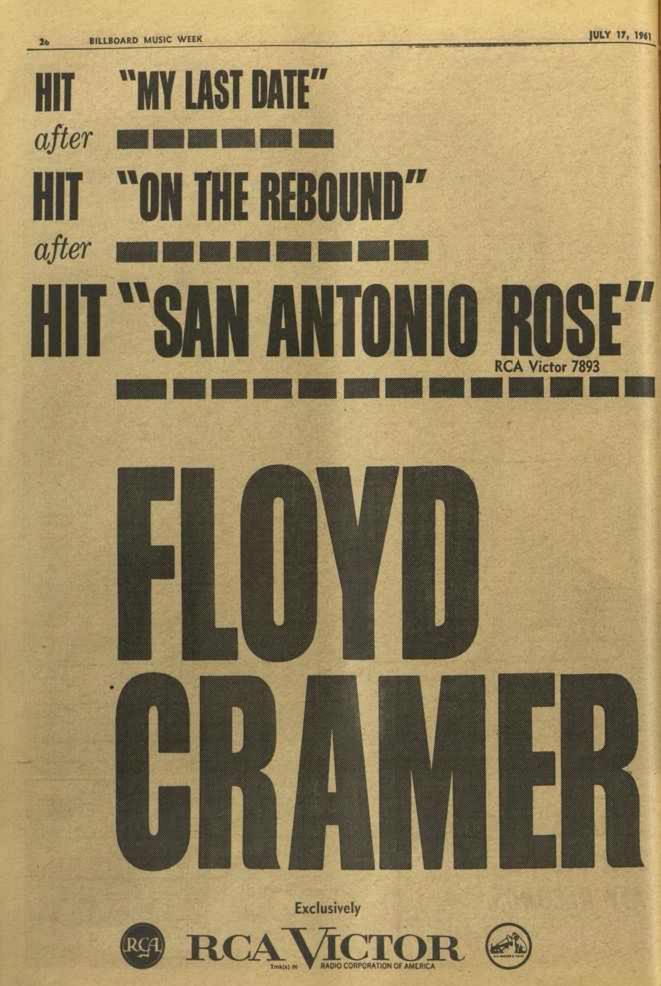
MUSICW	EEK	1961	DEALER	JURA	LY			
ACCESSORY SALES								
	Batter	About	Waras	Ser1 Kisu	Response			
PHONO NEEDLES	37.0	52.9	8.1	.8	1.2			
CARETING CASES	11.8	47.6	33.7	1.2	5.7			
RICORD CLEANERS	19.9	56.2	15.0	1.2	7.7			
PHONO CARTEIDORS	16,7	40.6	13.0	5,3 :	24.4			
RAW TAPE	40,7	32.8	10.2	4.1	12.2			

ALL DES STORE AND AND STATES SUBJECT

Sales in Record Selling Outlets

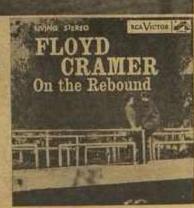
DU MONT	EMERSON	FISHER	GENERAL ELECTRIC	GRANCO	HITACHI	MAGNAVOX	MOTOROLA	OL YMPTC	PHILOD	PHONOLA	10114	RCA VICTOR	ROLAND	SARKES TARZIAN	YNOS	STROMBERG CARLSON	SYLVANIA	SYMPHONIC	TELETONE	TOSHIBA	TROUBADOR.	VISCOUNT	VOICE OF MUSIC	WEBCOB	MESTINGHOUSE	ZENTH	ZEPHYR	PRIVATE BRANDS	VARIOUS JAPAN ESE MODELS	ALL OTHER	NO RESPONSE
	•					5.15	•	•	•			3.0%			111		A.S.	1,7%	•				6.85	4.55		3,8%		•		8.9%	23.99
11	8		11-			8.5						5.6			-			9.5	12	-			8.3	7.5	1	10.8		1			2
1	•		1.7%	Y		2,15	•					4,25				100	in the	1.3%				TT)	2.15	3.0%		2,15		•		4.5%	50.8
	12		2.7		0	3.9		1			8	1.5				5		4.0					1.5	2.5		7.7					
10	1		1.3%	j t		15.2%	5.1%		•	1.1%	•	4,8%			-la			1					6.85	7.8%	2	2.15		1		6.8%	25.7
			6.0	1	10	15.3	5.3	1		6.0		6.5		1			9			26	13.0		7.5	5.5		19,1				1	
	•					16.01	2:5%	٠	10)		1.7%	5.55		į.	1	Z.1%							5.95	3.0%		1.75	i			4.2%	47.5
			1			4.8	2.5	107		13	5.0	3.3	-	15	124	1.5	47		1	QC		1	7.1	5.0		4.0	-	-			
•	1.35	2.98	1.et		H N	15.6%	1.75				•	4.95	t.		-1	1.75	1	100					1.35	1.75		1.8%				4.5%	54.
J.	1,0	13.2				15.1	4.0			187		6.2			1ª	3.0	20				13	2	5.0	43	1	6,6					10
•	•	•	31	i.		16.05	L35					之調	Ň.		1	0							11-			3.4%	-		ict.	2.15	13.
44					10	8.7	1.0					1.0			E									. 1		3.2	2				
	1.15	8	5.8%		2.8%	13.15	4,0%		2,35			6.35			1.75				1	4.05		1.1%	1	•		12.5%	1.13		4.55	5.8%	25
	4.5		10.1		7,3	22.9	50		2.0			5.7			60	I.L.	80	2m		8.1	.E.	9.0			25	23.1	2.0	-	11.8		
			1.75	i i	23		2.33		21			1.7%	15th	1		10					10				1	1.75	4	1	1	1.75	90,
T		B	2.0		13		10	13	1	14	1	5.5					1	R					60		-	24.0				10	
	2.3%		10.3%	6.	31	12.9	8.5%		1.75			13.15			12								-	1		13.15		1.50		LIS	47.
1	8.0		8.2	11	18		41		2.0			5.8	N		T1	20		1		100	1					9.0				15	
đ	2.35		7.43	N.	1	3.45	5,7%			-3		14.85			1	1			19	1		115				14.2%			•	1.95	47.
	4.0		13.8	1	-	2.3	6.5	1E			1	5.7		100					10					1		11.3				1	
the second	-		1.15	10.8%		5.1%	2.3%		•	2	•	3.45		1.75		id										8.55		17		4.55	52
		101	3.0	\$.5	-	6.8	4.6	1	1200	-	1 1	2.5	16	15.5	-	100	100	1		2413	15-16	1	-			8.5		1	1		

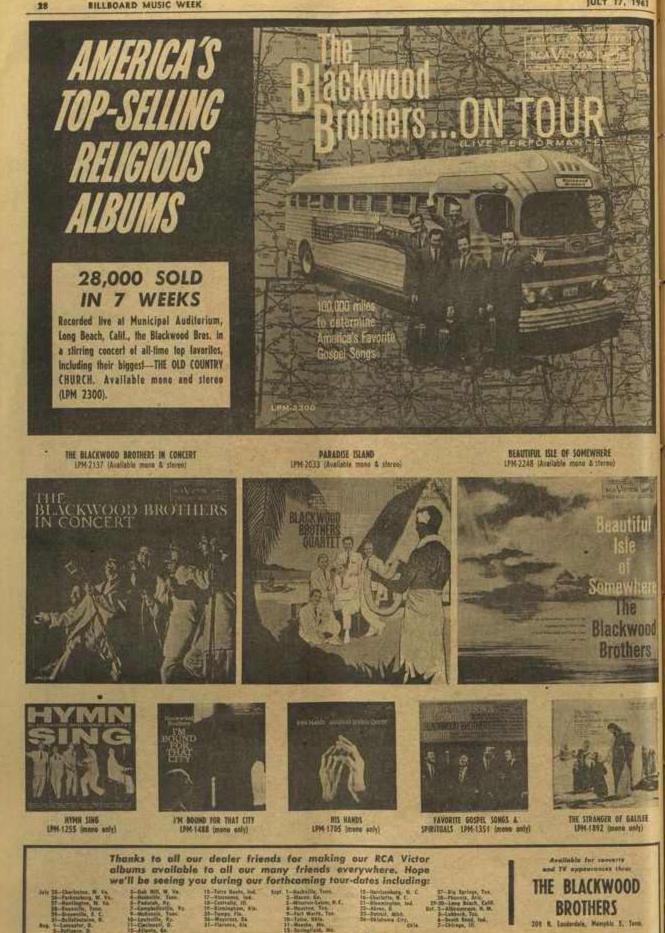
GISTERED LESS THAN ONE PERCENT AND IS INCLUDED IN 'ALL OTHERS



THANKS, DEALERS, FOR SELLING MY RECORDS, FLOYD. LATEST HIT ALBUM:

RCA Victor LPM/LSP 2359





FATS DOMINO

A REAL SMASH!!

"LET THE FOUR WINDS BLOW"

"GOOD HEARTED MAN" #5764

IMPERIAL RECORDS 6425 Hollywood Bivd., Hollywood, Calif. IN CANADA . LONDON RECORDS, Ltd. 30

NOW... A NEWER, HAPPIER, EMANCIPATED (ALBUM PORTRAIT SINATRA

OF & MAN ENJOYING HIS WORK



UNTRAMMELED, UNFETTERED, UNCONFINED

reprise IC

.... TO PLAY AND PLAY ADAIN

reprise

ULY 17, 1961

BILLBOARD MUSIC WEEK

31 **HE YEAR'S MOST EXCITING NEW SOUND!**

MITCH

HANK

JAY

PHIL

The Tokens would like to publicly thank:

Hugo and Luigi, RCA Victor, D. J.'s and the Nation's Dealers for making our latest record a smash hit!

Personal Managements SEYMOUR BARASH One Hanson Place, Breaklyn, New York STerling 9-8588



Current hit single:

SLEEP AT NIGHT

7896

RC

Exclusively





32

current hit single

TOGETHER TOO MANY RULES M-G-M 13019

exclusively

SWINGING BANK

thanks, dealers Bon making every one a Best seller

Connie

MGM RECORDS

personal management

GEORGE SCHECK



BILLBOARD MUSIC WEEK

BILLBOARD 1961 DEALER SURVEY

Home Recording

24

Home Recording • Continuing front page . to contain a provide a prime factor is the group reporting lawer tilts of both meaning and its starter equil-tion the group reporting lawer tilts of both meaning and its starter equil-baccount welling, consultant con-fusion as to receive or present media because of the tage scale, and an opported present reduction of clusterers in favor of records rather than tages, were all

listed as causes for the decline in

Diversification

· Continued from page 8

a factor in dock store were all sales. Of perhaps more interest, have ever, o the fact that 21.6 per cett of the replying decises und they are now selling proting cards, a commodity which, dough I has low unit profit, has enverthelees not heen hit so far by the discount fever. fever.

fever. Approximately LB per cent of the dealers are now selling con-eras and foin as a sideline. It's interacting to note, or this connec-tion, that many camera clotes have had at hast a foot in the money humans door theoryth tape recorder tales, while some even carry records. The Peerless carries atores in New York att a pool atores in New York att a pool atores of the latter.

<text><text><text>

BILLEGARD	1961	DEALER	SURVEY
WORIG WEEK	1701	OTHETH.	SAULTEI

Which Tope manufacturer provided the QUESTION: best merchandising, promotion and service to help you?

Menufantater	Persontage at Dealers Valleg	Basume of Ressent far Swelers' Chains
WEBCOR	26.1%	base month, part about the pick and pick and server adding where a server and the server and the server and pick and pic
VOICE OF HUSIC	21.6%	Band second, and stratiging, and womath derme distributer paints a to here description of same the presented in the strategy.
AMPEX	2,7%	Shud months for the money.
SONY	2.7%	- Bene afertung: gees premate, bret
REVERE	1.8%	Bend product, Sold now up hareful.
THIFTRO	1.8%	Not private post work
*2111985ACK	1.8%	Land Allocitivity, anty 10 particular
ALL GINERS	6.6%	mana. Informing commissioners over metrostad by manufactures and uses water 1% of the options for based of the option of the option for the formation over the test

QUESTION: Which Rodio manufacturer provided the best merchandling, promotion and service to help you?

	white to note	LOOK .
Menufacturer	Percentage of Desilers Vallag	Resume of Reesons fur Doulers Chette
- JEWIN -	105	And seeily another the time of an another and a second second the second second second second the second second
MAGNAYER	11.45	Well Annue conversal and pro- national restored and pro- senses in the science and former promotions the science back of the fit by failing again pro-
REA VICTOR	10.5%	And the second s
GENERAL ELECTRIC	8.7%	And the second s
HOTOBOLA	6.9%	Samp wetter and here and the
CHARGES MASTER	4.0%	And the second land the second

	the best man and service he	monufacturer provided handising, promotion Np to you?
Manpfesturar	Persentage of Busiers Valing	Sesume of Reasons for Dealars' Cheve
MAGNAVOT	19,4%	And the second s
BECCA	12.2%	and and a second of a second s
VOICE OF MUSIC	10.1%	Many better second and and the second
COLUMBRA	415	Another with the second
WERCOR	5.3%	Separations, and write a super- lines tast short, and super- print a ball, and sure that,
BEA VIETOR	5.5%	date spectrum and rational total
TENNIN	315	liseratur Aftertinite, berry Luki improved herr mark prod claims mail stranger, and provident marketing most marketing mark According.
CAPITUL	42%	THE REPORT OF STREET
HOTOROLA.	3.4%	And Dilloard secondary (





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 erranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard intert.

VOCAL LP's

36

Thursd. Many, Tax 12 Rack Title (Laber) Male Vanishini (12) 16 ALL THE WAY (Cop) (12) 16 ANIAN AT THE COPA (ASC) 40 PAUL ANKA SINGE ME NO. 15 (AEC) 40 CHIT ATKINES WORKSHOP (IKCA) 139 MSLAPONTE AT CARRECT HAAL (ISCA) 139 BEORY STUTION GOLDSHIT HALL (ISCA) 78 BOORY SUBJORT HILL (Mari) 70 BOORY SUBJORT HILL (Mari) 70 COME DAHCE WITH ME (Cop) 100 COME DAHCE WITH ME (Cop) 30 DEBETS MAIN STORY (ARC) 30 RENDER TO YOM (ARC) 30 MANNEL YTTE HE BOORA (ARC) 70 GENUES HILL SOUL EDUALS JAZZ (Imp) 30 MANNELY FORM 30 Male Vanslints

Famile Vacility

COMMENS GREATEST HITS OFCAS. 147 COMMENS REALCIS AT THE COPA (MCM) 22 MACINGHE (Dav) 31 ITALIAN FANDRITES (MCM) 29 ATALIAN FANDRITES (MCM) 29 CONCERNENT REALCH AT THE CONCERNENT OF CONCE

Dawn and Groupe

ANDINER MASH (Dal)
BEST MUSIC ON/OFF CAMPUS (Col)
ENCORE OF GOLDEN MITS [Mail]
FEGM THE HUNGBY I Carl
QOOF FLACES (Cepil.
HAWAII (CA)
HERE WE GO AGAIN (Cop)
KINGLTON TRID (Cap)
KINGSTON THE AT LASSE (Com
BAKE WAY (Cap)
sous out (Cent.
AGUD AND BAUNCHY (HIL
ETHING ALONG (Cap)
TORIGHT OF FERSON IRCA

Oversion

ATTENDE FIRESDE SING ALONG WITH MITCH (Call 72 FIRESDE SING ALONG WITH MITCH (Call 73 HAPPY TIMITS SING ALONG WITH MITCH (Call 74 HAMOBIES SING ALONG WITH MITCH (Call 75 MITCH'S GRATEET HITL (Call 75 MITCH'S GRATEET HITL (Call 75 HATCH'S GRA

Mined Value

CODIES AUT BOORISS (OSI

CLASSICAL & SEMI-CLASSICAL LP's

VOL T INCA

INSTRUMENTAL IP's

Title (Label) (Direct Mana)
Top 10 Rank
Mood and Danie
BEST OF THE POPULAR FIANO CONCERTOS (WE) (32) 36.
BLUE HAWAR (Dot)
CALCUITA (Det)
ITALIA MIA (Len)
MEMORIES ARE MADE OF THIS (Col)
MR. LUCITY OCES LATIN (BCA)
PLANO FORTE (RCA) 130
SAIL ALONG SILVERY MOON (Del)
SAY IT WITH MUSIC (Cell,
BOMOS TO REMEMBER (Los)
SOUL OF SPAIN, VOL 1 (See)
STARS FOR A SUMMER MIGHT (Coll
TEMPTATION Roppins 76
Till (Kester) TIR
WONDERLAND BY NIGHT (Dell)
JATI
DREAMETREET (ARC)
EXODUS TO JAZZ (VI)
FETE FOUNTAIN'S NEW OBSEANS (Car)
AL HIRT, THE GREATEST HOAN IN THE WORLD
Titeld Out (Gell)
The set of
the provide the pr
G-1815, /G-1815, G-1815 (Jame)
HAVE TWARGY GUILAR, WILL TRAVIL (Jame)
Pennsystem mull Sparse
RONGOS TEAMING (41)
PTRIDATIVE PERCUSSION, VOL 1 (Cero,
PERCURSIVE PERCUSSION, VOL 2 (Cemility, (2) 84
PERIOASIVE FERCUSSION, VOL 3 (Cam). 191 TAS PEOVICATIVE PERCUSSION, VOL 1 (Cam)
FFOVOCATIVE PERCUSSION, VOL 1 (Cami
111
SHOW MUSIC

Ortainal Cast
BY BYE BIRDIE (Col)
CAPILOT (Cal)
CAPRIVAL (MGM)
DO RE MI (RCA)
FIGHTLO (Cop)
FLOWER DRUM SONG ICAD
GTPSY (Cally
MAPPERST DIAL IN THE WORLD (Cell
INMA LA DOUCE ICAU
MUSIC MAN (Copt
MY VAIR LADY (Coll Procession
THE SOUND OF MUER (Col)
SOUTH FACHIC (Cv0
TENDERION ICANT
UNSHICABLE MOLLY MOWN ICHT
WEST SIDE STORY ICall
WILDEAT (NCA)
Standed Tetres.
THE ALANO SCall,
THE ALANO CLE. AT STRUMER INC. (34) 74 CAN CAN CAN CHE 197
THE ALANIO Call. Al SIMAILIE (SIGN). (241) 74 CAN CAP Church (194 RUDDIN CAP Church (194 RUDDIN CAP Church (194
THE ALAND (Cal) (A) ENANCE (ACA) (F41 (F4 CAN CAN (CAN (Can) (F4 EXDOUS (FCA) (F4) (F4 (F4) (F4) (F4) (F4) (F4) (F4) (F4) (
THE ALANO Cult. A1 BENAMUE (INCLE) TA1 94 CAN CAN (Copt) TA1 94 EXCODUS (PCL) D1 4 D.1 ALESS (PCL) D1 4 D.2 ALESS (PCL) D1 4
THE ALARD (***) A1 BEMAUX (***) TA1 SEMAUX (***) TA1 CAN (***) TA1 FX0005 (***) D1 SO, 2005 (***) D1 CHR WORM D1 CHR WORM D1
THE ALANO (Laft) A1 BENAUXY (SEGM) (M) BENAUXY (SEGM) (M) CAN CAN (Cop) (M) EXDONS (SEA) (D) D. BLUES (PCA) (D) GOL BLUES (PCA) (D) GOL BLUES (PCA) (D) GOL MUST (D) GOL MUST (D) GOL MUST (D) GOL MUST (D) MINE AND (Cop) (D) MINE AND (Cop) (D)
THE ALARD (***) 41 BEMARD (***) (**) BEMARD (***) (**) EXAMPLATE (***) (**) FROMS (***) (**) OF (***) (***)
THE ALANO (Fail) 41 BEMAUX (BGA) (74) BEMAUX (BGA) (74) CAN CAR (Cap) (74) EXDOUS (#CA) (7) OC RESPONDENCE (7) GOR (MCGA) (7)
THE ALARD STAR 41 BEMARD STAR (74) BEMARD STAR (74) FERDING STAR (74)
THE ALARIO (F.al) A1 BEMAUXE (BGAR) (74) BEMAUXE (BGAR) (74) BEMAUXE (BGAR) (74) CABL (SAR (Cap)) (75) EXDOUS (PCA) (74) COL (MODAI) (76) COL (MODAI) (76) COLE WITH (DEL WING (F)) (75) COLE WITH (DEL WING (F)) (75) COLE WITH (DEL WING (F)) (76) COLEMANDARI (Cap) (75) REVIEW ON SUNICAT (MAT) (16) FORMANDARI (Cap) (75) SOLINE ARY AND (SES) (CAD) (77)
THE ALANO STAR 42 EMARDING SECTOR (74) EMARDING SECTOR 00 EXTENSIVE SECTOR 00
THE ALARD (Call) 10 BEMAUX (SEGM) 1741 BEMAUX (SEGM) 1741 CAN CAR (Cap) 00 CAN CAR (Cap) 00 CAR (CAR (Cap)) 00 CHE WITH DBL WINKO (Cam) 100 CHE WITH DBL WINKO (Cam) 100 WITHE DBL WINKO (Cap) 100 WITHE DBL WINKO (Cap) 100 WOUND AT (Cap) 100 WAIL (Town MARING (CAR)) 100 WAIL (Town MARING (CAR)) 100 WAIL (Town MARING (CAR)) 100
THE ALANO STAT 41 EMANDUT DEGRE (74) EMANDUT DEGRE (74) EXTURE STCA 01 DO ALLESS TICA 00 DOLTANDAL 05 ENDERS AND TICA 05 ENDERS TICA 05 DOLTANDAL 05 ENDERS TICA 07 DOLTANDAL 05 ENDERS TICA 07 DOLTANDAL 05 ENDERS AND TICAL 07 ENDERS AND TICAL 07 ENDERS AND TICAL 07 STUDENT FREACH 07 STUDENT FREACE TICAL 07 Wasie Trees Marcine Times and TY 100
THE ALANO STAR 42 EMARDING SECTOR (74) EMARDING SECTOR 00 EXTENSIVE SECTOR 00

ME EUCKY (SCA) MUSIC FROM EXODUS AND GENER GREAT THEMES

FETTE GUINN (BCA)

TETTE GUANT REAL 72
COMEDY LP's.
AN EVENENCE WITH WHEN INCREDES AND
EXAMPLE AND WHEN INTERNET ACK (MM)
EXAMPLE AND UNITED ADDRESS AND
EXAMPLE ADDRESS AND
EXAMPLE
EXAM

127 IN LIVING BLACK & WHITE Colput



The pick of the new releases:



HUDY AT CARNEGIE HALL (2:12) Judy Garhand. Capitol SWRD 1569 (Server & Monoi – All the magie of Garland at her best is captured on the carthing tro-LP set dispin in book-fold packaging. It is complete concert done last April 23 at the families all place, a concert that had critises troing. All ber givened numbers are here and the wild nochaim of the big nuform obly adds additional color. The set is already rety big is several markins and it can be repected to spored its lorger message fast. It's also packed with jockay folder.

DANCE TH. QUARTER TO THREE WITH THE U.S. BONDS LaGrand LLP 3001 -- Here's a sock package by the net best selling singles hat -- be allown includes sold boods' smaals singles hat -- be allown includes sold swaming interpretations of "Ceellin," "Minme the Mooder and "Dor't Go to Strangers." A strong doub market IP with special append for them aged buyers:

RUNAWAY



WTH DRL SHANNON Big Top 1363 — Del Shannon, who made a name in the world of pop moule with "Remaway," could commune in hor pace with this height new LP. It contains his his, of course, but in sublitten the set includes a Bock of cop-mal items that show off the single-ray world side, and he heartfeit upproach to a song. The best addes are "Miney." "His Latest Flame" and "I Wake Up Crying." Althout oriented toward the new trade, some of the sades and uncreat adults as well.



THE GENIUS AFTER HOURS Ray Charles. Atlantic 1369 — Ray Charles, stoll me of the hottest alloum artists around, has a strong new so here that should also be a solid seller. The sides are mainly in the blocs vain, with a mixture of atisation's and originals, most of the latter ponned by Charles himst Included in the set are the title song. "For Ride." "The Man T Love." "Music, Music, Music, Staves himst have "Charles pinno work is as delightful as ever, and of these listenable watings.

THE WORLD'S GREAT WALTZES.



LD'S GREAT WALTZES Clehansoff Strings, Mercury SR 66237, Oteron & Mose -Lovely, liking, atrangetiled atrangements are feature in this new Clebasoff production. Scorings are fine for either dancing or lastening and the ateron is tors. Turn include such everyrecurs as "Matcheta," "Apple Blossor Time." "At Dawning" and "I Leve You Truly." Sold was for stores and jockeys.



SNOW WHITE AND THE THREE STOOGES Sound Track. Calambia CS 5450. (Siereo & Mono) --Strong album merchandian bere with the old Snow Whi stery redold, this time featuring the cavorring TV favorities the Three Stooges, along with Olympic skining chartered Carol Heiss as Snow White. A good narrative of the story is build into the track along with several some featuring the Stooges. Most likely hit song is the prety tane, "A Flore Called Harpiness." Kids particularly with the the tune. ",

THE LIMELITERS' NEW SINGLE ...



Not since "Ferdinand the Bull" has there been anything as funny in full-blooded Spanish as Paco Peco, c/w a mighty, Limelitened ballad commemorating the Civil War Centennial: "A Hundred Years Ago."



(DEALERS: TEAR OFF ALONG DOTTED LINE AND USE PAGE AS WINDOW STREAMERI) ASK YOUR DISTRIBUTOR ABOUT THE COMPACT 33. THE NEWEST IDEA IN RECORDS

BILLBOARD

150 Best Selling Chart Lest West Title, Artist, Lobel This Weak 2 CARRIVAL Original Caut, midde & 2046 0 (1) 1 CAMELOT Driginal Cast, Colombia 695 Salls 24 1 4 STARS FOR A SUMMER HIGHT T 0 1 27 (1) 3 ELODOS Faund Track, ECA Visiter LOC 1858 5 NEVER ON SUMDAY Sound Track, Mattud Artists MAL 4072 24 (3) 10 TV SING ALONG WITH MITCH Mitch Miller, Celembra CL 1628 0 Ŷ & GREAT MOTION PICTURE THEMES Various Artists, Dailed Artists UAL \$128 25 6 7 6, 1. BLIES Elein Proving, BCR. Warter LPM 2214 38 (1) () 12 THE SOURS OF MUSIC Original Cast, Columbia 804 3430 \$1 8 OFNIES MUS SOUL FOUND JAZI Ray Charles, Impelan A.T 17 (1) 1 11 2185 4-3185 DIRS Frank Simular, Reprise 8 1001 12 15 ENOCKERS UP Fuely Watten, Jokdes (CF 2029 37 (1) 8 CALCUTTA Learness Work, But DCP 2355 25 (1) MUSIC FROM EDDOUS AND OTHER GALAT THEMES Manformal, Landau LL EDDT 20 21 21 BICK 15 21 Bicky Robert, Imperial 17 8123 0 ŵ 21 16 TORIGHT IN PERSON Lineliture, RCA Yorke LPM 2012 (1) 14 MARE WAY Elegates Din, Espiral 7 1474 21 54 0 22 HERE'S JONATHAN Junathan Mintura, Verys MOV 18005 伯 157 17 SING ALONG WITH MIDEN Milten Miller, Columbia CL ITAB ۲ 1 15 Excous to JATZ Eddia Marria, Yan Jay 2014 0 19 WILSCAS Brighter Care, SCA Vieter LDC 1960 1 2.6 (2) 23 MONS MARLEY AT THE U. R. 12 IS BOTTON DOWN HIND OF BOD SEWHART 67 Marter Bras 1379 (1) 30 JOURNY'S GETATEST AITS Jahony Mathia, Calemaia Ci. 1123 168 3 3 31 BUTTON DOWN MIND STRIKES BACK Bab freedart, Warner Bres, 1283 36 16 HF TAIL LADY Drighted Carl, Extension Dr. 3098 276 (1) 53 5018 PLACES Congriss Trile, Control 71564 0 由 53 ITALIA MIA Manforani, Landon LL 2229 0 (7) 14 RIMOSTON TRIB (1) 139 15 ENSTIDAT 11 (1) 37 BELAFORTE AT CARRESTE HALL Burry Belafante, REA Yother 130 4004 21 32 32 BORRY DARIN STORY (3) Ø 24 ORANGE BLASSOM SPECIAL AND WHEELS 12 Billy Vaculto, Bar BLF 2044 (34) (3) 43 BEST OF THE POPULAR PLAND CONCERTOS O -25 SIRSATIONAL Route Real Barrier, John Case 1804 (1) 0 Al CLI BUY 194 A STAR Inhany Mathin, Columbia Ci 1423 10 18 WONDERLAND BF KIGHT Bert Kannghert, Berna ML 4101 29 29 ENCORES OF GOLDEN HITS Furthers, Martyry MG 20472 71 21 HAPPY TIMES SING ALDER WITH MITCH 19 MITCH MITCH, Columbia CL 1948 51 MORE 3186 ALONG WITH MITCH Million Million Catherinia CL 1283 (12) 124 55 DEE BEE BIRDig Grigbent Cart, Calenders KOL 2016 11 45 STILL HORE SING ALONG WITH MITCH. 100 Mitch Mitthey, Schwalth CL 1223 45 SIBATRA'S SWIMEN' SESSION Frank Binetta, Capital W 1491 18 (3) AS TENDERLOIN Drigitual Carl, Capitul MAD 1482 (4) 28 42 PASE ANEA STREE BIS 310 15 - 55 (1) (4) 19 SOUTH PACIFIC Break Treet, SCA Water LOC 1003 171 41 IR LIVING BLACK AND WRITE Blob Strappy, Colyle CP 417 ŵ 0

	314	PERMITE-addition on Cherl & made an registering present special propriet Mix and
N	10	NAURAL LP
This		af This Artist, Label Wils an Chart
1	44	Desingable MOLLY BROWN 30 Original Cast, Capital MAG 1900
3	45	BRENDA LEE
3	#1	SHELDE SHELLEY MEMAAN
55	-44	BLUE BANKAII BUlly Vaughe, But Dur 2168 65
55	4	and the second design of the s
1	45	
(39)	54	BEDICATED 15 YOU 20
(9)	62	Ray Ourins, ARC-Parameter 252 HUN ERCORES, VOL 1 134 Mathematic Lindux LL 1759
1	81	ANKA AT THE COPA O
10	50	BOARING THENTIES 10
×	52	Berathy Preside, Marner Bras. W 1204. WEST SIDE STORY
8	11	Drigtoni Cast, Columbia DL 5725 THE ALAMO 32
8	47	Savid Track, Columbia CL 1986 transmi savaria 11
3	59	Maria Lania, RCA Victor LM 1887 HYNHK 200
(5)	70	Tentemen Breis Fard, Capitel T 236 01.0105 807 6000105 94
(8)	71	Various Artists, Original Taxad 5000 MACK THE ANDE-ELLA IN BERLIN 40
(E)	74	Ella Pilepereld, Varva MGV 4843
	78	Johnny Mattic, Columbia CL 1878 GORE WITH THE WIND
-	#1	Landon Datanta Mathiasen, Warner Bris. 1222 ITALIAN FAVORITES 76
9	44	Caunis Francis, HIBM & S791
8	17	Reary Resolut, SCA Victor LPM 3368
1	79	HILE GUNN 100
0	80	Beery Manzini, BCA Victor LFM 1956
(N)	1.1	REAL WE GO ADAIN BJ Kongnien Trie, Capital 1 1212 ANOTHER SMAIN O
-	94 60	The Verture, Dates \$ 2006
	64	Rager Williams, Sapp RL 1917 BICE W EALY 48
0	56	Frank Sinatre, Capital W 1417 BELAFONTE BETURNI TO CADREDIE MAIL 29 Marry Bulafanta, BCA Vinter 10C 6007
1	57	AN EVENING WITH MIKE RIDIOLS
-		AND ELAINE MAY 74 Manuary OCM 2200
0	-11	DE RE MI Deginal Cast, BEA Water LOCE 2002
0	11	blib out 55 Engeten Trie, Capitel T 1353 14Y IT WITH HUSSC 40
	104	TAY IT WITH MISSIC 40 Ray Constit, Calumbia CL 1490
T	147	Canadian American CALF 1004
Ŵ	106	PERSONAL PERCENSION, VOL. 11
8	90	RING AND 1 237 Smenil Drack, Capital W 740
(8)	76	METON'S GREATEST NITS 28 Million Million, Caleschie Ca 1544
1		SOUTH DECIFIC 371 Drighted Cent, Calumbia DL 4140
	87	SELANDHAT 246 246 246
	91	Kontorent, Landan LL 3149
	92	STRING ALENG 49 Graphics Trin, Septral T 1487
•	93	THE LOGO'S PRAYER 45 Maximum Talkemaarle Chall, Calamilia MS, 5556
1	82	CORNEL PRANCIS AT THE COPA
(1)	89	BROOK BENTON COLDEN NITS O
	85	BEN HUR 54 Trend Track, MEM 181
(95)	86	MERTY SING ALONG WITH MITCH
-	109	GORE WITH THE WIRD O Trunk Truck, Candide Cal. 625
۲	88	WALK, DOWT BOW
-	139	Schetteles For Everyboar O
	105	PLOWER DECH SONG 107 Original Cert, Ectember 05 Attes
-	123	RAPPIETI GIEL IN THE WORLD O
•	-	87931

21

Ð

46 MEMORIES ARE MADE OF THES Roy Constitt, Calumbia CI, 1874

15 MAR FREEDOS PRESENTS THE UNITED DATES OF AMERICA, VOL. 1

(2)

1

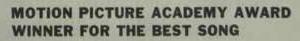
0	alizates these LP's on the shorts 7 weeks - loss (see works as short related).
's	
This La	d wa Tirle, Anlut, Lebol Diart
@ **	WOODY WOODBORY LOOKS AT LOVE AND LIFE
(10) 107	BOBBY'S BIGGEST HITS
104 100	
····	EINGSTON TEVO AT LARGE
··· ·	MS. LUCEY
(m) 103	PODER AND BESS BANK OL SATA Record Track, Colombia OL SATA (AMELST D)
100	Patry Fallb, Calandia CL 1970
(10) 95	Sound Treck, Capital W 1323
(m) #	Weeds Weedlers, Deredditie MW 2 FROM 195 HUMLAY 1 127 Elegene Trie, Capital 2 1147
(12) 14	BEST HUSIC OK/OFF CAMPUS
(11) **	SENTIMENTAL SING ALONG WITH MITCH. Sa Minth Mitter, Celembar CL 1487
114	IT'S NAT TIME Challey Chester, Factory F 7065
11	TAIL ALONG DEVERY MOON
企 ¹¹²	DREAMSTREET Lovell Garner, ABC/Farament' 205
() III	GIGI Exemit Track, MEM 8 8441
(1) II	NUCH HAN [17] Srigitud Carl, Capital WAS 199 TILL 21
<u></u>	GRIVE Williams, Kapp KL 1081 GRIVE WITS THE 8040 41 Fay Charles, ARC Personant ABC 331
(1) (1) (1) (1) (1) (1) (1) (1) (1) (1)	DITY YEARS OF MUSIC ANDRESS
	Variess Amara, SCA Vieter LM 6265
111	12 PERC 1 ESTATS 15 HITS 21 Variant Artists, End 12 Std. ECC THE OWN SELF 47
	LPM 2238
<u>m</u> m	Chubby Decker, Farkway F 7001 37
(B) !!!	COME BARCE WITH NE 113 Frank Sinatra, Capital St 1849
	HEAVENLY Muttin, Colombia CL 1381
-	HOMS HABLEY ON LTAGE O
(12) IU	Cherne 1467 CHET ATTURC WORKLAGE 14
m ····	PIARD PORTE D
14	MORE GOCATEST HITS O
150	HOST POPULAS GUITAS OF THE 2244
(13) 119	IZHE LA DOIKE
111 (11)	SOOK OF SPACE, VOL 1 24
(135) 122	TOUCH OF HOUR LIPS
(18) 125	RO SHE CASES 54 Frank Sinafre, Cepital W 1221 54
(1) 124	FOLK SOME SING ALONG WITE MITCH . 62 Mitch Mither, Celembia Ct. 1210
····	REFINITER: WELLINGTON VICTORY O
(1) 141	20KWWY'S MODES 10
- 10	Anthree Marthie, Cananakie EL 1924 ADER HIMENEZ AT THE MUNICAT 1
(14) 130	PIORELLO SO
(H) 135	AL RIGT. THE GREATEST HOON IN THE WORLD IN THE INCOMENT IN THE WORLD IN THE INCOMENTATION IN THE WORLD IN THE INCOMENTATION IN THE INCOMENTATION IN THE INFORMATION INFORMATION IN THE INFORMATION INTERIO INFORMATION INFORMATION INFORMATIONI
(14) 134	TIME OUT
040 141	Berr Briteck, falsekis ti 1987 Pfit Folmtaint atw oblians 27 Deel Ch. 5735
(145) -	TOGE OF SHELLEY MERMAN SI
(146) 147	WWW MOY 19013
0	PERSUALIVE PERCENTION, VOL. 111 O Command All State, Command B3 817 COMMUNI GREATEST MITS 50
<u>()</u>	Cooole Pressin, Mr Hight E 5793
<u>m</u> -	HODDY BINER Put Resea, Sol DUP STALL
(49) -	felti, felti, felti, antie 2019
(iii) (iii)	SOLD AND RAUMONT

50		est Selling
S	T	EREO LP's
This	1.0	a Wite an
1	3	STARS FOR A SUPPORT HIGHT
×	4	Various Arrists, Calambia PBCE 1
0	1	Lawrence Wolt, Bet 217 22255
0		Sound Track, RCA Wieter 138 1858
0	\$	THE SOCKO OF MELIC
0	.4	GREAT MOTION FICTURE TREMES 76 Varieure Artiste, Sindred Artiste UAR 6122
•		MUSIC FROM ESCOUS AND STHER GREAT THEMES 32 Mathemed, London PS 224
0	1	CAMPLOT 26 Original Cast, Catumbia KOS 2021
ŵ	12	TT SING ALONG WITH MITTIN
1	u	PROVOCATIVE PERCEISION, Vol. 1
10	"	RING LAING BING Frank Ematra, Reprine RB-1001
1	1	CARRIVAL Original Carr, wilm be pras
12		ALL THE WAY Frank Dirative, Capitol SW 1538
1	14	Masteriel, Lendre PS 133
N	15	MAKE WAY Kingston Trie, Cepital ST 1474
Ē	18	MY FAID LADY
-	12	NEVER ON SUNDAT Sealed Track, Belled Artists UKS 5070
0	23	South PACIFIC Sound Track, RCA Value 130 1802
õ	19	MANOY TIMES SING ALONG WITH MITCH 19 Mitch Miller, Columbia CS Base
ñ	10	PERSONALIVE PERSONALISE, VOL. 111. 13 Command All Stars, Command 85 417 58
ŏ	31	BEETHOVER: WELLINGTON VICTORY 10
1	17	Mattary LPE 5000 BELAFORTE AT CARREGIE RALL 58
×	20	Harry Betwiente, BEA Vieter LSD ablia DRANGE BLOSSOM SPECIAL AND WIRERS 12
	11	Billy Yaughs, Bar SLP 15266
<u></u>		Miller, Calumbia CS 8004
20	33	BEN AUE Sound Frack, INEAL 1881 60 PERIOASIVE PERCUSSION, VOL. II. 48
3		Farry Septer and the All Stars, Command #3 808 35
3	31	BLUE REWARD BUT SUP 221 AM
0	ņ	Original Cast, Estumbia 05-3001
(28)	11	WORDERLAND BY NIGHT 27 Bart Knempfort, Basse BL 7-4101
3	16.	PARTY SING ALONG WITH MIDCH. 58 Miles Millio, Columbia CS \$136
Û	41	Kingelan Trie, Capital 17 rata
1	35	PERSUASIVE PERCUISION, VOL. 1
2	29	BELT OF THE POPULAR PLAND CONCERTOS O
3	38	DALANDHAI 90 Brund Track, Cepital TWOD Sts
Ø	44	PROVOCATIVE PERCEILION, VOL. II 44 Entrill Light and the Light Brighty Command 42 810 60
3	24	WILDEAT 24 Designed Cast, BEA Witter 130 1040
Ĭ	26	6. 1. BLOED Their Presider, ECA Vietne 157 2356 35
T	30	
Ĩ	25	Many Manufel, KCA Vistar LSP 2248
3	41	BILE W EALY AT
4	47	Prast Simples, Capital SW 1413
*	39	LAN IT WITH HEILE
	36	
	2	Los Admirudares, Command \$5 829 55
-	-	SEMINI PLUS SOUL POUALS JAIZ O
-	50	Bicky Billion, Imperial 12071
1	-	BREANGIBLET Break, ABC Parameter ABCS-565
(45)	1	STE STE SIGOIE Original Cal, Calumbia KDS 2025
1	44	DISTRUBLE MOLLY BOOMS 27 Desiner Cast, Capital EWAD 3009
	14	LIRATRA'S EWINGLIN' SEELION
0	4	ESSEUL TO IAII Edita Ravia, Ver Jay JULA
(3)	-	SORE WITH THE WIND O
9	-	

FOR WEEK ENDING

JULY 23

no dealer should be without the greatest album of the year ... **HEADING TOWARD A QUARTER OF A MILLION SALES!**



ORIGINAL SOUND TRACK MUSIC

FROM JULES DASSIN'S MOTION PICTURE

"NEVER ON SUNDAY" Starring MELINA MERCOURI

FVFR

UNITED ARTIST ALBUM UAS 5070(STEREO) UAL 4070(MONO.)

THE REVENTH AVENUE . NEW YORK 18, NEW YOR

1112

HOT 100 BILLBOARD

FOR WEEK ENDING

Image productional registrice Statistic The statistic S	
2 2 3 7 BOLL WEEVIL SONG	ineres 1
2 2 3 7 BOLL WEEVIL SONG	ineres 1
	the second se
3 1 1 OUARTER TO THREE 9 (4) 27 29 39 YOU CAN'T SIT DOWN (Part II) 5 10 NAG	1
4 4 2 RAINDROPS Dev Clark, Vie Jun 12 4 34 43 63 POHP AND CIRCUMSTANCE Addise With 4 TOO MANY RULIS Constant Francis, MICH	
(5) 8 10 11 YELLOW BURD Anthre Lynna, HL FT HEAL 8 (45) 53 41 35 THREE HEARTS IN A TANGLE 15 (85) 90 96 - LA DOLLE VITA HEAR VIEW HEAR VIEW	
9 13 18 HATS OFF TO LARRY. Do LARRY. To MTS 7 46 47 53 67 YOU'LL ANSWER TO NE	
TO 6 8 8 EVERY BEAT OF MY HEART	ler 3338
(B) 11 16 19 SAN ANTOHIO ROSE Proof Cramer, RCA View 7872 △ 7 (2) 40 47 51 NATURE BOY	an 1.500 6
14 25 41 1 LIKE TH LIKE THAT STORE THAT STORE AND A ST	Los Tees
13 20 31 DOM DOM	2
(1) 10 12 13 DANCE ON LITTLE GIRL	. 13000 2
Image: Party Class, Davis 31285 Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285 Image: Party Class, Davis 31285	ur 1220 2
(1) 5 5 6 THE WRITING ON THE WALL 10 Adams Wade, Cover ITS. 10 (3) 60 77 90 TE-TA-TE-TA-TA Fords K-Dies, Nield 637 (3) WATER BOY Dies Stater Tels, Cadese (3) WATER BOY	A1665 1
Cuents French, MICH 1991	<u></u> ∆ 1
27 39 62 LET'S TWEIT ASAM 5 5 39 27 21 HELLO WALLS 5 5 5 19 27 21 HELLO WALLS 5 5 19 15 5 5 19 15 5 5	
(B) 17 21 38 PLEASE STAY	we 127
1) 12 T 3 INATION THAT THE STATE STA	lais 338
(In 18 19 20 TELL ME WITY Reference, Safetian Set 9	
24 36 68 NEVER ON SUNDAY	6-1091
20 15 9 9 THOSE OLDIES BUT 6000/ES 12 (59) 38 73 75 MOM AND DAD'S WALLY. B Linte Cases on the Research of P1 etter	w ##18
(1) 19 23 32 FM COMIN ON BACK TO YOU. 6 (80) 65 66 74 BOOBY	T 100
32 32 33 MY KIND OF GIRL Southeast Warrisk kin 8 (61) 69 83 - TIME WAS Functional Sector Sect	
23) 15 11 10 STAND BY ME Except Added still Except Adde	ofs, imperial \$765
24) 22 14 14 RUNNING SCARED IS (5) 67 86 - HILIBULY HEAVEN 3 Ter Ritter, Capitol 410 ¹ 3 4 6 OEDICATED The Forman Formation 3 5 6 OF Rev Company Annual 200 5 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	unes, Bariza 1007
25 21 15 10 RELLO MARY LOU Ricky Notions, Imperial 1741 12 (04) Frank Numera, Repetito 2018 11, SOLIDAJRE (EINCE YOU'RE DONE). Each Ricky Notions, Imperial 1741 24 (1997) 12 DEFAN. Every Branks	das Five, Pik 231 kars, Empress 101 irs, Codence 1346
28 26 28 30 TONIGHT (COULD BE THE NIGHT) 8 (28) 26 28 30 TONIGHT (COULD BE THE NIGHT) 8 (29) 28 34 36 CUPUD Acre Margurets (20) 28 34 36 CUPUD Acre Margurets	RCA Vistor 7894 nos, Saldist 3034
Anna Candar, MCA Viener 7863 C	den, Camary 1001 ina, Capital 4592
(28) 23 24 28 IT KHPS RAINER This Double, Segurda 1755 10 00 The Charles Statement 100 10, 57, 10015 81085.	ins, Parkway \$23
45 65 LASI ROOM 3 Anime and Anime	100 40 41 41
(31) 33 48 87 HEART AND SOLL A	2
Boldy Rjedd, Cames (1)	
(34) 30 3Y YY KAIRIN IN WT HEART This Rever, Excells 21% 7 59 45 59 KEVER ON SUNDAY 76 Rever al Societaria of Societaria and	10
So 69 98 WOODEH HEART (Muss 1 Dams) 4 Jac Dorrel, Sound 1708 Jac Dorrel, Sound 1708 Jac Dorrel, Sound 1708 Jac Dorrel, Sound 1708 Jac To BARBARA ANN Jac Dorrel, Sound 1708 Jac To Barbard Sound 1708 Jac To Barb	1010
46 74 - PRETTY LITTLE ANGEL FYES 3 Reader that the state of the state	e Made Per 37 dae 99 dae 90 dae 90
31) 45 61 82 HAT'S WHAT GIRLS ARE MADE FOR Remove to the relation of t	
(1) (1) <th(1)< th=""> <th(1)< th=""> <th(1)< th=""></th(1)<></th(1)<></th(1)<>	4-b2
(38) 355 36 7.5 34A OF BLARIDKLAS Does Gillows, RCA Vision them A 5 (18) 355 36 7.5 34A OF BLARIDKLAS Does Gillows, RCA Vision them A 5 (18) 57 81 - FIL BE BEE The BEE 3 (18) 80 82 86 JOANNE Freedow Reg 10 (19) 35 36 7.3 34A OF BURKEDS State State 3 (18) 80 82 86 JOANNE Freedow Reg 10 Watch Year Bee	70 77 77 77 77 77 77 77
(1) (1)	The 15 000 Yes Leve. 47 Fact 10 43
25 26 34 OLE BUTTREMILE SAY BUT Mina's Counter, Mr 1955 7 10 72 71 66 I'VE GOT NEWS HOR YOU Rev Charles, Mapping 382 7 10	Fact 10, 40 Fearlies Bull, 57 46

RILLE PROGRAMMING GUIDE

EASY LISTENING

-	From this work's Hot 100
This Last Week Weel	
0-	BOLL WEEVIL SONG Brook Benton, Mersury 71820
2-	YELLOW BIRD Arthur Lyman, Hi F3 5024
3-	SAN ANTONIO ROSE Floyd Cramer, IICA Victor 7893
0-	MOODY REVER Pat Boone, Det 16209
5-	THE WRITING ON THE WALL
6 -	TOGETHER
0-	NEVER ON SUNDAY Chordeltes, Cadence 1402
0-	MY KIND OF GIRL
9-	WOODEN HEART (Muss Donn)
10 -	SHOULD 1 String-A-Longs, Warwick 654
1) -	YOU'LL ANSWER TO ME
(12) -	DON'T BET MONEY HONEY
(13) -	HELLO WALLS Faran Young, Capitoi 4333
- 1	MOM AND DAD'S WALTZ
(15) -	GRAKADA Frank Sinatro, Regrise 20010
(16) -	NEVER OK SUNDAY
(1) -	TAKE & FOOL'S ADVICE
(18)	LA DOLCE VITA
(19) -	WATER BOY Don Shirley Trio, Cadence 1392
20 -	MY CLAIRE DE LUNE

HOT C & W SIDES

This Last Wrek Week Title, Artist, Lobel Wks or Chart 5 4 SWEET LIPS Webb Pierce, Decce 31249 7 TENDER YEARS 5 George Janes, Marcury 71804 6
 1
 6
 LODSE TALK Buck Ownens & Reste Middeen, Capital 4550
 9

 8
 9
 OELHOMA HILLS Mank Thempson, Capital 4556
 8

 9
 11
 SAN ANTONIO BOSE of thyse Crawer, RCA Vietor 7803
 5

 10
 16
 WHEN TWO WOBLDS COLLIDE Tesper Miller, ECA Vietor 7803
 7

 10
 16
 WHEN TWO WOBLDS COLLIDE Tesper Miller, ECA Vietor 7803
 7

 11
 8
 HILLBILLY HEATEN Tes Ritter, Capital 4547
 5

 12
 15
 BEGGAE TO A BINK
 10

 13
 SEA OF MEARTBEAK Meab Snow, FCA Vietor 7860
 5

 13
 13
 SEA OF MEARTBEAK Meab Snow, FCA Vietor 7860
 5

 14
 HEART OVER MIND Beck Owens, Capital 4476
 25
 5

 15
 14
 HEART OVER MIND Remy Frice, Calumbia 41947
 18

 16
 18
 NY EABS SMOULD BURH Capital Gray, Microyr 71826
 4

 17
 2
 DON'T LET YOUR SWEET LOVE OIE Ence Mado Gray, Microyr 71826
 18

 17
 2
 DON'T LET YOUR SWEET LOVE OIE Ence Mado Gray, Series Mado, Capital 4350
 18

 18
 23
 MEA CAUELIT 0 6 LOOSE TALX 9 Buck Owens & Rese Meddes, Capitol 4350 (2) 12 WRECK ON THE HIGHWAY Wiltims Lee & Storey Cooper, Mickey 1147 20 THERE MUST BE A BETTER WAY TO LIVE. 4 (2) 27 KISSES NEVER LIE Carl Smith, Columbia 42042
 Nonk Lecklin, ECA Victor 7071

 (8)
 26
 TOO MARY TIMES
 3

 20
 00 Winters, Decca 31253
 3

 (7)
 HOM AND DAD'S WALTZ
 1

 Patti Page, Marcory 71023
 1

 0.02 (FRAN) Example
 1

 (28)
 — BLACKLAND FARMER Frenkle Miller, Slordey 424
 1

 (38)
 — SHAKE HANDS WITH A LOSER
 1

 Den Winters, Becce 31233
 1

30 - WHAT WOULD YOU DO

TEEN BEAT

In comment	From this week's Hot 100
This Las Week Wee	t Bitle, Artist, Lobel Chart
0-	TOSSIN' AND TURNIN'
2-	OUARTER TO THREE U. S. Bonds, LeGrand 1008
3-	RAINDROPS
<u>()</u> –	HATS OFF TO LARRY Del Shannon, Big 1op 3075
<u>(</u> 5) -	EVERY BEAT OF MY HEART
<u>()</u> –	A LIKE IT LIKE THAT
0-	DUM DUM Brenda Lee, Decca 31272
8-	DANCE ON LITTLE GIRL Paul Anka, ABC-Paramount 10220
9 -	LET'S TWIST AGAIN Chubby Checker, Perkway 824
10 -	PLEASE STAY Drifters, Atlantic 2105
1)-	TRAVELIN' MAN Risky Nelson, Imperial \$741
12 -	TELL ME WHY
(13)	THOSE OLDIES BUT GOODIES
10 -	I'M COMIN' OH BACK TO YOU
(15) -	STAND BY ME Ben E. King, Alco 6194
- (16)	RUNNING SCARED
1) -	HELLO MARY LOU Ricky Helson, Imperial \$741
13 -	TONIGHT (COULD BE THE NIGHT)
(19) -	CUPID Sam Cooke, RCA Victor 7883
20 -	ET KEEPS RAININ' Fats Domine, Imperiat 5753

HOT R & B SIDES

This	By Last	special servey for week ending 7/23
Week	Week	Construction of the second sec
0	1	TOSSIN' AND TURNIN' Bobby Lewis, Baltone 1002
2	2	BOLL WEEVIL SONG Brook Banton, Mercury 71820
3	4	OVARTER TO THREE U.S. Bonds, LeGrand 1008
(6	I DON'T MIND James Brawn, King 5466
3	3	EVERY BEAT OF MY HEART
5	9	I LIKE IT LIKE THAT
$\overline{\bigcirc}$	5	RAINDROPS Dee Clark, Yas Jay 383
6	8	PEACE OF MIND 8. 8. King, Kent 360
9	ft	DRIVING WHEEL
10	7	STAND BY ME
	10	I'M COMIN' DN BACK TO YOU
12	12	LONESOME WHISTLE BLUES
13	14	PLEASE STAY Dritters, Atlantic 2105
14	17	THAT'S WHAT GIRLS ARE MADE FOR S
(15)	15	I'VE GOT NEWS FOR YOU
16	18	HO, NO, NO
	13	THE FLOAT Hank Ballard & the Midnighters, King \$510
	19	17 KEEPS RAININ' 4 Fats Domino, Imperial 3733
(19)	16	HIDEAWAY Freddy King, Federal \$2401
20	24	RAININ' IN MY HEART
1	-	THE WRITING ON THE WALL 1 Adam Wade, Cood 550
22	25	MY TRUE STORY
23	20	CUPID Sam Cooke, RCA Victor 7883
24	21	TE-TA-TE-TA-TA Ersle X-Ooo, Minit 627
25	28	LAST NIGHT
3	-	I'LL BE THERE
(21)	-	I NEVER KNEW Clyde McPhatter, Mercury 71841
28	30	THOSE OLDIES BUT GOODIES
29	23 .	MOTHER-IX-LAW
30	26	I'M SO YOUNG



BOARER COIN MACHINE PRICE INDEX

present used machines in average Price quoted on each machine rep-overage of quotes to operators by distributors. Quotes are received

and averaged bimonthly. Ustings should be used only as a general guide, since machines of identical type and condition may have con-siderably different values in different areas.

	Constant State	ļ
MUSIC	Chempionship 11-56 \$240 Bowling League 7-57 125 Criss Cross Targel 1-55 60	422
AH S D-40 (40), 1951 56 D-80 (80), 1953 95 Seb (80), 1953 95 Seb (60), 1953 95 Seb (60), 1953 135 Feld (120), 1954 150 Feld (60), 1954 10 Feld (120), 1954 250 Geld (60), 1955 273 Geld (120), 1955 273 Geld (120), 1956 310 G-120 (120), 1956 315 G-200 (200), 1956 315 G-201 (100), 1957 355 H-200 (100), 1957 355 H-200 (100), 1957 355 H-200 (100), 1957 355 <td>Criss Cress Targel 15560 Deable Faither 12-58380 Hollymood 4-55155 King Bowler 3-59695 Lucky Sinke 10-58400 Hight Startile 10-5840 Hight Startile 11-5845 Player's Ebolce 9-58545 Player's Ebolce 9-58545 Red Pla 3-59435 Red Pla 3-59435 Red Bit 2-59435 Reds Startile 2-5895 Reckel Startile 2-58135</td> <td>- Ot</td>	Criss Cress Targel 15560 Deable Faither 12-58380 Hollymood 4-55155 King Bowler 3-59695 Lucky Sinke 10-58400 Hight Startile 10-5840 Hight Startile 11-5845 Player's Ebolce 9-58545 Player's Ebolce 9-58545 Red Pla 3-59435 Red Pla 3-59435 Red Bit 2-59435 Reds Startile 2-5895 Reckel Startile 2-58135	- Ot
D-40 (40), 1951 \$ 60 0-80 (80), 1951 105	Hollywood 4-55	Re 2 4
E-40 (40), 1953 95 E-80 (80), 1953 125	Miemi Skuffle 1-58 330 Miemi Skuffle 10-58 40 Monte Carle 1-59	R
E-120 (120), 1953 133 F-40 (40), 1954 150	Player's Choice 9-58 545 Pabound Shuffle 11-58 45	Ro Ro
F-120 (120), 1954 250	Red Pin 3-59	2
G-80 (80), 1955 275 G-120 (120), 1955 310	Rockel Shuffle 2-58	51 51 51
G-120-1 (120), 1956 310 G-200 (200), 1956 275	4-58 135 Score-A-Line 9-55 135	St
G-200-1 (200), 1956 275 G-200-2 (200), 1956 275	Score-A-Line 9-55	24
6-200-3 (200), 1936 213 6-200-4 (200), 1956 275	Tournement Ski Bowi 12-56	Te 2
H.200 (200), 1956 445 H-120 (120), 1956 435	Triple Strike 1-55 125 TV Bewling League	2
H 100 (100), 1956	11-57	W 2 W
1-200 (200), 1957 585 1-120 (120), 1957 535 1-100 (100), 1957 535	UNITED Advance 6-59	**
1-200M (200), 1958 445 1-200 (200), 1958 660	Atlas Shuffle Alley 9-58, 325 Bonus Bowling Alley	W
J-120 (120), 1958 625 J-100M (100), 1958 535	3-58 375 Bowling Alley 11-56	A Ci
J-200M (200), 1959 535 J-120 (120), 1959 675	Build-Up 5-56 120 Cepitol Shuffle Alley	2
J-200 (200), 1959 650	0-33 Clipper 4-55	C
ROCK-OLA	Defuxe Bowling Atley 7-57 245	2
1438 (120), 1954 175	3-58 375 Bovillog Alley 11-56. 125 Build-Up 5-56 120 Capitol Shorlife Alley 6-55 75 Cyclone 10-58. 325 Deluze Bovilleg Atley 7-57 245 Deluze Shorling Ster 6-58 90	4
1446 (120), 1955,, 215 1448 (120), 1956,, 310	6-58 90 Deal Shuffle 1-59 375	4 6
RCCLOLA 933 \$ 97 1436 (120) 1953 \$ 95 1437 (120) 1953 \$ 15 1442 (500) 1955 \$ 15 1446 (120) 1955 \$ 15 1445 (120) 1955 \$ 215 1446 (120) 1955 \$ 215 1450 (120) 1957 \$ 255 1451 (120) 1957 \$ 255 1452 (120) 1957 \$ 255 1453 (120) 1957 \$ 255 1453 (120) 1957 \$ 255 1453 (120) 1958 \$ 351 1454 (120) 1958 \$ 351 1465 (120) 1958 \$ 311 1465 (120) 1957 \$ 351 1465 (120) 1957 \$ 351 1959 \$ 355 \$ 355 \$ 355	1-37 243 Deluza Fiesh 6-39, 453 243 Deluza Shoting Star 6-38 6-38 90 Desiza Shoting Star 90 Desiza Shoting Star 90 Desiza Shoting Star 90 Depist 11-38 525 Eegle Shuttle Alley 5-58 295 Handicap 9-56 223 Headicap 1-159 573 Jumbo Exelling Alley 3-3 9-38 -571 9-38 -571 9-38 -753 Hicker Shotifie Alley 9-56 9-38 -753 Hicker Shotifie Alley 75 9-38 -753 Hicker Shotifie Alley 75 9-38 -753 Pinte Bowling Alley 155 Stocing Alley -754 9-38 -758 9-39 -758 9-37 -758 9-38 -758 9-39 -758 9-39 -758	G H
1454 (120), 1957 350 14550 (200), 1957 385 14555 (200), 1957 385	4-Way 11-59	н
1458 (120), 1958 475 1462 (50), 1958 350	Hendicap 11-59	к Ц
1465 (200), 1958 515 1468 (120), 1959 600	Jumbo Bowling Alley 8-57 295	2 P
1468 Stereo (120), 1959	Jupiter Shuffle Alley 9-58 125	P
1959 635 1475 (200), 1959 635 1475 Sterec (200), 1959 655 1475 Sterec (200), 1959 680	Lightning 2-55	4
	3-58	R
M100B (100), 1950	Pixie Bowler 7-58 75 Playtime 6-58	5
NF1006 (100), 1953	Regulation 11-55 195 Royal Bowling Alley	2
SEEBUKG MIODB (100), 19505200 MIODC (100), 1951232 LDW (100), 1953233 HF100E (100), 1953333 HF100E (100), 1953330 V200 (200), 1953330 V200 (200), 1953330 LD04 (100), 1953330 LD04 (100), 1953300 LD04 (100), 1953500 LD04 (100), 1953500 LD04 (100), 1958750 LD14 (100), 1958750 LD14 (100), 1958750 LD14 (100), 1958770 Z005 (100), 1958770 Z0058 (100), 1959770	12-57 195 Select Play 6-56 75	5
K200 (200), 1957 430 L100 (100), 1957 545	Shooting Star 4-38	5
201 (200), 1958, 750 161 (160), 1958 730	Six Slar 11-57	S
220 (100), 1958 770	Team Bowling Alley 4-57, 220 Team-Mate 12-59	1
2005R (100), 1959 795 222 (160), 1958 810	3-Wey 8-59	1
220658 (100), 1959795 222 (160), 1958810 222DH (160), 1959775 222DHR (160), 1959835	Zenith 5-59 425	
WINITTEN	PINBALLS	
1250 (48), 1950\$ 50 1400 (48), 195170 1500 (104), 195285 1500A (104), 1953110 1600A (48), 1954130 1700 (104), 1953215 1800 (104), 1953285	BALLY	Y
1400 (48) 1951 10 1500 (104), 1952 85 1500A (104), 1953 110 1600A (48), 1954 130 1700 (104), 1954 215 1800 (104), 1955 285	Ballarine 6-59 \$400 Balls-A-Poppin 10-56 50 Bally-A-Poppin 10-56 50 Bally U.S.A. 7-58 75 Beach Beauty 11-55 65 Beach Time 9-58 250 Bir Share 0.54 250	
1700 (104), 1954 215 1800 (104), 1955 285 1900 (104), 1955 285	Baily U.S.A. 7-58	
2000 (200), 1956	Beach Time 9-58	1
2150 (200), 1957 430 2250 (200), 1958 530	brg stow 12-55	1
2204 (104), 1958 575 2200 (200), 1958 580	Gircus 8-57 65 County Feir 11-59 550	1
2300-5 (200), 1959 740 2390 (200), 1959 670	Crosswords 1-58 100 Cypress Gardens 5-58 195	4
2304 (104), 1959	Fun-Way 9-59	h
100.0 102.1 125 100.0 102.1 125 100.0 104.1 1956.1 355 100.0 109.1 1956.3 360 110.0 200.1 1957.4 320 120.0 120.1 197.4 425 1210.0 120.1 197.4 425 12204 (104,1) 195.3 320 1204.1 (104,1) 195.7 320 1200.1 (200).1 195.5 320 1204.1 (104,1) 195.7 420 1204.1 (104,1) 195.7 420 1204.1 (104,1) 195.7 420 1204.1 (104,1) 195.7 450 1204.1 (104,1) 195.7 645 1204.1 (104,1) 195.7 670	Geyety 4-55	
BOWLERS & SHUEFLES	Lotta Fue 9-59	
BALLY ABC Bowler 7-55\$170 ABC Bowling Lanes	Night Club 3-58 60 Parade 6-56	
12-50	Carnival-Osean 11-58. 275 Greval-53	
ABC Bowling Lanes 12-56 140 ABC Champion 9-57 285 ABC Super-Deluxe Bowler 9-57 225 ABC Tournament 4-57 235	Sum Veilley 7-57	
ABC Tournament 6-57 235 All-Star Bowler 12-57 75	Ace High 2-57, \$ 75	
All-Star Deluxe 2-58 95 Bally Shuffle 1-59 35 Challenger 0.50	Add-A-Line 7-55	
Cleb Bowler 2-59	7-59	
Deluxe Cleb Bowler 3-59, 410 Jumbo Bowler 9-55 225	Auto Race 9-56	
Lucky Alley 8-58	Classy Bowier 7-56	
Monarch 11-59 310 Officel Jumbo 3-60	7-57 160 Criss Cross 3-58, 160	
Pan American 6-59 575 Speed Bowler 11-58 285	Dancing Dolls 6-60	
Star Shulfle 9-58	Z Double Action 1-59 245 Easy Aces 12-55 50	
Trophy 4-58	4 Feisteff 11-57 230 2 Flao Shin 1-57 230	
CHICAGO COIN All Star Team Bowler	Frontlersman 11-55 60 2 Gladiator 1-56 90	
11-55	2 Gondolier 8-58 220 Harbor Lites 3-56 60	
All Star Team Bowler 11-55	2 Gondolier 8-58	
Bell's-typ Bowler 7-55. 150	7-57 160 Daris Cross 3-58 160 Daris Cross 3-58 160 Darby Day 5-56 60 Double Action 1-59 243 Eary Aces 12-55 50 Zair Lady 11-56 110 A Failsfall 1-57 230 Z Fair Lady 11-56 100 Z Godoline 8-58 200 Rator Lifes 3-56 60 Z Godoline 8-58 220 Hattor Lifes 3-56 60 Z Ughl-A Card 3-60 225 Z Ughl-A Card 3-60 220 Attomoticite 11-59 240 Z Mademotatile 12-59 240	1
		1

	60	2 M
rg Leapor 7-57 rest Freque 1-55. Feature 12-58 Bowier 3-59. Strike 1-58. Lario 1-59. Lario 1-59. Lario 1-59. Lario 1-59. Lario 1-59. Shuffla Losse Shuffla Lo	380	2 P Quel Relp
wod 4-55	155	Rein
Sowier 3-59	695	
Shuffia 10-58	40	2 Ra 4 R Rock
Carlo 1-59	75	Roto
's Choice 9.58	545	Roya
nd Shamie 11-26	435	4 5
Ball 2-59	125	2.5
Shuffle 2-58	95	Silve
R SAUTTIE LWO Pleyer	135	Strai
A-Line 9-55	135	Stral
Explorer 6-58	135	2015
Roll 1-57	95	2 5
COCKET S-37	230	Texa 2 7 2 T
56	130	27
Strike 1-55	125	Twic
owijng League	200	Univ
Bowler 10-58	390	Wag
0		Twic Univ Wag 2 W Wist
ca 6.59 Shoffie Alley 9-58. Bowling Alley 9-58. Bowling Alley 11-56. Up 5-56 I Shoffie Alley 5 5 4-55	\$ \$75	Wor
Shuffle Alley 9-58.	325	Wor
Bowling Alley	1444	WID
8	373	Arro
Up 5-56	120	Casi
Shuffle Alley		2 0
5	95	Club
r 4-33	325	Cros
e Bowling Atley		Cue 2 Fi
1	245	4-51
Shonting Star	450	AF
B	90	4 F 4 G
Shuffle 1-59	375	Gold
x 11-58	525	Gust
A-SQ	425	HI-H
11-59.	500	Hot
cap 9-56	225	JIg
cap 11-59	3/3	King
Bowling Alley	172	2 1
7	295	Peri
e Shuffle Alley	175	Pete
a Aliay 8-59	\$50	2 P
ing 2-55	75	4 1
t Bowling Ailey		Reg
ra \$1.58	350	Ren
Bowler 7-58	75	Roc
me 6-58	545	Sate
etion 11-55	195	50a 2 5
		1 4 3
57	195	1 6
-57 -57 1 Play 6-56	195 75	Smo
57 Play 6.56 ng Star 4-58	195 75 75	Soc
57 1 Play 6-56 Ing Star 4-58 9 Playmate 2-59 4 4.50	195 75 75 60	Soc Spo
57	195 75 60 400 295	Soc Spo Ster
Bowing Alley 57 t Pley 6-56 ng Star 4-58 a Playmate 2-59 ax 4-59 tar 11-57 Bonus 9-55 	195 75 60 400 295 150	Soc Spo Ster Ster Sup
bowing alley 57 17 Play 6-55 Ing Star 4-58 a Playmate 2-59 ex 4-59 Isar 11-57 Bonus 9-55 Bowing Alley 4-57 Mate 12-59	195 75 60 400 295 150 220 595	Soc Spo Ster Ster Sup
bowing alley 57 t Pley 6.56 ing Star 4-58 ex 4-59 ex 4-59 bonus 9-55 Boowing Alley 4-57 Mate 12-59 v 8-59	195 75 60 295 150 220 595 465	Soc Spo Ster Ster Sup
bowing Airey 57 Play 6-56 ing Star 4-58 a Playmate 2-59 ax 4-59 Jar 11-57 Bonus 9-55 Bowling Alley 4-57 Mate 12-59 y 8-59 otch 11-55	195 75 60 400 295 150 220 595 465 195	Soc Spo Ster Ster
Dowing Airey 57 Play 6.56 ing Star 4-58 as Playmate 2-59 as 4.59 Bowling Alley 4-57 Wate 12-59 y 8-59 y 8-59 voich 11-55 4-55 5-50	195 75 60 295 150 220 595 465 195 125	Soc Spo Stat Stat Sup 4 S 3:0
spining Anny r 4.53 r 4.53 s bowling Athy bowling Athy Prink 6.59 sheeting Star Shette 1.52 at 1.58 cop 9.56 cop 9.57 cop 9.56 cop 9.56 cop 9.56 cop 9.56 cop 9.57 cop 9.58 cop 9.59 cop 1.52 cop 1.52 cop 1.52 cop 1.52	195 75 60 295 150 220 595 465 195 125 425	Soc Spo Star Sup 4 S 3 0 Thri Tic- Tir
-	195 75 60 400 295 150 220 595 465 195 125 425	Soc Spo Star Sup 4 S 3 0 Thri Tic- Tim Top
Dowing Ailey 57 Play 655 ing Star 458 e Playmate 259 star 11-57 Bowling Alley 4-57 Wate 12-59 y 8-59 y 8-59 y 8-59 Soft 11-55 i 4-55 b 5-59 PINBALLS	195 75 60 400 295 150 220 595 465 195 125 425	Soc Spo Star Sup 4 S 3-0 Thr Tic- Tir Top Tur
PINBALLS		Soc Spo Ster Sup 4 S 3 0 Thro Tic- Tir Top Tur Wo
PINBALLS		Soc Spo Ster Sup 4 S 3 0 Thro Tic- Tir Top Tur Wo
PINBALLS		Soc Spo Star Sup 4 S 3:0 Thro Tic-Tim Top Tur Wo
PINBALLS		Soc Spo Star Sup 4 S 3:0 Thro Tic-Tim Top Tur Wo
PINBALLS		Social Special States Special States Special States States States Supplier Supplier Supplier States Special States Special States Special States Special Speci
PINBALLS		Social Steel
PINBALLS		Social Steel
PINBALLS		Soc Spo Statistics State Suppleters Suppleters State State Suppleters State
PINBALLS		Soc Spo Stati Ster Support Stati Ster Stati Ster Stati Ster Support Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati Ster Stati
PINBALLS		Soc Spo Stati Ster Sup 4 S 3-0 Thrist Sup 4 S 3-0 Thrist Tic- Tic- Tic- Tic- Tuc- Tuc- Tuc- No Auto Auto Auto Auto Auto Auto Auto Aut
PINBALLS		Social Steel Steel Support Steel Steel Support Steel
PINBALLS		Social Steel Steel Support Steel Steel Support Steel
PINBALLS		Social Steel
PINBALLS		Social Steel Steel Support Steel Steel Support Steel
PINBALLS		Soc Spo Statistics Support Sup
PINBALLS		Social Spool States Spool States Spool States Support
PINBALLS		Social Spool States Spool States Support Suppo
PINBALLS		Soccispo Statistics Support Su
PINBALLS		Soccispo Statistics Support Su
PINBALLS		Soccispo Statistics States Supposed States States Supposed States States Supposed States Supposed States Stat
PINBALLS		Socc Spo Statistics States Sup 4 S 3:00 Thrit Tic- Tim Top Tur Tic- Tim Top Tur Tic- Tim Auti Auti Auti Auti Ball Ball Ball Ball Ball Ball Ball Bal
PINDALLS Y rine 6-59 A-toppin 10:56 Job 2010 USA 7-55 Deathy 11:55 Deathy 11:55 Nime 5-56 Wey 10:57 Wei 10:57 Wei 10:57 Wei 10:58 S - 57 Nords 1-58 S - 57 Nords 1-58 S - 57 Ne - 555 Y 4:55 Fue 9-55 Header 5-55 Y 4:55 Fue 9-55 America 1-58 Club 3-58 & 6:57 Club 3-58 & 6:57 & 75 &		Soccispo Statistics States Supposed States Supposed States Supposed States Supposed States Supposed States Supposed States State
PINDALLS Y ine 6-59 	\$400 50 55 55 55 55 100 55 550 100 55 550 105 115 550 40 555 1355 60 60 3355 75 140	Socc Spo Statistics States Sup 4 S 3:00 Thrit Tic- Tim Top Tur Tic- Tim Top Tur Tic- Tim Auti Auti Auti Auti Ball Ball Ball Ball Ball Ball Ball Bal
PINDALLS Y ine 6-59 	\$400 50 55 55 250 550 100 105 115 375 50 100 105 115 375 50 80 70 380 55 115 375 115 115 115 115 115 115 115 115 115 1	Soc Spool Stering Ster
PINDALLS Y ine 6-59 	\$400 50 55 55 250 550 100 105 115 375 50 100 105 115 375 50 80 70 380 55 115 375 115 115 115 115 115 115 115 115 115 1	Soc Spool State Support Support State Support
PINDALLS Y ine 6-59 	\$400 50 55 55 250 550 100 105 115 375 50 100 105 115 375 50 80 70 380 55 115 375 115 115 115 115 115 115 115 115 115 1	Socc Spool Status Statu
PINDALLS Y ine 6-59 	\$400 50 75 65 250 70 50 65 550 100 195 550 100 195 550 100 195 5115 375 50 0 3355 75 140 5 230	Soc Spon States States Supposed States Supposed States Supposed States States Supposed States
PINDALLS Y ine 6-59 	\$400 50 75 65 250 70 50 65 550 100 195 550 100 195 550 100 195 5115 375 50 0 3355 75 140 5 230	Soc Spool States
PINDALLS Y ine 6-59 	\$400 50 75 65 250 70 50 65 550 100 195 550 100 195 550 100 195 5115 375 50 0 3355 75 140 5 230	Soc Spool States
PINDALLS Y ine 6-59 	\$400 50 75 65 250 70 50 65 550 100 195 550 100 195 550 100 195 5115 375 50 0 3355 75 140 5 230	Soc Spool States
PINDALLS Y ine 6-59 	\$400 50 75 65 250 70 50 65 550 100 195 550 100 195 550 100 195 5115 375 50 0 3355 75 140 5 230	Saccipa Saccip
PINDALLS Y tine 6-59 La Poppia 10:56 La Poppia 10:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:59 weight 10:57 weight 10:57 weight 10:57 weight 10:58 beath 10:58 be	\$400 50 75 250 70 50 65 550 100 195 51 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 105 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 55 50 100 195 51 100 105 555 20 70 50 555 50 100 195 51 100 105 555 20 70 50 50 50 50 50 50 50 50 50 50 50 50 50	Saccipa Saccip
PINDALLS Y tine 6-59 La Poppia 10:56 La Poppia 10:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:59 weight 10:57 weight 10:57 weight 10:57 weight 10:58 beath 10:58 be	\$400 50 75 250 70 50 65 550 100 195 51 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 105 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 55 50 100 195 51 100 105 555 20 70 50 555 50 100 195 51 100 105 555 20 70 50 50 50 50 50 50 50 50 50 50 50 50 50	Soc Spool States
PINDALLS Y tine 6-59 La Poppia 10:56 La Poppia 10:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:59 weight 10:57 weight 10:57 weight 10:57 weight 10:58 beath 10:58 be	\$400 50 75 250 70 50 65 550 100 195 51 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 105 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 55 50 100 195 51 100 105 555 20 70 50 555 50 100 195 51 100 105 555 20 70 50 50 50 50 50 50 50 50 50 50 50 50 50	Sec Spoo
PINDALLS Y tine 6-59 La Poppia 10:56 La Poppia 10:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:59 weight 10:57 weight 10:57 weight 10:57 weight 10:58 beath 10:58 be	\$400 50 75 250 70 50 65 550 100 195 51 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 105 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 55 50 100 195 51 100 105 555 20 70 50 555 50 100 195 51 100 105 555 20 70 50 50 50 50 50 50 50 50 50 50 50 50 50	Sec Spoo
PINDALLS Y tine 6-59 La Poppia 10:56 La Poppia 10:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:59 weight 10:57 weight 10:57 weight 10:57 weight 10:58 beath 10:58 be	\$400 50 75 250 70 50 65 550 100 195 51 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 105 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 55 50 100 195 51 100 105 555 20 70 50 555 50 100 195 51 100 105 555 20 70 50 50 50 50 50 50 50 50 50 50 50 50 50	Sec Specific
PINDALLS Y tine 6-59 La Poppia 10:56 La Poppia 10:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:59 weight 10:57 weight 10:57 weight 10:57 weight 10:58 beath 10:58 be	\$400 50 75 250 70 50 65 550 100 195 51 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 105 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 55 50 100 195 51 100 105 555 20 70 50 555 50 100 195 51 100 105 555 20 70 50 50 50 50 50 50 50 50 50 50 50 50 50	Sec Spo Sheir Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Sub Steer Sub Steer
PINDALLS Y tine 6-59 La Poppia 10:56 La Poppia 10:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:59 weight 10:57 weight 10:57 weight 10:57 weight 10:58 beath 10:58 be	\$400 50 75 250 70 50 65 550 100 195 51 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 105 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 55 50 100 195 51 100 105 555 20 70 50 555 50 100 195 51 100 105 555 20 70 50 50 50 50 50 50 50 50 50 50 50 50 50	Sec Specific
PINDALLS Y tine 6-59 La Poppia 10:56 La Poppia 10:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:59 weight 10:57 weight 10:57 weight 10:57 weight 10:58 beath 10:58 be	\$400 50 75 250 70 50 65 550 100 195 51 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 195 555 100 105 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 555 20 70 50 65 55 50 100 195 51 100 105 555 20 70 50 555 50 100 195 51 100 105 555 20 70 50 50 50 50 50 50 50 50 50 50 50 50 50	Sec Spo Sheir Steer Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Steer Sub Steer Sub Steer Steer Sub Steer Sub
PINDALLS Y tine 6-59 La Poppia 10:56 La Poppia 10:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:55 beathy 11:59 weight 10:57 weight 10:57 weight 10:57 weight 10:58 beath 10:58 be	\$400 50 75 5250 50 65 550 100 195 550 100 195 550 100 195 550 135 135 50 40 0 3355 75 50 380 335 75 50 40 0 335 70 380 335 70 380 335 70 380 335 70 50 60 50 70 50 60 50 70 50 60 70 50 60 70 50 70 70 70 70 70 70 70 70 70 70 70 70 70	Sec Spo Sheir Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Sub Steer Steer Sub Steer Sub Steer

Majestic 4-57	Delus 1-3
Picisite 538 253 Picsite 6358 275 State 110 359 75 Bobar 110 359 76 Bobar 110 558 60 Oto Pool 758 515 75 Saven 5ast 160 290 58 80 Sware 5ast 160 290 56 95 Street 5baot 2-57 145 55 75 Sware 5ast 160 12-57 155 51 Super Circus 2-59 195 12-57 155 Super Circus 2-59 195 12-57 155 Super Circus 2-59 185 15-50 100 Super Circus 2-59 185 50 60 Webl 10-55 50 10-55 50 <	Deleo 10
alnbow 12-58	Derby
Register 10-56	Dodg Drive
oto Pool 7-58	Sth Gelf
Score-Board 4-50 75 Seven Seas 1-60 290	Gun
Sea Belles 9-56	Gunsi Heav
treight flosh 12-57 155 fraight Shooter 2-59 195	Herci HI-FI
unshina 9-58	Horo: (G
Sweet Slaux 9-59	Hydro Jot F
Tournament 8-55	Jet F
win Bill 1-55	Joke Jolly
Vagon Trala 4-60	Jumb 3-
Vishing Well 9-55	Jumb 3-
YILLIAMS	Jung
Arrow Head 7-57\$ 50 Jasino 8-58	Jr. J Kaya
asino 8-58	Xing
recoverd. 5.50 175	Xiss- Loog 4-
tue Ball 4-57	4- Najo
I-Star 7-58	Mod
Gay Pares 6-57	Mon
	Moto
Il-Hand 6-57	195
11-Hand 6-37 70 Ida Digglty 8-58 50 Ilg Saw 12-57 75 Cings B-37 70 70 2 Kaples 9-57 125 Parkty 1-56 50 50	Pae-
2 Kapies 9-57 125	Pee 1
	Pepi 1
Pater Pan 4-55 S0 2 PiccadIIIy 5-58 50 4 Race-the-Clock 4-55 50 Regetta 10-55 50	Phot Pho
Regetta 10-55 50	Pinc
Rockel 11-59 195	Pire Play 8
Satellite 6-38 115	Pole
2 Shamrock 1-57 70 Smoke Signal 9-55 60	Que Ren
Soccer Kick-Off 3-58 125	Red Riff
Spel Poel 6-59 175 Starfire 3-57 95	Roc
Spol Pool 6-59 175 Sterffre 3-57 95 95 Steepte Chase 11-57 95 Super Score 9-56 75 A Surd Bider 7-54 75	Safe St. 1
	Sate
Three Deuces 8-55 60	Scre
Tim-Buc-Tu 1-56 60	Sho 5
Top Het 2-58	Sho
Wonderland 2-33 30	Sky
ARCADE & NOVELTIES All-Star Baseball (Wms.) 4-54	Sky
All-Ster Beseball (Wms.) 4-54\$ 50	Soft
(Wms.) 4-54	Spa Spa
Auto Photo Model 11. 1.845	Spe (
Auto Test (with sound) (Cep) 9-58	Spo Spo
(Cap) 9-58	Squ
ment (Can) 9.56 1.295	500
Bally Tergers (Belly)	Stat
Balloonomat (Cep) 12-54, 50 Bang-O-Rame (Muto.) 4-57 25	Ster Ster
Bat-A-Score (Evans) 2-54. 75 Batter Up (CC) 4-58 150	Sup
Batting Practice (Bally)	Sug
Big Inning (Bally) 5-58 175	Sep
Big League Beseball (CC)	Sup Sup
Big Top (Genc) 11-54 170	Swa
Bike Race (Munv) 5-58. 450	Tar 10
Bull's-Eye (Belty) 3-55 150	Ten
Cernivel Gun (Un) 10-54. 123	Ten
Champion Baseball (Genc) 7-55	Test 3-0
Circus Rifle Gellery (Genc)	3.0
Coon Hunt (Seeb) 2-54 120 Crene (Wms.) 3-56 75	3-D Tita
Criss Cross Hockey (CC)	Tre
Crossfire (Wms.) 3-57 195	Twi
Davy Crockett (Genc) 10-56	Two
Deco Grandma (Deco) 8-54 100 Deluxe Crusader (Wms.)	Vec (
5-59	t Voi
Deluxe 4-Daccer (mmt)	Vol
5-59	Vol 1 Wil
Deluze 4-Bagger (WmS.) 5-56	1 1

urs Skill Parade (Baily) 1-59
I-59 Si25
10-58
ices Wild (Kaye) 10-58 100
vemobile (Muto) 6-54, 135
Issing (Un) 6-55 35
n Club (Genc) 1-58 300
nsmoke (Bally) 4-59., 220
nsmoke (early) 4-34, 220 evy Hitler (Bally) 3-59 250 rcules (Wms.) 3-59, 300 Elle (Cane) 4 56
Fly (Genc) 4-56 35
wy Hitter (Bally) 3.58 258 crules (Wms.) 3.59300 Fly (Ganc) 4.5633 roscope Fortwas Teller (Ganc) 9.5795 dro Deck (DBAW) 10.54 130 Fighter (Wms.) 10.54. 35 Pilot (CD 559155 Pilot (CD 559155 Pilot (CD 559
dra Duck (B&W) 10-54 130
Fighter (Wms.) 10-54, 95 Pilot (CC) 5-59 195
ter Ball (Mid) 10-59., 200
lly Jokar (Wms.) 10-55 5g
3-58 75
mbo Ten Strike (Wmms.) 3-58 105
ngle Gua (Un) 7-54 95
ngle Kunt (Exhib) 7-54, 170 . Auto Test (Cep) 12-58 145
ye Hockey (Kaye) S8., 125
ng ol Swat (Wms.) 555 95 is-O-Meter (Exhib) 12-56 115
egue Leader (Keen)
mbo lien Pins (Wess.) 3-58
del 500 Shooting
Gallery (Exhib) 3-55., 110 onkey Climb (IEC) 3-55, 175 son-Reider (Bally) 7-59, 290
son-Reider (Bally) 7-59, 290
otorame (Genc) 10-57., 140
57 Basebell (Wms.) 4-57
12-56 195 ap Barrels (Eablb) 12-56 12-56 195 12-56 12-56 12-56 12-54 12-56 12-54 12-56 12-54 12-56 12-54 12-57 12-54 12-58 12-54 12-59 12-54 12-57 16 12-58 12-54 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 16 12-59 170 12-59 16
12 54
12-56 [35 notometic (Muto) 2-54, 295
12-59 495
nch Hitter (Wms) 3-59, 295 rete Gun (Un) 10-56., 210
ayland Rifle Gallery (CC)
8-59
variarback (Genc) 9-55, 50
enger (Kean) 3-55 155 ed Ball (Mid) 5-59 170
ifle Gallery (Genc) 9-55. 85
ock "n" Rott (Muto) 5-58 45
221 221 (Mmr.) 155 155
iferl (Wms.) 1-55, 155 Christopher (Mute)
ifert (Wms.) 1-55,
rferl (Wms.) 1-55
rferi (Wms.) 1-55, 155 Christopher (Muto) 12-58
farl (Wms.) 1-55
farl (Wms.) 1-55
fail (Wms.) 1.55. LSS Christopher (Moto) 12.58 195 12:58
nooting Gallery (Exhibit) 5-54 95 nortstep (Wms.) 4-58. 225 dewalk Engineer (Wms) 4-55 85 ty Raider (Un) 10-58. 293 ty Rocket (Genc) 5-55. 90
tooting Gallery (Exhibit) 5-54
noting Gallery (Exhibit) 95 5.54 95 onvitep (Wms.) 4.58 225 dewalk Engineer (Wms.) 4.55 225 dy Robet (Gent) 10.58 293 ty Robet (Gent) 5.55 90 product (Gent) 2.58 135 pace Age (Genc) 3.58 135 pacel Deluze Basbett 90 5.51 30 pock (m) (Malby 9.58 155 30 30
noting Gallery (Exhibit) 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-55 15 5-55
noting Gallery (Exhibit) 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-54 9 5-55 15 5-55
nooting Gallery (Exhibit) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 4.55
nooting Gallery (Exhibit) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 4.55
nooting Gallery (Exhibit) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 4.55
nooting Gallery (Exhibit) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 4.55
nooting Gallery (Exhibit) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 5.54 (2014) 4.55
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 91 ty Rocket (Genc) 3.58., 135 92 spece Age (Genc) 3.58., 135 92 pocial Delume Basebell 94 (Wms) 1.54 95 poritinal Sacoling Gallery 95 poritinal Sacoling Gallery 11.54., 125 tars Slugger (Uin 3.55., 175 155 portsmen (Kenn) 11.54., 125 125 tars Slugger (Uin 3.55., 175 155 port Hom Row (CD 3.55., 185 185 port Hom Row (CD 3.54., 75 185 <tr< td=""></tr<>
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 91 ty Rocket (Genc) 3.58., 135 92 spece Age (Genc) 3.58., 135 92 pocial Delume Basebell 94 (Wms) 1.54 95 poritinal Sacoling Gallery 95 poritinal Sacoling Gallery 11.54., 125 tars Slugger (Uin 3.55., 175 155 portsmen (Kenn) 11.54., 125 125 tars Slugger (Uin 3.55., 175 155 port Hom Row (CD 3.55., 185 185 port Hom Row (CD 3.54., 75 185 <tr< td=""></tr<>
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 91 ty Rocket (Genc) 3.58., 135 92 spece Age (Genc) 3.58., 135 92 pocial Delume Basebell 94 (Wms) 1.54 95 poritinal Sacoling Gallery 95 poritinal Sacoling Gallery 11.54., 125 tars Slugger (Uin 3.55., 175 155 portsmen (Kenn) 11.54., 125 125 tars Slugger (Uin 3.55., 175 155 port Hom Row (CD 3.55., 185 185 port Hom Row (CD 3.54., 75 185 <tr< td=""></tr<>
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 91 ty Rocket (Genc) 3.58., 135 92 spece Age (Genc) 3.58., 135 92 pocial Delume Basebell 94 (Wms) 1.54 95 poritinal Sacoling Gallery 95 poritinal Sacoling Gallery 11.54., 125 tars Slugger (Uin 3.55., 175 155 portsmen (Kenn) 11.54., 125 125 tars Slugger (Uin 3.55., 175 155 port Hom Row (CD 3.55., 185 185 port Hom Row (CD 3.54., 75 185 <tr< td=""></tr<>
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 91 ty Rocket (Genc) 3.58., 135 92 spece Age (Genc) 3.58., 135 92 pocial Delume Basebell 94 (Wms) 1.54 95 poritinal Sacoling Gallery 95 poritinal Sacoling Gallery 11.54., 125 tars Slugger (Uin 3.55., 175 155 portsmen (Kenn) 11.54., 125 125 tars Slugger (Uin 3.55., 175 155 port Hom Row (CD 3.55., 185 185 port Hom Row (CD 3.54., 75 185 <tr< td=""></tr<>
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 91 ty Rocket (Genc) 3.58., 135 92 spece Age (Genc) 3.58., 135 92 pocial Delume Basebell 94 (Wms) 1.54 95 poritinal Sacoling Gallery 95 poritinal Sacoling Gallery 11.54., 125 tars Slugger (Uin 3.55., 175 155 portsmen (Kenn) 11.54., 125 125 tars Slugger (Uin 3.55., 175 155 port Hom Row (CD 3.55., 185 185 port Hom Row (CD 3.54., 75 185 <tr< td=""></tr<>
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 91 ty Rocket (Genc) 3.58., 135 92 spece Age (Genc) 3.58., 135 92 pocial Delume Basebell 94 (Wms) 1.54 95 poritinal Sacoling Gallery 95 poritinal Sacoling Gallery 11.54., 125 tars Slugger (Uin 3.55., 175 155 portsmen (Kenn) 11.54., 125 125 tars Slugger (Uin 3.55., 175 155 port Hom Row (CD 3.55., 185 185 port Hom Row (CD 3.54., 75 185 <tr< td=""></tr<>
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 91 ty Rocket (Genc) 3.58., 135 92 spece Age (Genc) 3.58., 135 92 pocial Delume Basebell 94 (Wms) 1.54 95 poritinal Sacoling Gallery 95 poritinal Sacoling Gallery 11.54., 125 tars Slugger (Uin 3.55., 175 155 portsmen (Kenn) 11.54., 125 125 tars Slugger (Uin 3.55., 175 155 port Hom Row (CD 3.55., 185 185 port Hom Row (CD 3.54., 75 185 <tr< td=""></tr<>
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 91 ty Rocket (Genc) 3.58., 135 92 spece Age (Genc) 3.58., 135 92 pocial Delume Basebell 94 (Wms) 1.54 95 poritinal Sacoling Gallery 95 poritinal Sacoling Gallery 11.54., 125 tars Slugger (Uin 3.55., 175 155 portsmen (Kenn) 11.54., 125 125 tars Slugger (Uin 3.55., 175 155 port Hom Row (CD 3.55., 185 185 port Hom Row (CD 3.54., 75 185 <tr< td=""></tr<>
noting Gallery (Exhibit) 95 5.54 95 orisitop (Wms.) 4.58., 223 dewälk Engineer (Wms.) 4.455 4.55 85 ty Ruider (Uin) 10-58., 293 100 ty Rocket (Genc) 5.55., 90 101 ty Rocket (Genc) 3.58., 135 102 pace Age (Genc) 3.58., 135 105 pockal Delume Basebell 91 (Wms) 1.54 95 poritinal Sacoling Gallery 11.54., 125 poritime Sacoling Gallery 11.54., 125 ters Slugger (Uin 3.55., 175 155 portisme fix (Genc) 7:56., 175 12.55 ters Slugger (Uin 3.55., 155 155 port Hong Run (CO) 3.54., 175 12.55 port Hong Run (CO) 3.54., 175 155 port Hong Run (CO) 3.54., 175<
noting Callery (Exhibit) 5.54 Callery (Exhibit) 5.54 Callery (Exhibit) 5.54 Callery (Exhibit) 4.55 Callery (Exhibit) 4.55 Callery (Exhibit) 12.57 Callery (Exhibit) 11.54 Callery (Exhibit) 11.54 Callery (Exhibit) 11.54 Callery (Exhibit) 12.55 Callery (Exhibit) 12.55 Callery (Exhibit) 12.55 Callery (Exhibit) 12.57 Callery (Exhibit)
noting Callery (Exhibit) 5.54 Callery (Exhibit) 5.54 Callery (Exhibit) 5.54 Callery (Exhibit) 4.55 Callery (Exhibit) 4.55 Callery (Exhibit) 12.57 Callery (Exhibit) 11.54 Callery (Exhibit) 11.54 Callery (Exhibit) 11.54 Callery (Exhibit) 12.55 Callery (Exhibit) 12.55 Callery (Exhibit) 12.55 Callery (Exhibit) 12.57 Callery (Exhibit)
nociting Callery (Exhibit) 9 5.54 Callery (Exhibit) 9 5.54 Caller Regimeer (Wms) 4-58, 225 dewelk Engineer (Wms) 4- 4-55 Caller Callery 5- 97 Raid or (Un) 10-58, 293 ty Raider (Un) 10-58, 293 ty Raider (Caller) 5-55, 90 pace Age (Genc) 3-58, 135 pace Conner (Bally) 5-58, 135 pace Conner (Bally) 5-58, 135 pace Conner (Bally) 5-58, 135 pace Conner (Bally) 5-58, 155 pace Calle Ceitor Basbell (Wms) 1-54 5-55 pace Caller Caller Basbell (Wms) 1-54, 295 partial Skooting Callery (Cathol) 11-54, 215 tar Slugger (Un) 4-56, 75 tar Slugger (Un) 4-56, 75 tar Slugger (Un) 4-56, 75 tar Slugger (Un) 7-55, 105 uper Home Run (CC) 3-56 75 parts Basbell (Wms) 12-57, 106 marginer Rei (Bally) 1-58, 105 0 commadments (Mirol) 12-57, 100 margin Rei (Bally) 1-58, 105 0 commadments (Mirol) 12-57, 100 marginer Rei (Bally) 1-58, 105 0 commadments (Mirol) 12-57, 100 12-57, 100
nociting Callery (Exhibit) 9 5.54 Callery (Exhibit) 9 5.54 Caller Regimeer (Wms) 4-58, 225 dewelk Engineer (Wms) 4- 4-55 Caller Callery 5- 97 Raid or (Un) 10-58, 293 ty Raider (Un) 10-58, 293 ty Raider (Caller) 5-55, 90 pace Age (Genc) 3-58, 135 pace Conner (Bally) 5-58, 135 pace Conner (Bally) 5-58, 135 pace Conner (Bally) 5-58, 135 pace Conner (Bally) 5-58, 155 pace Calle Ceitor Basbell (Wms) 1-54 5-55 pace Caller Caller Basbell (Wms) 1-54, 295 partial Skooting Callery (Cathol) 11-54, 215 tar Slugger (Un) 4-56, 75 tar Slugger (Un) 4-56, 75 tar Slugger (Un) 4-56, 75 tar Slugger (Un) 7-55, 105 uper Home Run (CC) 3-56 75 parts Basbell (Wms) 12-57, 106 marginer Rei (Bally) 1-58, 105 0 commadments (Mirol) 12-57, 100 margin Rei (Bally) 1-58, 105 0 commadments (Mirol) 12-57, 100 marginer Rei (Bally) 1-58, 105 0 commadments (Mirol) 12-57, 100 12-57, 100
nociting Callery (Exhibit) 9 5.54 Callery (Exhibit) 9 5.54 Caller Regimeer (Wms) 4-58, 225 dewelk Engineer (Wms) 4- 4-55 Caller Callery 5- 97 Raid or (Un) 10-58, 293 ty Raider (Un) 10-58, 293 ty Raider (Caller) 5-55, 90 pace Age (Genc) 3-58, 135 pace Conner (Bally) 5-58, 135 pace Conner (Bally) 5-58, 135 pace Conner (Bally) 5-58, 135 pace Conner (Bally) 5-58, 155 pace Calle Ceitor Basbell (Wms) 1-54 5-55 pace Caller Caller Basbell (Wms) 1-54, 295 partial Skooting Callery (Cathol) 11-54, 215 tar Slugger (Un) 4-56, 75 tar Slugger (Un) 4-56, 75 tar Slugger (Un) 4-56, 75 tar Slugger (Un) 7-55, 105 uper Home Run (CC) 3-56 75 parts Basbell (Wms) 12-57, 106 marginer Rei (Bally) 1-58, 105 0 commadments (Mirol) 12-57, 100 margin Rei (Bally) 1-58, 105 0 commadments (Mirol) 12-57, 100 marginer Rei (Bally) 1-58, 105 0 commadments (Mirol) 12-57, 100 12-57, 100
soting Cellery (Eshibil) 6 5.54 9 5.54 2 5.54 2 5.55 2 5.
soting Cellery (Eshibil) 6 5.54 9 5.54 2 5.54 2 5.55 2 5.
fail (Wm.) 1.55

ULY 17. 1951

BILLBOARD MUSIC WEEK

SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

terror and a second backness experience or weather and programment before the first second second proce-backy and only for a second back increases a darking the first two darks of the weath of second back and address in first memory. Seconds selfing strength for a self-fittee sounder all markets large the transfer memory of self-second to the first (00 short this weath).

NEW YORK

-15 Porsgons, Top.

-BIG RIVER, BIG MAN Claude King, Columbia

CHICAGO

-ILACKLAND FARMER frankie Miller, Storday

105 ANGELES

-1 JUST DON'T UNDERSTAND Ann Morgoret, RCA Victor

-WATER BOY Dan Shirley Trio, Cadence

-HURT Timl Yuro, Liberty

PHILADELPHIA

PUTTER PATIER Four Sportsmen, Sunnybrook

-ST. LOUIS BLUPS Cousina, Parkway

-BIG RIVER, BIG MAN Clouds King; Columbia

DETROIT

-HACK BEAT NO. 1 Ronifels, Amy

BOSTON

-DOES YOUR CHEWING GUM LOSE ITS FLAVOR (ON THE BED FOST OVER249GHT) Lonnie Docagon, Dot

CLEVELAND

-ALL I HAVE TO DO IS DREAM Everly Brothers, Codence -SHOULD I

String-A-Longs, Warwick

BALTIMORE-WASHINGTON

- -HERE IN MY HEART Al Mortino, Capitol -I DON'T WANT TO TAKE & CHANCE Mory Wells, Motown
- CINCINNATI

-BLACKLAND FARMER

Fronkle Miller, Starday

SEATTLE

-THEME FROM COME SEPTEMBER Bobby Darin & His Ork, Asco

NEWARK

-BACK BEAT NO. 1 Rondels, Amy -I DON'T WANT TO TAKE A CHANCE Mary Wells, Matown

MIAMI

-NOW YOU KNOW Little Willie John, King

DALLAS-FORT WORTH

-I JUST DON'T UNDERSTAND Ann Margaret, RCA Victor

DENVER

-THE ASTRONAUT Jose Jimenez, Kopp

BEST BUYS IN RECORDS

These researchs of all fileses as the first 100, their CAW and Mat BAB Eleles shurts, have explored additions RATIONAL solar policy that work in the recommendate the declars and all addresses as being the greatest policial in go off the very Transical REDiscover Recompts and the area marked (b)

POP

"WOODEN HEART (Muss I Denn), JOE DOWELL . (Bladys ATCAP) Smath 1188

*PRETTY LITTLE ANGEL EYES, CURTIS LEE (EFE, EMI) Dunes 3007

THAT'S WHAT GIRLS ARE MADE FOR, SPINNERS ITwee BHIT THEN 1001

"FLL BE THERE, DAMITA JO (Ida Proprietor, BMI) Marriery 21800

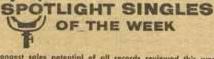
CRW

*MY EARS SHOULD BURN, CLAUDE GRAY Uner EMI Merry 71814 BIG RIVER, BIG MAN, CLAUDE KING (Bubblie, ASCAP) Colonida astes

RER

=

THAT'S WHAT GIRLS ARE MADE FOR, SPINNERS ... Press, MAD THEN 1001 NO, NO, NO, CHANTERS ATT Constant, BMI) Delaw Att the pick of the new releases:



Strongest sales potential of all records reviewed this weak,

- Pop ADAM WADE



AS IF I DIDN'T KNOW (Winnston, RMI) (2:55) ---Wade is in fing tocal forms on a poignant halled with strong choral backing. The side should keep the chanter batting in the top-selfer class. Watch it. Flip is "Playie". Around" (Winneum, BMI) (2:25). Cored 553



GARY (U. S.J. BONDS SCHOOL IS OUT (Pepe, BMD (2:36) — ONE MILLION TEARS (Pepe, BMI) (2:14) — Banda wraps up "School Is Ont," a wild pecker, in his casal exciting, vial warding is type. He also chains with feeling on the flip, a moving reckabilized. Binth sides are good, with "School Is Out," a bit stronger. Legrand 1009



GLADYS KNIGHT AND THE PIPS GUESS WHO (Michelle, BMD) - The gal and the group should have another hit with this attractive ballad which is sold with heart and feeling. File yoo, Ransing Around" (Fast BMI) (2:14). Fury 1052

TONY ORLANDO



BLESS YOU (Aldan, EMB) (2:16) — Orlando contributes a dramatic reading on a feevil ditty with affective back-ing by chorus and ork. Side has solid potential. File is "Am I the Goy" (Ahlan, EMB) (2:25) Fpix 5452



STRANGE DESIRE (Wolfpack, SESAC) (2:17) — MY DREAM COME THEE (Wolfpack, SESAC) (2:50) — Two fine sides by Jack Scott. Topper is a blues with a minor flaver sung with fire against a choral backing. Fip is a strong hallad, with touclises of Scott's carifer his. Capitol 4557

FERLIN HUSKY



UNKY TAKE A LOOK (Lawsery, BMI) (1:55) --- A bright novely with a fouch of gaspel is channed by Husky with verve, spurked by rhydhmic backing that also features good pai-ter picking. Solid for booth the pop and county fields. Filp is "Wilkes Tree" (Bee Gew, BMI) (2:22).

Capital 4594

BOB MOORE



RE MIXMCO (Armft-Rese, BMD) (2:37) — HOT SPOT (Armft-Rose, BMD) (2:25) — The melodic instrumential sides by the Rob Moore crew, hult penned by Boudleaux Bry-ant. "Mexico" is a memory with a funch of that Tree-Mex metriculu flavor. FUp is a lightly europing izem with a sco-lyric usual by chosus. Monument 446

THE SUPREMES



EMES BUTTERED FOPCORN Gahete, BMIn (2:54) — The gala explain on this trythnic novely, how their boy friend loves "Buitered Popconen," If a bright and cure and it noves. Flip is "Who's Leving You" (Johete, BMI) (2:54). Tamis 54845

MICKEY DENION



RAYDON NOW YOU CAN'T GIVE THEM AWAY (Star Fire, BMI) (236) — Denion could be a new Del Shannon-type hit maker for the label with this strong effort. It's all about a gal who hroke too many hearts, who now can't event give her kines away. Handled with warm feeling hrre. Flip is "Steady Kind" (Valley, BMI) (2505). Big Top 3078

JOE SOUTH



BUKE BOX (Lowery, BAID) (2:26)—A very exciting hunk of material is suid in solid fashion here by Joo South over purchy backing by the erk. This could break here. The is "You're the Reason," Falthane 21006.

FUDIE STEVENS

CVENS THIT TEARS CAME ROLLIN' DOWN (Maylan, ASCAP) (203)—Eddle Stevens hows on the label with an engaging performance of a bright new dily, upsthed by a very attractive hand arrangement. It swings: Pilp is "Toen Age Bachelor" (Maylaz, ASCAP). (Cantinued on pape 60)



44

- Impression bildi staran port-with 6 speaker system, 6 speed metic changer with automatic cell. In two-tene light gray and A 16.



the formed manual portable. Good slyring in two troe blos





THIS AND THAT: Station KOL, Seattle, recently routincted a contest which offered—as the main prize-a complete music for 20 people, complete with a KOL deejay and music for Gining. . "Deejay Langha section of the latest edition of Orbsey's "Current Councily" contains the following gay: "I like Spike Jones' line about his interetions to lecture on 'Why K Mitch Miller Atrald to Slog Alone?". . . Station WHK, Cleveband, pulled more thus 7,000 lectures with its: 'Mother's Day' contest, where weach WHK jock offered to salate each mother on the air whose name was submitted by mull. One card was effected (by a drawing) for the grand prize—the winner's childes of a washer, dryre, dishwasher or range.

CHAINCE OF THEMEL Ken Allen, WTIC, Haritord, CHAINCE OF THEMEL Ken Allen, WTIC, Haritord, Conn, plays the part of Lammie in the Troy Docahne-Clandene Colhert movie, Partish," which is currently showing around the country. Allen portrays a tobacco plantation foreman. The film was shot in Councectient's Tobacco Valley has unimer. Munte DeVen has replaced Bob Dolph as manager of KIMA, Yakima, Wirk. Steve Malone, WYTH, Madison, Ga, needs waa-all shot. Steve Malone, WYTH, Madison, KMOX-TV, Grand Forks, N.D., has gone north of the border and is spinning on at CKY, Winnipeg. Execute Haster has the Malone Malone of the border

f is spinning 'ent at CKY, Winnipeg. Freenam Hover has inft KEYZ, Williston, N. D., after two years 'to seek a more feenperate chine and major market." Prior to Joining KEYZ, Hover was with KCSR, Chautran, Neh., for five years. During his stay with KEYZ, Hover acted as the outlet's promotion director as well as design and was responsible for suffing up record hops for the tation with Crea-Colo. In his forweel newdetter, Hover had some interesting items, in-chaling the following comment. "With Canada playing the Etvis Presley Wooden Heart,' we got on it whate I.P." Hover also moted, "I've read where this huppen-and semably found our; store swaps fishs for spots (not KEYZ). Charts published. Store fills in some slots with heavy inventory. Disturbing siluation."

heavy laventory. Disturbing alimation." PHIII, LADD, program director at WOND, Atlantic City, is currently toiling at alter staticting WMMB, McIoburne, Tia., on a four-week consultant assignment. Jack Gröger is acting p.d. at WOND in Ludd's absence. . Herb (Docar) Anderson. WARC, New York, is the latest "honorary dog"-so designated by Lady Greybound "is recognition of his afforts in hettering imman-camber relationships". Anderson received a lead. ... Johany Carver, KVI, Scattla, is ose of 16 finalitis remaining from 10,000 original pathograms in the Toaminanter Interna-tional speech context. ... Station KNTV, Sin Jose, Calif., was nited by the San Jose Junior Chamber of Commerce for its

Dealers Want Permanent LP Price Cut · Continued from page 1

• Continued from page I recently in the Crystal Room of Chicago's Paimer Homes. Out of 43 replines in the spot correy, 3% drakers voited for a prior reluction, 39 wanted stereo prior would like to see albums list at \$2.98, 22 dealers said they'd bit willing to make less of mark-up in accessary to bring about an indus try-wide album price cut. Bight dealers and they'd take 33 per cent. Answers to other queres at hourd at y 33 per cent.

should siny at 38 per cent Answers to other queriest at dealers said they take and fill approximation of all they con-related reading the state and fill approximation of all they con-training of the state of the state of the state take and they have and fill approximation of all they con-training of the state of the state they had lot all they con-training of the state of the state they had lot all they con-training of the state of the state training of the state of the state they have an on-choir training of the state of the state paper space, 25 favor radio, 22 the state of the state operated "record club" with dis-counts averaging 12 per cent. Nine discount policy with the average discount policy with the average discount averaging the 20 per cent-off latendary. The state of the state the progress the hooly made due now faces. The Society's gas discount policy with the average discount policy with the average discount averaging the 20 per cent-off latendary. The state of the state the progress the hooly made due take the state of the state the progress the hooly made due the state of the state of the state the state of the state of the state of the state the progress the hooly made due the progress the hooly made due the state of the state of the state the state of the state of the state of the state the state of the state of the state of the state the state of the state of the state of the state the state of the state the state of the state of

displays. Of the 43 dealers replying mid they carried their own com-accounts, while 20 used poin-tradit carries in support of the call to arms in support of Em-Gamer by giving Genera a dow display. Twenty-six dealen-the group responding featured store Gamer by giving Genera a dow display. Twenty-six dealen-the group responding featured store Gamer by giving Genera a dow display. Twenty-six dealen-the group responding featured store Gamer by giving for support. The Society had can on its meaning Gamer on ha is dealer to do all they con-in function gamer on ha is defatter for made a no-clob a tribution park with Am-Par.

TV project, "Safa Driving for Tecnagers," on Frank Daries's "Record Hop" show.

GLENN BELL, who joined KIMN, Denver, three years ago as manical director, has replaced Roper Barkley as progra-director of that outlet. Berkley has taken over the pd. poi at KLAC, Hollywood. Douty Abbott has returned to the all-forms station, WHER, Momphis, after a stint as manage of another all-form outlet, KNDL, Honnielle.

Jensen

JENSEN INDUSTRIES, INC. takes great pride in announcing their association with DECCA DISTRIBUTING CORPORATION

Both Decca and Jensen are pleased to join forces to bring to music dealers throughout the country top quality phonograph needles coupled with outstanding distribution service.

> Effective immediately all orders for Jensen Phonograph Needles may be directed to your local Decca Distributors.

DECCA

JULY 17, 1961

Temla-Motown Ups Wakefield, Ales New Responsibilit

DETROIT - Tamla-Monoser rendent, herry Gordy Ir. need first executive elevation PAR the week with the appointment Loucye Wakefield to vi and Alos as national sales ma and Mrs. Wakefield has been we the firm slots (notestate periodent and the addition of B. namins ago, while Ales comes T.M from ever eight years salid uses and prometional see in Detroit and the M acce in Detroit and the Mi-Re has reinsequithed in store or a Auror. Distributing. D to join the form. Previous ing the Harvey Kahn shirt/d hip, he was a Michaelen r ad segmeentative for Warm and segme free years befor wath Capital Records, Data autor Status proteo man.

Also will speed the next the weaks on the road coust to cou-merate on the road coust to cou-merative the Minarity "May and Lovie" and Mary Weils Inci Wast to Take a Charce with on BMW's "Hot 100."

SUPPORT ATT OF BEEDRO DEALERS OF AMERIC

To

Discourage New and Old Clubs

Silliminate Dump Sale

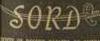
Obtain 10% Return From All Suppliers

Stabilize Price Structures

SORD IS READY TO CHARTER LOCAL ORGANIZATIONS AS A UNIT MANY LREADY JOINED SORD NCLUDING ARD OF NEW ORK AND NEW JERSEY

In Union, There's Strength !

Manyeole to Secretary faith



TOTT OF RECORD DIALERS OF AMERIC

the be of the NAMAA Conner An Reinser House, Chicos

5	650	1			Sec.	(De la com			1.3%	, the second
	8,900	5,900	7,300	7,300	7,800		2,500	2,500		NO. OF RECOMP SOLUCE SO
	\$1,538,700	436,600 UNITS	\$ 635,100	225,300 UNITS	\$4,100,000	ACCESSORIES	11,700	14,000	TAPE R	NUT SALIS SLOOP TAAL IS FAD TAAL IS FAD TAAL IS FAD
	\$223.00	14 SILINIA	\$ 87.00	AVG. UNITS	\$530.00	RES	4,5	515	RECORDERS	AVELAGE USET SALE DE SALE DE S
A N OLD A N O N O N O	1441 AVA	PHONOCEAPH	INCORD CLEANES	CARRYING CARRYING CARES	PHONOGRAPH	N. CAR	STERED TAPE RECORDERS	ALEGODIA MUL TARKING		A CONTRACT OF A
				• n.%		ALLER	2.05	111	AMPEX	
	E	H-SN		•		ASTATIC AUDIOPRILE AUDIOTAPE	1000	13	COLUMBIA	BILLBOARD
*Indicat	13 ·	1	E.			AUDIOTEX			CONCERD	E E
an Draude -			13%	1.75 1.75 2.85		CAPITOL COLUMINA	5.15	100	NOBELCO	1961 1
at no mail by				LEX +		DECCA DISC MATE DISC O CLEAN	2.95		FENTRON	SURVEY OF TAPE
nacional-sell		1.03	- 13	*	1.55 2.05	DUOTONE ELECTRO-WOODE		225	PHONOTPLE	0F 1/
ing dealers			US UN		H.C.	ELECTROSTAT FIGELATINE		245	RECORDIO	and the second state of the second
HAR DEALSENS	135	•	1.JTS		5	JENDEN JENDEN LUSTNO-NEVE	2.05	215	REVERE	RECORDER
"Indicates Brands also said by creatificatiling dealers has registered less than see				7.00		LYRIC	•		ROBERTS	AND
surfied and a			•	1		OLYMPIA PAGEART	LIN	1H	SONY	ACCESS
1			105	1.05	Aus Ins	PLATTER PAK PULI	2.05 2	L. III	TANDBENG	ORY SA
in included in "al	ų			•	ÿ	RCA VICTOR RECOTON	E .	5	TRAVLER	TES IN
"all others" co	1119 01.15	14	Ę.		5	REEVES SDUNDCRAFT RONETTE SCOTCH	ara.	wit	VOICE	RECOR
col ample		275	5		1	BIOS PLOLOTH	1.75	-	MUSIC WALLENSAR	D SELLI
and a state		1.75	. Mar	12		BUNDTONE TOTE-A-TURE	NIS	1429	WEBCOR	CESSORY SALES IN RECORD SELLING OUTLET
and and				•	5	WALCO #EBCOIL	ä	Ę	ALL OTHERS	LIETS
	1.45-01.45	LOWIZER	ZIN GLUN	Manakan	NEW SET	ALL OTHER NO RESPONSE	1.18	118	NO TIESPONSE	

Prestige Mails Out Questionnaires to 5,000 Retailers

S, OUU RETAILERS BERGENFITTED N. J. — Pres-figs Records, in a more framily designed to been the scretzer rate of the scretch of the scretzer rate of the scretzer scretzer scretzer scretzer scretzer scretzer scretzer scretzer the scretzer sc

用 5± Con Con 慧 PROFITS! -I ti ANO A Real Property in SALFS. 111 5 11 . - sectors and the second 1 THE REAL Number of Street, Stre A THE and a state THE -011 11 -記 -..... = + + The way - HARRISON OF

MASS.

ATTLEBORD.

478.

BOX

U

DEPT.

TRANSCRIBER COMPANY, INC.



QN 0 E 4 ā 24 00 > 11 OUBI

0

S

I.I

ALI

S







protection lidelity customent [emand] and all of

X-15

OPE

01.

A MER DEALER IN RAY CHARLES

EXCITING SOUNDS OF THE SOUTH SEAS Lee Diamond — His Harrow and Orchestra, R-6002 Lovely Hulla Handa - Beyond ba Reef - Pagan Love Song - My Ise Golden Dreams - (and other) The LE

TRUASP.

X-15 AND OTHER SOUNDS OF ROCKETS, MISSILES AND JETS - Narration by Johnny Magnus, R-6003

THE OL' CALLIOPE MAN AT THE FAIR The OL' Calliope Man March - Come R 6004 to the Fair - The Merry Go. Round Broke Down - De Camptown Reces - Man On the Flying Trapeze - (and others)

LEO DIAMOND

EXCITING

lou monte sings the great italian-

american

hits

PRIMITIVE PERCUSSION - AFRICAN JUNGLE DRUMS - Thurston Knudson, R-6001 War Drums of the Egyptian Sudan -Watusi Wedding Damos - Exorcism of Demons- (and others)

> MONDAY EVERY DAY Al Hibbler Sings the Blues, R-2005 Buby, Won't You Please Come Home * Dinner for One, Please James * The Party's Over * When The Sun Comes Over * When The Sun Comes Out * (and others)

> > T

LOU MONTE SINGS THE GREAT ITALIAN AMERICAN HITS RM Covierra Romana -Sovrento - That's Arm O Sole Nilo - Volant-U Luna, Luna Lu (and others)

SWn

AFRICAN JUNGLE DRUMS JULY 17, 1961

win me

SINATRA

SWING ALONG WITH ME Frank Sinatra, R-1002 Failing In Love with Love + Don't Cry Joe + Love Walked In + Granada + The Curse of an Aching Heart + (and others)

AZZ PROFILE OF RAY CHARLES The Trumpet of Jack Sheldon, R-2004 In Blue - Cherry - Georgia on my Mind e Mint Julep + (and others)



Arresting window and In-store displays; Radio, TV and newspaper co-op activity; merchandising discounts ...ASK YOUR DISTRIBUTORI 47

NEVER ON SUNDAY Cadema 140

THE DONNA ENOCIE ON YOUR DOOR Calmer 1997

WATER BOY DOW SHORLEY 1910 Calence 1991

NY CLAIR BE LUNE (DEDDGE FEYCH Calineou 1402

STARTING ALL OVER AGAIN

ALL I HAVE TO DO HE DREAM THE EVERLY BROTHERS Cadanics 1024

JUST ABOUT READY

WITHOUT YOU JOHNNY TILLOTLON Datament 1988

Witten these you played, Bodd Dullinger

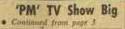
GADENCE RECORDS INC. Its West STA Boast, New York, N. Y.



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

MORE INFO ON COPYR'T COMING

NEW YORK-General as-pects of the U.S. Copyright Office report for a envanping of the Copyright Act of 1900 are covered in this issue. Ow-ing to the importance of the enviro subject to all segments of the winnic-record business. additional facers of the recont-mendations will be published in specific lasses.



anese thrush Yoke Yalkut and anese, thrush Yuka Yakar and Japastuse instrumentalist Michiko Kimura, phis exponents of Da-menco, and Chinas nucleal art. Off-Broadway municals have also been explored, one of them being the forthcoming "Bediek Manner, with ex-Billboard suffer Bob Bern-um durations.

with ex-Billboard suffer Box Bern-stein demonstrating his own score Noti Chaseman functions as gen-eral manager of both shows, with Ben Park as executive preduzer and Most Robinson as producer of TM West," which is hosted by columnite Terrence OFlaherty Mike Wallace hosts "PM East." Both shows munitation full-time tal-end-finding staffs, Mariese Sanders and the Baston full-time tal-end-finding staffs, Mariese Sanders heads up the Eastern full-time tal-end-finding staffs, Mariese Sanders used and Enrico Banducci, owner of San Francisco's Hungry i mitery, the West Coast talent office. All talent performs for wale.

office. All takent performs for scale, "PM East and PM West" is currently carried by WNEW-TV, New York, WGN-TV, Chicago, KTTV, Lus Angeles, WPAA, Dol-lar, WTTG, Washington; KDXA-TV, Pittshurgh, WEZ-TV, Rostaev, KPIX, San Francisco, WIZ-TV, Baldimone, KYW-TV, Cheveland, WHP-TV, Harrishurg, Pa.; WSBA-TV, York, Pa

Schwartz Nat. Promo Man

CHICAGO — Martin (Rof) Schwartz last week was appointed national promotion director fur Voelay Recent and not national alea manager as previously re-ported (BWW, July 10) E G. Abnet Ir., president of Vesiay, re-ported that this office made a mi-take in designating Schwartz's dat Feed Perri, launtice New York nd Fred Perri, longtime New York ra-tailor, joins Vielay next week as a New York sales and promotion

U. S. Report Asks Major Change in Copyright Law

· Continued from page 1

tion of performance rights ascie-ties. Now in the bands of Congress. We report, if enacted into law, the report, if enacted into law,

tion of performance rights aucle-tion. Now in the hauds of Congress, the report, if enacted into isw, could change the face of American copyright, and revulationize copy-right dealings in tunies recording, publishing and rowally collection. Damages for record infringement, for example, would range from a minimum of \$250 to a new muti-num of \$10,000 in the revined statute, instead of being tled to recovery of statiumy 'mechanical' royalities. New renewal province indicates and permits any inferested statute, instead of being tled to recovery of statiumy 'mechanical' royalities. New renewal province statute, bastead of being tled statute, instead of being the result royalities. New renewal province would junk the 1909 controversial arrangements, First copyright bersy would be 28 years, total duration 76 years, as against the present Seyme rot. Hot Subject

76 years, as against the present 36-year total. Inter Subject Registrat of Copyrights Alma-ham L. Kamination wants -- and certainly can expect --plenty of two and con-optimous on analy of the recommunications in the report, which is based on Ifva years of undy and consultations with copy-right suports. The record industry has already forered battle lines on the proposal to end the company of the recommunication with copy-right suports. The record industry has already forered battle lines on the proposal to end the company settar in the 1900 law, which will have all licensing and royalty ar-rangements in the hands of the individual copyright owners more statutory protection against more intringound, and adjust mechan-net oyalty canes upward. <u>Jake Roce Phase</u> The report scooley upon the two has done status.

Jake Rox Plase The report strongly urgs that the jake box eccorption from per-turnance royaity he repealed or modified to require "reasonable license forst from the loster. The Corrigin Office heaps this will be does tofore the general revision gets under way. Representative Office, chaireman of the Haose Indicary Committee and a new stell-execution team of former Representative Chas. Brown will do all they can to bring this to past Hammy on the jake exemp-tion can almost certainly be pre-

series to mosic publishing and a cording are: to have statuter protoction begin when a work a publicly disseminated on records or publicly disseminated on records or published or formally regi-tered, stronger protection of song recordings against unsublicities displication (the Celler bill signer consisting of regards with a second displication (the Celler bill signer well a nounterfeiting of records would amend the law to incur both crime internal and raw to incurs onthe crime, nal and crivil preaching, and world take cure of this mapera). The m part favors divisibility of copyright to permit separate assignment of various rights in the copyright, and

various rights in the copyright, and expanse suite by seignees. In the fuery area of what con-stitutes a "public performance to profit," as basis for performance to profit," as basis for performance to profit, "as basis for performance to all the second basis of the does not pay wither administer when the public matchy littens, and does not pay wither administer a for to receive the broad-caster would constitute "detamas at the scores" for the hotels, an with the case of locations receiving "wired" mosta arrive when to censing has been "at the source" New Femilies

censing has been "at his torus New Penalties A new approach to the damages provisos would leave the 3155 minimuon for infringement, he permit courts to excision the is-nocent infringer from stationary encounts of payment. Stationary nocent untilinger from stationy announts of payment. Statisticy damages could be awarded up in \$10,000 and beyond, in cases of willful and represted violation. See separate silony.) Informationally, the Library of Congress report would subset of content to facility would subset of

tection to forelign works when need for special proclamation or trouties — but would permit by Presiden to restrict or withheil sitch protection

President to contrict or without such peotection. In trediminalities of registry and opposit, composers and automy would be undeputed from Joing copyright b e c a use of technical lapses in registry. On the oder hand, special remedies could not be recovered for information by guession of congress would be the lifetary of Congress would be the lifetary of Congress would be medicately. Thirty-faur mulies of version angles of copyright precedes the 227-page discurrent smilled "ke-port of the Registrar of Conyurgio to the General Revisions of de U.S. Convergibt Law: Also, doe-ing the fire years of propareties all of the studies were revised by a panel of 29 copyright specialion from industry, education and go-rement. Many hours of com-intoo argument and comprom-intoo argument and comprom-intoo argument and compro-imment the final proof-smany mer well laby place before a find bill the statted.

Not make the second sec

longer with new copyright p lems in a new ara of sight

When and if passed, the p posed revisions could bharvin U. S. Copyright for another bull

FOLK TALENT & TUNES

Harry Weget headland the enter-tainment at Forest Park, Brazil, Ind., July 4, with his "Honderland Hos-desen" truppe, coverning Mack McCormick, steel guilar, Ramhla McCormick, steel guilar, Ramhla McCormick, Jave Sturg bank, Dack, the "Hooserhad Sweetheart" doren" trouge, comprising Mack McCormick, steel guias; Rambia Red Richey, Eversiting basis; Dock the "Boongering Sanis; Dock the "Boongering Sanis; Dock the "Boongering Sanis; Dock the "Stormer McCollingh dock consedy with the unit. On the same bill were the Melody Boys Oner-tet and Brynnt Wilson and Hia Kes-finek, Rambiers (Adair Records) The units traveled to Praisition. Ind. July 13, in open the Fireman's Fair, and sull oth Lonso and Occess's "Crimal Ole Opy" har-appeared with Carl Smith on the same single and the same interviewed on the "Opy" warm-op ing the Nashville stay, Buddy was interviewed on the "Opy" warm-op ing the Melody Boys Oner-tet and Brynnt Wilson and Hia Kes-fine units traveled to Praisition. Ind. July 13, in open the Fireman's Fair, and sull oth Lonso and Occess's "Crimal Ole Opy" har-ing the 43th Anumal Mions" Prems at Memoralia Stadium, Terre Hamte August 6.

Junie Lou mol Her Fine Berge Ranch Hands played the Pourth of July at the Oar-dates too Jone Lou locitude the Ohio State Round-Up in Co-immius Joly 22, the Marshall Fair, Moundrelle, W. Ya, Jaly 23; the Bew Faw County Fair, Riveretille, W. Ya, An-gust 10, and the Basineous Meri's Amociatine Tair, Col-chester, III., Labor Dry, Sep-umber 4, Mith Janie Lon an the roud, her Saturitay algo-jamineree at Penn Lake Thos-

By BILL SACHS

ter, Sandy Lake, Pa., will con-tinue under the direction of Res Klidgensmith.

Comits Bob (Latko) Jones Writes that be, along with Mel Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-ers, have just returned to the Price and the Sonta Fe Rang-to Computed to the sonta biol Crossing the sonta biol Crossing the sonta to Crossing the Sonta Fe Rang-ers, have just returned to the Sonta Ferraria (Lossing the Sonta Fe Rang-ers, have just returned to the Sonta Ferraria (Lossing the Sonta Fe Rang-to Computed to the sonta biol Crossing the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta biol Crossing the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta biol Crossing the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta biol Crossing the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta biol Crossing the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta biol Crossing the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta (Lossing the Sonta Fe Rang-to Computed to the Sonta Fe Rang-to Computed to the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta (Lossing the Sonta Fe Rang-to Computed to the sonta (Lossing the Sonta Fe Rang-to Computed to the Sonta Fe Rang-tot C

JULY 17, 1961

Hey! There goes Dorothy Jones!!

catch her! she's the new knockout... with the new smash single... "TT'S UNBEARABLE" B/W TAKIN' THAT LONG WALK HOME 4-42062 also available on Single 333 PRODUCED BY NEVINS-KIRSHNER ON COLUMBIA RECORDS

WARWICK IS REALLY BUBBLING

30

MY KIND OF GIRL Matt Manto Warwich M626

AND REALLY

DOKIN

SHOULD I The String-A-Longs Warwick M654

QUITE A PARTY The Firebolls Warwich MA44

A SCOTTISH SOLDIER

Andy Stewart Warwick M627

NAG The Holos Sovon Acts 1:709

IF The Paragons Top = 500

ALONE b/w BARC-A-ROLLA Morty Craft Orch. Warulch = 448

TWISTLE b/w TAKE TEN Iroy and the I Birds Seven Arts #710

WEIRD ONE b/w KACKLE The Tremelos # = 1120



TEL Baraufh Son .. Haw Yark \$5, R.Y.

MUSIC AS WRITTEN

New York

<text><text><text>

Cincinnati

general manager

Philadelphia

Ed Collar, record promotion agency head, now representing New York's Rizar Records for Little Unda's waring for which its matter went in Coral Resonts ... Ben Kraw donaiing the proceeds of his Camabor recording of 'Lin Lu's Back in Town' to the Lankemis Society for Cancer. ... Place Records has parchased the muster of 'Warkmal' by the Calenders, local rock and rold combo... Det Records asting up in own dis-ributing show in town at 1507 Vins Street. ... Gettin's Record Stop, one of the passeer retailers, relebrance in 18th anniver-sary this mouch with drawing for a variety of free prize ranging from a four-speed record player to a record carrying case.

Maurie H. Oroderker.

Pittsburgh

Ann-Margaret spont a day fure plagging her RCA Victor stater, "I Just Duo't Understand." ... Nell Sedaka, who recently imabed two works at the Holistay Home night club, retarmed to the area for a day at Kenoywood Amusement Park. Both the sound track of "La Dolce Vita" and the Ray Ellis aftern fostaving the thema song have zoomed into the best stilling class since the fathen movie events a roadshow engagement recently at the Nixon.... The Horizon Ruom has set Rawty Warren and East Grant for personal appearances this fail. full.

fall. Lenny Martin, hand of Robbee Records, signed Italian suger Dine Di Fixs, who has wanted his first platter, "Theme From the Stars" b-w "My Song for Yon." Vern Copplex, Decca lennath manager, reports httick also for Terms Brewer's "Little Miss Belong to No One," and "Again" by the Decumentions, Leonard Menchowitz.

Hollywood

Capititi, which hereinfore kapi a requestable dislance from the Kingstow Trie basele, is now actively empaged in trying to bring about a solution to the dispute. The label is annume to help get the trio's internal bickering wettled we that it can record the group in time for fall referse. Since the hasile started, the trio has not been in for a moording session, and as one of the hasile formant soliers. Capitol wants to have the Kingston prior thac the market with new waves. Legally, Capital can prime the old trio to text together for recording purposes if it shuttad so desire, since it hada individual contrasts with all intere members. However, if **Danse Gard** haves the group of the text of the formation with even the group of an acceptable replacement is found for him, Capitol (who also has the enclusive disk rights to the Kingston mane) will record the new group. ew groo United

Entered Recording has expanded its operation by burying controlling interest of the 6000 Samser Elbed, ampios of Western Recorders. According 10 United's President IIII Portaan, it will invest \$250,000 in remodeling the 6000 Samser facilities. Bob Daherty, former MGM Records chief englisher, will join United to serve as executive manager of the two recording shifting

Kitty Dnawall's "Marchin' On In" h-w "Need Your Lova," recorded on the Soul label, was purchased by Bub Kenney Del-Fi label and will be issued on Del-Fi's subsidiary Donna label. Dontile William Docto Records Ian week celebrated in 15th anniversary Les Zhite

FOLK TALENT & TUNES · Continued from page Force hance along the West Caust. . . . Mark Raymer has opened an office in Porthaud, Ore., 50 handle promotion service for independent inhels in Oregon, Washington and California.

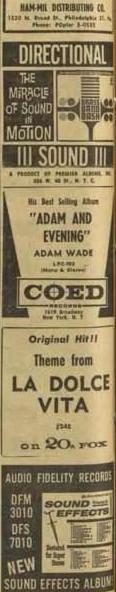
Mae Wiseman (Dot) appeared as headliner July 2 in the first of a series of Sunday shows being presented by Norman E. Messner, a series of Subley shows being presented by Norman E. Messner, of Chambersburg, Pa., and Harry Gettle, of Orrstowy, Pa., at Matus-laimade, just west of Dry Run in Patte Valley, on the stat slope of the Tuscarnra Mountain, near Chambersburg. Messner recently purchased and old humanstad of some 29 acres at the location and along with Gertle developed it into a sub-able value developed it into a sub-able developed it into a sub-some 20 performance will be used in each of the Sundny shows and it is planned to air the performance source WCBG. Chambersburg, within a rew works. Gettle is in charge of the shows. Messner, a former disk jockey, is penident and general been a promoter of country sunsi-tion a performance of the shore. been a promoter of country music. His wife is the former Molly Dure, "Grand Ole Opty" performet.

Grand Ole Opty" performer. George Jones, Stonewall Jackson and Georgis Riddle utffered the loss of their un-forms, guilars, tape recorder and loggage when thieves broks into their rental trailar at Rochester, N. Y., recently, ... Wilty Ratchult, formerly of the Rusty and Dung item on the Richary table, had his first release on Allefar two weeks ago, Birthfull is now conducting his own "Southay Jamborse" on a Houston TV stations. ... New c.K., artists on the Allatar label are Joe Bae and Cowboy Illair. ... Roy Acaiff will be the Joly 32 poet on "New Dominion Barn Dance," Richmond, Va.

Jim Neshitt and country music returned to WYMB. Manning, S.C., July 1. Anybody got any country records, old or new, and they want these played, send them on to Jim. Bobby Braddock re-mon to Jim. on to Jim, ... Bob confly directed a se confly directed a sension on continy nongitress Dot Anderson for D-I Records, 302 Lana Vinis Booleward, Asthorndale, The Sides are Walk-in Papers, a bonk-venker, and a country blues number, "Ieakous-Hearted Women," Drop a line to the above firm for your design simple. Due Triffiett, of Mag-nifico Records, 151 Germide Raud, Manarcoreck, N. Y., has available design samples on the Wayfarers' new release, "Down the Trall of Tears," said to be siltering up con-iderable interest in the East and New England. Silter North assessments and on on cou

tew England. Silick Noeria, promotion and publicity expert, with hand-quarters in Highbach, Tex., is placeting e.d.w. jockeys, via the mails, with a cerif rending: "You are a very important part of country music. Please take 15 minutes each week to com-ple your Top 10 country res-ords. You must last the trade image know that country music is atill alve. The addresses of the trade publications are on the restens side of this cerif. Please keep it in a handy place for reference once a week to und in your Top 10 list. The second secon





EVENIE 1941

The Hit Sound of

READY TO EXPLODE!

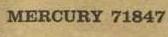
THE PLATTER

21000

We.



*



U. S. Office Recommends Study AUSTRALIA UPS CLUB ACTIVITY **Of Performing Rights Societies**

WASHINGTON -- The Copy right Office recommendent that Copy route makes a special comprehensive optimis sciences. In its report on priv-tions makes a special comparison of the 1969 Copy into the Library 161 Congress of the copy of the Copy of the Copy into the Library 161 Congress of the Copy of the Copy of the Copy into the Library 161 Congress of the Copy of the Copy of the Copy into the Library 161 Congress of the Copy of the Copy of the Copy into the Library 161 Congress of the Copy of the Copy of the Copy into the Library 161 Congress of the Copy of the Copy of the Copy into the Copy of the Copy of the Copy into the Copy of the Copy of the Copy into the Copy of the Copy of the Copy into the Copy of the Copy of the Copy into the Copy of the Copy of the Copy into the Copy of the Copy into the Copy of the Copy of the Copy of the Copy of the Copy into the Copy of the C The time the reality is outcide the acoust plane, but is the the that has been utilized of "much discussion and constrovers" in congressional hearings and antitrud proceedings. A special government agency to ad-simulate performance royally is out-singestion made at the report. If has been seriously questimed meether the unitrust procedure is the insist appropriate or effective means of regulating their opera-tions, an suggestions have been made that her should be regulated by an administrative agency under saturny, provisions."

52

Mentioning the American So-

Ralph Bass to Chess A&R Jazz Position

CHICAGO — Ralph Ban, pio-meer s.kr. must with Chen Rec-orch here the past two years, steps into the vacant jazz slot created by the rulent department of Jack Trace to Merzumy Resords (BMW, Johr 3): Bass, who had been doubting between single and shorm dates, will concentrate more bavily on ell package goods a.der, according to Lennard Chem, presi-dent of Argo, the birn's album line

Hass will cut a third Moren Mables prockage the first two ares both on the JINW best setting mono charit and be has also inked Feedalis and Fio, another comedy learn for a new allaum.

form of government control." For general consideration, the ra-poet mentions various foreign wave of keeping track of performance royally collectors. They include government approval required for formation of the organization, roy-alty rate schedules required to be filed with government and applied non-discriminately, fales subject to review and edjantment by a trabunaj on complaint. Just of works in the organizations' catalog must be filed periodically with government, and finally, almission to number-hip, and distribution of revenue-are unde tubject to government regulation and zeview. The study points out that the

regulation and review. The study points out that the American copyright law makes no provision for regulation of these so-initise—ASCAP with a grout 1990 revenue of \$12 million, BMI with about \$12 million, and SESAC's grass unknown. To functed Deper-ment has falsen the job of partial supervision via comant feoreer. Into the report recommends that as mo-taneity to the bandled. The Copyright Office selv Compress to take over this chore.

SYDNEY — Ground has been inclue in the con-petitive record club field here, with the Popular Record Club neorming the first is release an illustrated catalog. The 24 page publication has the club's complete library of over 280 112-inch altums from every field of music. Thes lastic nove follows the amazing growth of record cluby here in the page few music.

Radio Corporations, which recently operations, which recently operating which recently operating the Eulipse Record Club here, announced their release for Augest will include "Dancing in High So-ciety" with Ben Loallow and ork, from the Vanguard latel, Handet's "Waster Music," also from Vanguard, and from the Meric of ty catalog, "Homky Tonk Passes" featuring Lou Neint, "Billy Eckstine and Sarah Vanghan Sing the Best of, frying Bettor, and "Cleb-anuf Place Song produced by Desert Song" produced by Desert Song" produced by und Club release for July fea-tures a selection from "The Desert Song" produced by their own erganization in Lon-don with the vocal by Gorden Bord and Lissa Gray with the masic supervised and com-ducted by Derek Hudson. The second release comes from "Mast Show Business."

Fall Sports Scene Will Get Attention At Station WNEW

At Station WNEW New YORK—Station WNEW here, generally recognized as the purpose music and news outlet, is initial more implicit on two and a new second second second second and hour every Senday Afternoor. Commission for two and a new second second second second and the simpled or emplants or programming a just on more marked second second second and the simpled or emplanes of the second sec

and WMGM here could result in one or both outers dropping their Top 40 forman and returning formas, thereby gloing exposure its a greater number of releases. Sol-timum noises that WNEW plays an average at 2,300 idea a week in-cluding trees 1.000 to 2,300 dif-ferent selections.

CORRECTION ON STEREO CHART

TEREO CHART NEW YORS. — Due to an insubsettant arcor, the Tay (74 Sizers Chart in this issue contains an incomet listing, "Gene With the Wind," sound - Wast recording on Canden, appears in position 10. This (21 is not available in atrob and this listing beauti have precised "Gone With the Wind," London Sin-tons, Whathenson, ine Warmer trob. Wh 1322 making in first appearance on this 50-pestion chart.

Piracy in Asia Hurting Trade

· Continued from mage 2

least making the firm consultr protect in an affort to stop it. I would also like to know what the Performing Rights Society is doing sheart it, as in members and affiliates have a great deal at stake

Disk Dumping

We is also objected to the large amount of "duringing lak-ing place in the area from Amer-mining the marsis of lackdy appointed distribution of maon labels," he said "Any store of individual scenes to be able 10 pet disks direct from America seen theore three to acceled even though there is a so-called exclusive distributor. It is not serving the best interests of the American industry."

American industry." In Manila, Weiss also found ovidence of disk prating. One attat, be noted, had the same number being sold on four dif-ferent labers. There was a solo-tion to the problem in the Philip-pines, however-arrange a la cense, who would have an equal interest in prevening un-authorized pressing and was able to secure coart action.

An unusual case of piracy was described to Wess in Singa-pore. Is involved the product of a U.S. label that had no coce had in own licenses there. The con-tract terminaled but not the supply of disks which continued unabated! There were other ex-samples of disks which continued particularly of disks pressed in Formore, and also of "diamp-ing." ing

ing." Throughout the area, Wessa noted the predominance of a rhythm called dodosna—"a soct of off-sear cha-cha" it had grees more the Japan and seet to the Asian manilaod, heing played in the night clubs of Hong Kong and Singapore and appear-ing on disks and ratio reer-where He also pointed out the growing influence of Western minic m Asia. "This broke is consider

minic in Asia. "Elvis Preslev is popular wherever hus disks are issued,", Weeks reported. "Louns's Francis, the Eresty Roothers, Frank Sim-atria and Paul Anks have sub-stantial followings, too, Among the echerstra leaders, Manitecano and Porcy Faith stand, our. Warners' Guorge Greeks was ploked and, surprised to the cover

"American scoud and pack-aging seems to appeal almost everywhere. The artists them-adves have growing appeal. A combination of these and many other things leads use to feel very optimistic about the future of the data business on a world scale. Fet transport of men, mas-ters and rage has brought huge

Tim Gale's Agency Back in Business

NEW YORK-Tim Gale has re-activated his old furth, the Gale Agency and is back in business at the old stand on West 48th Street in New York Gale dissolved his agency and wem with GAC-Feld fince years ages as president of the firm, which was affiliated with General Artists Corporation. The Gale Agency helped develop many fars, including The Friegerald Social Vaughan, LaVern Baker, Dolla Resse, Clyda McPhatter and others.

The Gale Agency will be closely associated with Circle Arriets Cor-peration, which has offices in the same building. Gale will continue to promote issuing units with star-names and. these units will play throughout the U. S. and Canada

distances down to a few hour The demonds of any marker to be met as it is required."

JULY 17. 1961

Werse, whith has represent U.S. record forms abread have note years continuously, paying his first wait to the p fact countries.

MUSIC WRITERS GOOD 20 YEARS

WASHINGTON-Yes a tougher for creators of popular music than for the series far music than for the scribt composers. This surprise long held by writers in the freatised his-tune business, wa confirmed by the recent. Cop-right Office report. The trpor-tical that the average line see and creative period of writes of scribts music is much larg-er than that of popular muse writers—but does not say in how much. how much

However, for both group, the average period of creating from first publication of death, runs about 20 years do study limits. These facts was tody finits. These facts was brought out as partial has for its decision to recommend a copyright terms of 76 years rather than the present spin of 56 years.



Interested in acquiring moth topes an records, both single and UPs, for children's motion -oil subjetts.

Write or phone and indicat material available.

Please Judies 2-5730 ar write Ber 20 The Billbrord Publishing Co. 1344 Reastleny, New York 24, N.T.





SINGER ONE STOP

Ad and the

Free Dirise

JULY 17, 1961

BIGOV MAXIEDS

... the single even we weren't sure the kids would buy! (but they did - over 13,000 in Detroit during a slow June; and this buying reaction is continuing as it is exposed in other cities.) Billy Maxted's distinctive version of this fine old Duke Ellington classic is already an established jukebox hit in San Francisco. **Detroit and Columbus**.

Satin Doll b/w How Long Has This Been Going On KT - 501 (from the SwingaBillyty LP)

SwingsBillyty-the LP which received this review in BillBoard's 4-star picks

"Maxted's six piece combo now swings out with a variety of modern and original approaches that will convince many that at least 20 musicians are required for the amangements. A contemporary approach to Jatz and Blues is very effective and the Daile Beat is also used on occasion. Fine tracks are "Runnin Wild", "Just a Closer Walk" etc. etc."

SwingsBillyty is the LP, that because of "Satin Doll", is gaining bith Jazz and Pop Shine.

As the buyer of one of the country's most Imous record stores wryty put its "It's selling a faithing lot better than some things that are supposed to."



K & H Records, P.O. Box 3112, Calumbus 10, Ohio



X & H DISTRIBUTORS LIST A & I Record Dist. Co. Clocksoft, D. Aurora Report Distributers Detroit, Mich. Bay State Record Dist. Corp. Bacton 20, Mass. Communical Music Co. Kanzas City, Mo. Commercial Music Co. St. Louis, Mr. Diate Distributing Co. Atlantz, Co. East Coast Highlitotors Pittsburgh 22; Pa. M. S. Distributing Co. Onlinger, UI. M. S. Distributing Co. of Dhio Cleveland 13, 0. Marnet Dist. Inc. Philadebhia, Pa. Martial of Maryland, Inc. Balfinezz, Md. Melody Sales Co. San Francisco, Cut. FEP Record Sales Co. Los Argeles, Cal. Plaid Record Co., Inc. Greenville, E. Carolina Separtur Ressod Sales Co., Inc. New York, New York Yone Gistributors, Inc. Ittalean, Fia. Trinity Record Distributing Corp. E. Hartbord, Case, Wandy Distribution, Inc. Horsark, H. J.



- Baser Baser Call Reseat Coherenal A BURGED POINTING OF CLAT-Crifs Douglin (Top Real)
- Les Chatastas IBCA:
 H. REGEL-BERR Fuel Consolid; Persona and Tucher (MW)
 SON, III SH RECEPTIT BEEN-BER Part Colombic;

1

.

n.

2.4

LOOMIN LO

NAT KING COLE'S SMASH SINGLE "TAKE A FOOL'S ADVICE" Record No. 4582

Nat King Cole goes rock & roll to the top of every chart1



CERMANY

56

Build-Up of Country & Western Music Continues in New Issues

By JIMMY JUNGERMANN 102, Ismuniager Str., Manich

102, temputanger Str., Otamics Germany's increasing using to c.dw, music is shown in several releases. Telrfunken has insued the first disk of young Michael Hom, featuring the German ver-sion of the U. S. hit, "Wild in the Country," filled "Das Lied you der Liebe." It's backed with a German Weetern ballad, "Dask, Nicht Melur Diran, Oh Cowboy," ... Cateeting Valente's never tec-ond an Docen in "The Sheriff From Arkanue?" 5-w the German ver-sion, "Ich Kann Ohna Dich Nicht Lebert," of the U. S. standard, "Im

FRANCE

Philips Offers Fresh Cataloa

By EDDIE ADAMIS 92 qual du Marrelal Joffre Courierole (Seine)

Constructed (Solne) Thilips Records, which seven parts ago thatroid a low-price LP catalog called "Chasiques Pour Tonk how has a new catalog called "Stence Your Toes" that of-fers new stereo disk minds in the init three mouths, at the retail trice of 18,50 N.F. (S3.70) per LP, First LP's in the series include trice of 18,50 N.F. (S3.70) per LP, First LP's in the series include trice of 18,50 N.F. (S3.70) per LP, First LP's in the series include trice of 18,50 N.F. (S3.70) per LP, First LP's in the series include trice of 18,50 N.F. (S3.70) per LP, First LP's in the series include trice of 18,50 N.F. (S3.70) per LP, First LP's in the series include trice program of the series include to the series include the series to the series of the series include trice of the series include to the series of the series include the series in

Disk Shorts

Disk Sharts Odeom in treinsuing "Du pris" a very old LP by Berthe Sylvia. The imme songetross sold over 30,000 LP's of "Roses Illasches" in one year, a bight figure for France... The most recencided songs of this hat two works are "Whenh" (dars is open de mis blonde). "Le Pa-changs," "Sou Bilou Bisou" and "African Weitz" (Ca tourns rondo Alf foor are getting strong action. ... Af Calobis" "Mboels" is the Bra official United Armes release by Barchay Records since they took wort the exclusive distribution of UA records in France from EML Al Calobis' EP includes two other U.S. hins, "Bonazza" and "Asia Minor."

HOLLAND

Stores in Big Push

By HEMMY J. S. WAPPEROM Editor Plantensleuws P. O. Box 43, Amerifoort

On July 15, Holland's greatest record asis marined in the record shops. They clear the way for has than half prices all disks on which prices are tool by agreements for this year.

This year. New LP's Mercury, represented in Hothard by L. C. Rood, has released the itereo LP series including disks by Xavier Crapst, David Carroll and Pole Rogado, The attereo LP of Mike Nichols and Elaine May pot a strong welcome from caburet invers. Reschover's 'Wellengton's Victory,' on Mercury, is represally in favor with diamical record. Des 2445, Airckinnd, New Zealand A new local singer, Teddy Bennerk, hus a potential hit in an original. Clap Your Hands," al-roudy showing up on the char-roudy showing up on the char-berr and alming at a release in Auttralia... Octagon Records will negotiate for oversens release d their Lynn Peoples LF. Lynn a top calsaret and nightspot showt, and his disk contains many oldens in a patty manner... Tuese Williams will appear with Hunnie Rodgers and their go on to Ans-(Contineed on ware 50) on Mercury, is especially with classical record fayer

American Representation for **Farsign Theatrical Agents and Acts** MATIONWIDE BOOKING CORP. 928 Wapters Saving Fund Bidg. Pullingtakin 7, PE. Interpletar 3-3220 Est. 1945

Forever Blowing Hubbles." And teen-age singer Comy's new hit is "My Father Was a Cowboy." on Flactrola

"My Father Was a Cowbey," on Electrola: Set for U.S. TY Gue Rackins and Peter Kraus used ascend five minute spoth for U.S. TV, among them the Dick Clark show. In each spot, Gus and feure will sing two songs and falls to their U.S. autoimee. This is the line time German south three sent tapes and films from Germany to the States for a TV show Kellet German for the sent tapes and films from Germany to the States for German fours the attimum are these U.S. jurz groups the Modern Jazz Quarint, the Dave Reubeck quarter, and Art Hakdy's Jazz Messengers. Warner Brok Bobby Weiss visined. Hamburg for s talk with Teldec, and to Berlin to meet publisher Kell Budds. Dev Brubeck will pass star in a TV featurette pro-duced by Radio Stategart Yago-stevine in Germany to record for Folydic. rived in Polydor

AUSTRIA C. Francis Hit In German Cover By FRED ZILLER

Mollwaldsplats 1, Vienna

The Connie Francis recording, "Breakin' Ia a Brand New Braken Heast," now climbing the charts in Austric, has its first German cover on the Columbia label with Danish thread Plan. ton the Columbia label with Danish imper Gifty, accompanied by the Berlipps Band. Time is called "Das Kommt Davon" (Now You'll Havo 10. Flip in "Penny Modehen" (Penny Girl)... A new duo, dis-covereel, tried and already selling, are the Ramonas. Their creator, producer Gerhard Modehen, atteid them with "Ok. Annematic, a German version of the Everty Brotheny hit, "Ebony Eyer." Ger-man lyris: by Badeh Marta Siegel-Flip acke flooks like American titles to better on German turns), is "Darling LLow You" by Scharften-berger and Fluit Bosch. Haing Halter, singer aigned re-

ITALY

Milva's Promise Proved at Naples

the San Remo Festival, where she was noted as the most up-andcoming vocalist in the land (di-theoigh her seng, "Dreams in a Drawn?" on 15 placed third), errored with a hung in the Naples June vong event. The vote taken there was by the same type of na-tionwide battery used earlier in the year. It gave her both first and second place. The top winner was "To Believe," authored by De Cres-cenzo, Forfani and Anstis Forts, published by Edizioni Tra Golfi, Second place went to "Green Sens" by Marottin, and Mazzoecco, piab-tished by Titanus, the Rame firm company. The other rendition of the tips winner was by Namrio Galfo, while 20 year-old newcomer Mario Trevi shared hunges on the neonal song. Milva halls from Fercoming vocalist in the land (al-

By SAMIL STEINMAN Plazm 5. Asselme 1, Rome The promise MBva showed at a San Remo Festival, where she is noted as the most up and same label is baving considerable success with Bobby Roberts" Angel Baby" and "I'll Save the Last Dance."... Graz. lots!

MEXICO

World Music Asks **Rights to 'Espanola'**

By OTTO MAVER-SERRA Editor, Andiomunica Apartado, 8688, Mexico City

A ZEALAND A Record and a second analysis of the state renductor of the top winnet was by Namin Gala, while 20 yeared hences on the second source at the abaits from the second source at the abaits from the second source at the se

Leomark Bible Wax Auditioning

By DON WEDGE News Editor, New Musical Express New Engine (vew visual express The Leonark recuting of the New Engish Bithe, which may become the outstanding spoken word album seller of all time, albud be licensed to by one of the major U. S labels by the end of the manth, Before the year's end, arrangements for the rest of the world should be completed. First album, on LP set of S. John's Gospel, was insued here July 4 and collected 10,000 al-vance orders without convumer

ance orders without consumer dvertising. World recording right

vance

BRITAIN

corded for world release on h side First issue of the Cannon label, a new low-prise distributing, at least at first, the a magazine house, was an FP taining six titles including the odus" theme, "Asia Minor," Moon" and "Russway."

Moon" and "Russway " Talent Tours Johnsie Ray, now in La for enhanet, follows with a se of Continental dates, braw with a week of concerns in 6 many July 25, going on to 10 Carlo and July ... After u Suhl, BBC-TV hrings in Sa Berman in November, singer Sonay, Terry and Bar McGhee return to Britais for fourth time in Soptember in fourth time in Soptember in fourth time in Soptember in

four-week tone. Existing the Walt Disney of where he was responsible for the Mexisting the Walt Disney of where he was responsible for the moves to exploitation as with Pyek International and a catility tables.

New Albums

As usual, with the app prak boliday period, fewer this month. EMI inclu Robin Hood Band, due to the end of the month (Cel and the Benny Chi

the end of the month to 20 min and the Benny Goodense () The Sound of Misse" (M Philips acheduled "Mean Ning Along With Misch (Me Vie Damoset 'On the See Side,' and Tony Benaetti 'Sings for two' (all from U Columbia). The atfiliate Fen Isbel issued "Baby Saint" Date (Cliffordh,' Oriola issue "Late Night Listening" LP by Basz (Cliffordh,' Oriola issue "Late Night Listening" LP by Basz (Cliffordh,' Oriola issue "Late Night Listening" LP by Basz (Cliffordh,' Oriola issue "Late Night Listening" LP by Basz (Cliffordh,' Oriola issue "Late Night Listening" LP by Basz (Cliffordh,' Oriola issue "Late Night Listening LP by Basz (Cliffordh,' Oriola issue "Late Night Listening" LP by Basz (Cliffordh,' Oriola issue "Late Night Listening,' LP by Basz (Cliffordh,' Cliffordh,' Late Night Listening,' LP by Basz (Cliffordh,' Cliffordh,' Le by Basz (Cliffordh,' Cliffordh,' Le by Basz (Clifford

There are now fines various "Addox My Lows" -- Vera Ia (MGM), Lya Cornell (Decca Anne Shelton (Philips), though latter is being treated as t idle ... Pur issued the Belm "Tell Me Why" (from Sabina Charence (Progenan) Henry's Always Hurt the One You Ia from Argo. ... For Decca Ia my Sieties covered "The Win on the Wall." The grave is wind Done Ghanan "Sea of Ha break" (RCA). ... Adam We U. 5. hit version of Writing issued on HMV (from Co Other EMI insues included U Other EMI insues included C Other EMI insues included C Bands "Quarter to Three' 0 Rank from Le Grand), Nd 6 "Take a Fool's Adrice" (On not revivals of "Clones Sit by Down and Write Myself's Lu by Tommy Bruce (Columbia) "Down by the Riverside" by Ise London (Parlophone).

JAPAN

Toshiba Launches Kapp's Pachange

Megaro-ka, Tokyo On the surf of the box Pachangi create this ide of Paching, Toshiba is point ion the first Pachanga disk in Ji Kapp's This is Pachanga, di by Joe Sherman and Path Channes Kings. Ninpon Victor's K. New president and T. Yagisawa i ter, now in the Saites, started listions to invite Eris Press Jama next spring through Jama next spring through

Trio Los 7



By CARL MYATT 44 Mt. Kellet Road, The Peak

<section-header><section-header><text><text><text>

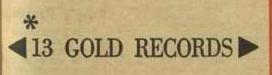
NEW ZEALAND

Teddy Bennett Record Showing Up on Charts By FRED GEBBIE Box 2443, Anchiand, New Zealand

FRANKIE LAINE

OVER 80,000,000 * RECORDS SOLD IN THE PAST 10 YEARS

AND NOW ANOTHER MILLION SELLER-WATCH IT GO!

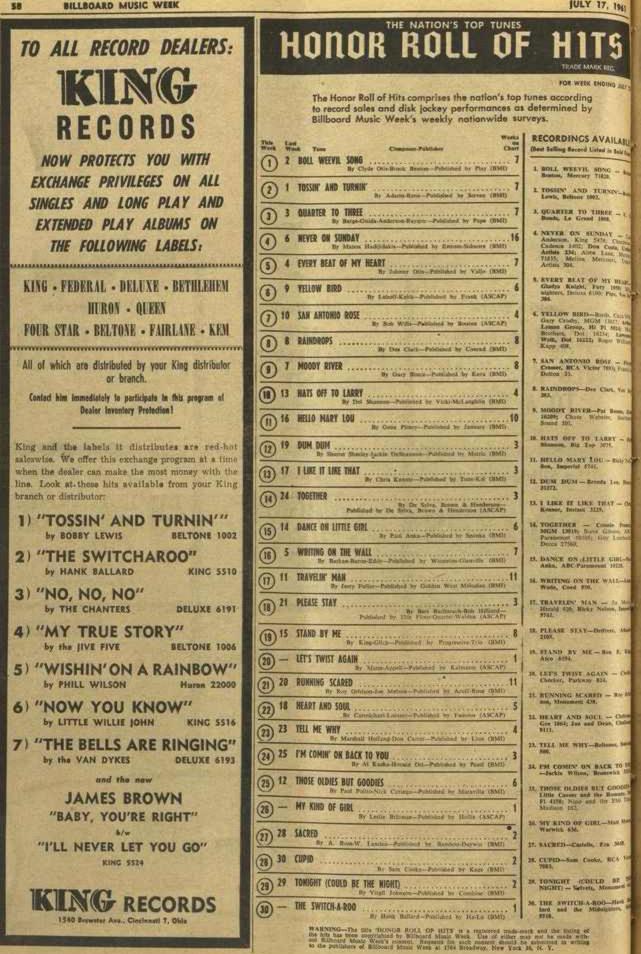


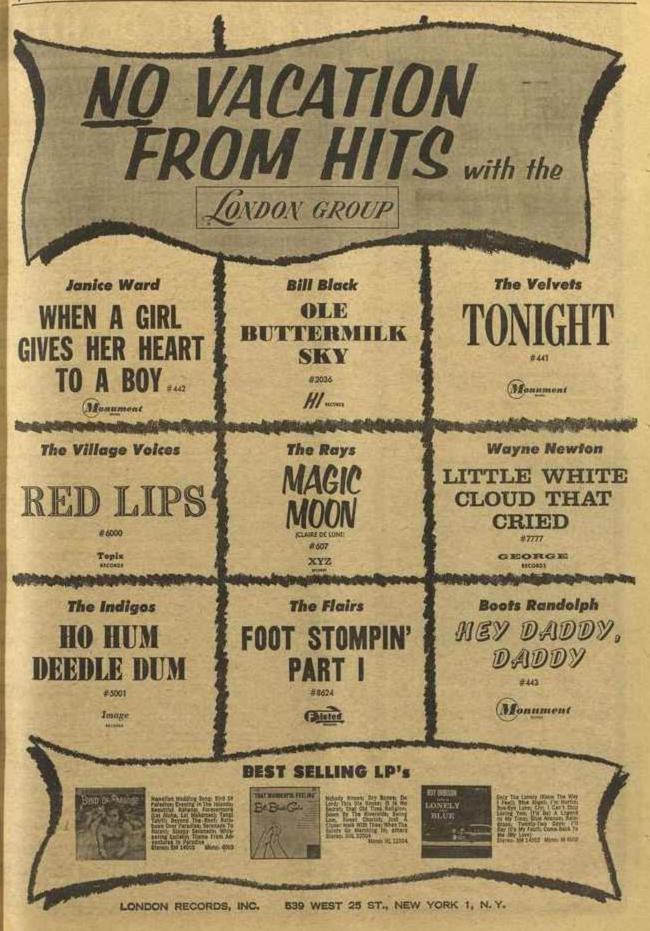


HELL BENT FOR LEATHER

COMUMBIA HECORDS

BILLBOARD MUSIC WEEK







(Continued on page 65)

"HURT" ^{B/W} "I APOLOGIZE" #55343

RECORD OF THE YEAR! ARTIST OF THE DECADE!

TIMI YURO

Timi Yuro is a talent beyond description. With this record, her first, she becomes a giant name in the record industry.





RET IN THE FOREGROUND OF SOUND



· Reviews of New Singles

· Continued from page 60

ad attrangement that is " A strong the Lost Transm for Me." A strong the transmitter of the strong model o

Artes by Lieberthie-Man Jones in a serve quench datable an inter they and pointing potential, show with a fast phone track in whit subject. The plat waik and they off or othe and subject some (Alaton, BSEI) (2127)

the VENTLEES . Most On-DOL And Horry & Westermold Strengt data theory or the second strengt data of the Angel and the second strengt strengt and strengt A had of second and these of strength Holty (1936) (1936)

8.8.8 Abril We Gait Free-Die bein tern for a beinger onenene of the ferring of term in a Mark borking. From the offere Astro. We fit how Kinds Koop." (Research, ASCARS (1950) the Bair Date Blar - An Internet and the Star Blar - An Internet of Scings and Bland for youry on you got and Bland for youry of you got and the Bland for Scinger St 2007 (2001)

THE BANKENDS ******** Andrew Avers -- Diff 10/19 A perty Consensation of the test is some access Contains have the lead is many a measure type applications that are "I'm includence applications" and the "I'm includence applications" and the source (D) from ANUARY 12:00)

• • • Street State - Jose Street Annual State - State - Jose - State - Jose - J 444 Address-Aucher metromotal ma and as the Sour East easy way a backing and as the Souri and the Tool, while an author proper live a States, 1917 Tool, ASCAP, (2:20)

THE DELLAYBRINGS #### Grant Ga Wile New-DDT INDE-The of DD Views Mill a sense have and bightness, bit Mill group over pace private, boldstep II das sense and sense and under pack and and the sense med under (Her Frie Mill) CTM

and Whitewise Bellew-Applier old more solvies a rese article over the line Dat Vikepa, Gonz ever bei the try-se artigen. Die Joo, MAII 12211

AARTY YOLNG AND THE INNOCENTS SEEN Hade IN DR. NIME - DODOC 124-20 has also the barrantic Policy in the same with adde the the barrantic policy and Proceeding of the barrantic policy and Proceeding of the barrantic policy and Proceeding of the barrantic policy and policy and policy and the barrantic policy (barrantic policy and the barrantic policy and the barrantic policy and the barrantic policy and the barrantic policy and barrantic policy and the barra

are Do Devid Basedin the set of advected late bring to a near reaching of a signer rector while the best back is shown. This is simpler, thus being bott to disc.

MANTOVANI SEAN Three Price "Cambral" - LON-DON 1999 - The Juli annual Manusland DON 1797 - The Indiantificated Manuscript interactions of the Interaction of the output of the Interaction of the Interaction interaction monitor Composed Works much interaction interaction. Works much in contained IR William ACC AP1 (1.55)

*** Do No NI from "The Scoul of Bard - from the inspectrum Rinder of the state of the large scoul of parts to link large scoul of parts to link large to the scot pre-tained contained by the bar scot pre-tained and the scot pre-tained by the scot parts of the scot pre-tained by the scot pre-scot pre-sc

RESET. FORTH . **** Secure in Product Diff IDAY DNN MIL-TENDING Synthese instant of the wars with antiscrite performance for four and bright usage (Frind, AMAP) Original Synthesis (Frind)

4.4. Wiese, Cond J. Ge-Waith manage Property of the second state of the second stat

Best Selling Sheet Music in U. S.

Torony one excessed he brokes of shelp represent notional Warb This Last Chart 1 NEVER ON SUNDAY-Facene Solmerry (BMI) 12 CALCUITA-Piccus Symptomy House (ASCAP) 29 8 SAN ANTONIO ROSE-Bourne (ASCAF) 40 3 TÓ 11 8 6 APACHE-Regent (BMD. 19 7 18 5 WONDERLAND BY NIGHT-Reserveit (BMI) 16 11 BOEL WEEVIL SONG-Play (BM3) 22 1 MOODY RIVER-Keys (BMD..... 6 13 15 PEPE-Shapiro-Bennitein (ASCAP) 1 14 TOGETHER-DeSylva, Brown & Henderson (ASCAF) 1 15 13 SELLOW MIRD-Frank (ASCAP)

AUXAN BATEY

Average Barry #### En Effert Words -- KATT 141--Mins Relate solid for research funds which is monther of a simulation soles. The handlers the low with big decail arrive out a consecutivitied plane. Car are one (Almanue, ASCAP) (212) THE DANIELES - TVILLEST JUIL -Treffight debury to loss super on more a matter party residents. (The SSCAP)

*** A Rite m Remember Yaw Br antire toxice build to Max Rates upts gets the Tig are considered in bucking, (We Tigge, BMI) (245)

BEN LITTLE.

*** De Loskie Assend-Perrid p Record wathing by proof on to 2.81, error, (Albendein, 2010) G 10)

SOUTCHEN ANTER AND THE REDIFFADS EXT WUL Most Again-MGM TMST-A planat solar in straining solar by the Soon against a loary boats include to the Soon against a loary boats particular backing. From the "Ain" We Go For Econy Soon, "Could get take spin. Weslet, ASCAP (210)

HARRY JAMES AND HIS DECERSTRA a yes a faceday Marriag-Mi(24 1302-The schered Theory Jonas Davis Deal Matter is the manual of the internation propertaction affinet with a properties pro-

stage The Bells Are Blagher-Diff.1113 e161-The is not the diff top of July Distribut June Refler (1 s there had not ownerschild upon with a very prior had black opposite as a stanger would had be

plose spring, as attended would be bin Dart's a younging bust larer, man 550 merity otherate Our & Con, 2500 (2:40

\$4.4 Meaning of Laws-The many wells a recent second monoil from one of the prime, with a reclingted work work? That follows fored and to the third social generas. One is the BND (2020)

assa Linta Bod Ronders-A None den de carking berries File har much more then RMD (2:10)

DICK CND DELOTE

Neal Hole, ASCAPT (2.74)

THE VAN DYKES

period bulst

Construction Ma Baler -- REVIVAL SUS-A Data strapping produce the last management from state laws a protect from in the hermatic working and the alteration from the transmission with the same the alteration from the strength Without and the same strength from the transmission without an end of the alteration from the strength Without an end of the alteration from the strength Without an end of the strength of the strength of the strength Without an end of the strength of the strength of the strength Without an end of the strength of the strength of the strength Without an end of the strength of the strength of the strength without an end of the strength of th

AND Terrer Miles A day balled, with here prace import, or the accompaniation from a patternal in heating with digener (2)179

THE STREETS.

The STALLOS STALL Place Ense Back to No.-C12 WIT-A SHI, multi-line ballo and a Brange of Beartword Lind has a non-Brange of Beartword Lind has a non-Beartword regime a fee graph lindhad, Good was and sould gate atom. 11 - even wathing, Westing, 2011, (2.-7),

2.9.8 I Beatly Late, Yaw — A communication for our beauty process for an experimental process for an experimental sector of the beat sector and the beat sector and

CAROL CARIER

WHAT I WANT ALL YOUR LOYE. MURCURY THEM Card Later have a fact block with a field performance of harpy merch. Now A haland performance of harpy merch. Now A haland performed by harpy were when the later, BAIL (2011)

*** Wenned Midnight -- Binner offer offers a hundraft Bertsberg offer from characters and respect to the de-code size some some some as a C Character second bare. (Nucl. ASCAP) C

BOR KNIGHT FOUR

BOIL RANGET FORM

*** Yes Gette Known-The best set the stappe reader well some ever and the new segurit for the result. First some a new segurit of the result. First some a new seguritary of the first solution (2017)

JINNY WITHERAPOON

The Willist Down't Ramon - ALTUINE 2001)-The Willist Million Rd of a few places holds in accounted to show much meaning and by Will-respond. The public, BMIT (1) and

*** The Managemete & Brane-Parameters models by Witnessmooth dot for program ridey. Bank Adapt wheth spins. Illevances AMCAP) (Lat)

der eine umglanderfertigte vom spällent s tenscht Aussennt altern Bruch, Opsie 4. phi-minister performante aus Das eine umfilt Aussense, Obgin, ABC-871 12.011

NEN ALLEN ARREN Machan, Lefs Ge - MUDICLEY T1944 - Canan marti-temps date is may

with whalky by Allen sold robust male allenne. Meets spins, (Robbins, ASCAP) (2005) 8.8.8 Bastindars of a Fed - Ultractory country sign with about holes is wrapped of a un engineering social solid. (Pamper, Matt) (2001)

THE HOLLYRIDGE STRINGS AND CHORES. 4878 Die Gene of Neumann – CAP-TIGL 4000 – Threy anners resum of the stars from the second methy, plaque with second with the large string off, Excer-tion in cost the string strainers but a good one consoliders. Extending Patients ACAPT (1994) ASCAPT (LAA)

*** A Thundre of Disast - Dross the life of the same offer some this memory involves. Science attractive gainst and stress weak. The & attractive gainst office, AACAP(1200)

CORTA: ***** Second D'Amor - KAPP of the second protecting a point reading from the Avenue thread over Therein-tree the Avenue thread over Therein-tree threads (There Scharter, SMI) (177)

*** For the First Time (For Fallin to Loris) — The dense makes has Depicts over the static states has Depicts for the static states in a Markes Density make Statics is advected. (Bis-pro-Balances, ASCAP) (1.57).

DOG NAGEY ***** Inde Ceces - TALLEY HO DO - Dec Name and her documents of document interference transfer and the document metric transfer that see that metrics and it is a transfer to go a many metrics. Can put the roles of bell (Could, BMI) (2011)

** Serve desare - Or the solt to hand how on a same performance on a shale off and Fig. Secret, is being. Borry, BMD (2.20).

SROIS WELLS **** I'm Bolt Bismus - FRUSERAL 1947 - * Sock Mund Path of Description of Science. It's much is the conserve warger mattern and for all factors is ward factors. The could pull series, then, BMD

** Pater Dell - The strifter sole Gal outer is a spining set the tige soles blar statistical blanc, Birth)

we Over't Fight D., Feel Drocks, ophon-boust scheduler date flag fine Over edge tate - Mings, BMID (2000)

MAX STGRATS STATE TO PER ADD FORM Re Finite-TOPODO THE Sol Represe TH Tolling tol. Date Sol Represents Tolling of the life's size from the Artenening high of the time aron, it has a course the mine arches from and with its higher size the Toll open. The area, D37 size the Toll open.

(Continued on suge 64)



63

× *

ANNETTE'S

NEW TRUCK

HAWAMAN LOVE TALK'

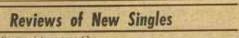
'BLUE MUU-MUU'

Oren His CR. NAWAILANETTEL





BILLBOARD MUSIC WEEK



· Continued from page 63

a Bolla of Avignme - Liver a Tup Sourcer, in the

* * * MODERATE SALES POTENTIAL

POPULAR

54

.

THE PERSONAL STREET AND A DATE MADE A DATE MADE MADE A DATE MADE A DATE AND A

- THE TRAVELENS White Brown was if see Met Ok Mp Lass, DECCA HIGH
- STATES SELECTION SELECTION THE PARTY THE TAXY THE TAXY THE

BANK STITL ORK

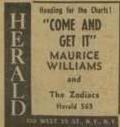












BLDY RENDER www.Not Day Tury - wate Walking Thru the Bullin, DOT 1020.

RAY COMBES Sug The Wheie Num Loss - *** Just for Testate. THEND 'VI 558.

REN PEPPEN *** LINE FAL - *** The Dying Soller, BOULLITE 415.

THE MUSTWANGS www.Frankle and Johnny -Desruit, SMASSI 2768

- COLLEGE THERES See The Old Full Riser Line --eee Michael How Your Roat Adams. MYCRE 114
- WHAT, SANDERS WARS The Lines from as a first Pet. REDOADTA 1914.

THUSIN' HUM AND *** The Damage Is Dome - *** Hep! Mr. Plans. SCCLAIM 1981.

BOLAND SIGNE SAN 5 Con't Hole 11 - *** Jun * Memory, ACE NSC

ELISE WHEAY #44 Mr. Even: Prove-444 Color Blow: 248 201 BICHES JED #44 Davis Crp. Links - #4 Yours in Mine, STELLAR 711.

THE CALENDERS PALACE 104.

I. P. AND HIS TERSPIKES **** Dath June - ** Navale, ECO 222.

STATE EVANS STAT Toolidi of Toolide - a.a. Hube Bigel, TEUCO '54 (22)

RAINA ENGLISH *** Too Lata Support -- ** Tob Ma, Furthers Tallen, THEND WI ML.

ATTE MORTINES WE Tool Me LES You Love No ++ Humber Love SEGATTA 2022

**** STRONG

SALES POTENTIAL

DEMAN WARREN AAB Die Fronte Buuse Frédere The Linete Grpt, D'07 1652

AZIS MORTINEN *** Dest Ma USa Yes Love Me ** Bodier Love RELATA 1911

A DA GRIPE TRACINY Xelles Polling and Abels Mile Condens TC 1177 & a CYREDICITIC WARTARE Hellert Phillerick, Key 12-788. THE CENTERIES 845 In The Wash World-4+ Miss 82 Miss LIFE SE.

LATIN AMERICAN

*** PACRANGA Y ORARANGA Name Conceller and His Character Ork. Finds FUP 1016.

FOLK

The Warfsone Tris. Mercury AR 68814 (Norwarfsone Tris. Mercury AR 68814

POLKA

64-8 FUN AND FROLIC Box Alassel and the Paths Surge. For an Propage TP 5941. 65-8 A STACKED DECK The Cards. Propage L9 31-41.

THE AACHED HEARTS OCANTET

LIMITED

SALES

POTENTIAL

SACRED

COUNTRY & WESTERN

NED MILLOR ALLS Cold Cray Bars-CATITOL AUG try beginning type build to deg its the pro-artis. The a good sound and he cruch with the one (Chattack SAT)

AAAA Mr Heart Warn at the Dram-letter Talled rose it drose stillator it Miles to a soul attractment, the work with a general through facting. The gen sole. [Correct Borgs, BMI] (227)

ADDRY NEWMAN ***** Re Monte-Distric Ulive-Dis bits of a browner and all and add angle mind in Newman deal address bits of the OL A when the angle bits of the other and a second bits of the other and a second bits of the other and a second bits of the other angle and bits of the other angle and bits of the other angle and the other angle angle and the other angle angle and the other angle angle angle angle angle and the other angle angle angle angle angl

RARA Flack - A bride count of

GEORGE MODGAN **** Every Deal of The Line - CO LUMBIA A State - Monte Annue was being and annuely was have annue on an ballet mode was have been annue. Monane modely, BAU (11)

*** MODERATE

SALES POTENTIAL

- was wer Do

UNITED SOUTHERS ARTISTS DIC.

ANDY DORS

POPULAR

HENRY BAYES II Takes Minner --- Non Samuling That Was, KANKARDO of 111.

- ALEX NUMBERS In II Age Wooder -- All You Ever Do Is Bart Ma, XARIAR 312
- 1 Get the Blues Anoy, MERCLEY

- disister of their
- BALNE STOLT Lie Lost Implanted the H-
- Densities Air Home Terrs (5 B
- THE HAMPING PROPERTY PATIENTS

Yell 354 Gambers, W7G00E 171.

ANDERW FISHER AND THE MARQUEES Boot Tax Do No. Line Hun - 1 Need A Bolung Hand, JO ANW 100

WATLON MINNINGS Never Appla-Assister Size Day, TRIDED 31, 105

TV Needs Sight, Sound Quality

Theorem at the extent to the second back and first context.
The second back and process of the second back and first the extent to the second back and first the second back a

New Beparints Needed New Departure Needed However, twen when the music trained with "theatriad presenti-tion" socil as upera and accasional "aplanty" ballet at fared no better in general accretance. A new de-parture is needed, Estain points out. The autory visual man trankly ad-mits he doesn't expert to penetrate the "thick doin" of the networks with good music programming for a shife. However, he find the "ofinate" of brandcasting is better for mude programming as ajanot blood and thousier than it has been in years, thanks to the FCC's

Labels Pay Rent · Continued from page 7

Cantinueri from bage 7 rented to the companies, with the firms paying their pert in a cor-pency composed of product. This is to say, a recent company will extend to the states are nagreed upon number of albums per month for the space. According to store man-ager Jerry Craig, this number lies somewhere business. The declined to narriw the figure beyond this-craig operation the store under owned partners Harold (Napp) Greesbardt and Sydney Tork, who also even Colony Record Shop. Each company subscribes to its inser for a period of one year.

Each company subscribes to its apace for a period of one year Dioplays are changed every month and are based on the product each month. Not Susskind, well-knewn local wandow decorator, does the window dignays. Smakind also has done some it the window work for the Capitel Records office on the Capitel Records office to Record companies in some cases, any how playmand to capite

Recard companies, in some raises, init how platning to expose their pre-recorded, four-track tape wares as well as records. Other window areas may soon be given over to shuet nunce and borgon in our to shuet nunce and borgon in well as cecurd product.

Mexican Newsnotes · Continued from page 56

Continued from page 56
 soll acquaint them with their Latin catalog. The two executives of Calating The two executives of Calating The two executives mark House, Sanses Benlevard, Hulbwood. Together with article directors Andre Toffer and Felipe Cael Valdes, and with Peler Rosaly, Latin American ruperi of Co-umbia Recends they will travel in car in Benwmeille, do research on mulcal tastes of the Mexican public living on both sides of the order and study primitoronal pa-abilities. The exceptions of Discos Calumbia are expected back in Mexico July 28.

Columbias are expected back in Mexico Italy 23. Svilaey Leey recorded as LP in the Minari Mindies with the mariacht group of Miguel Dia for Antho Fukeley. Especial visitors: Cesar Kohlan, manager general of Discussical (Venezista) and Francisco Rambrez, exectitivo of Soter Recents of Obtimitial... Chalo Lajo, editor of the magazine "Vult Northerms" of Venezista secti a few dryw in Mexico, where he enjaged artists for Ca-mara and Maramako.

LITTLE LINDA Mer Linne Lanet-Death Toka Your Lave From Ma. CORAL 42175.

COUNTRY & WESTERN

Cons Lippenson Const Lippe in Mr Haar - Wah

HILTON KNAPP Last Time-But tor a Miraita SAULERY

dations than on networks, Eater believes.

believer. There is a substantial means of several millions," who was is the served minisc- and the Tai-arial Communications Commission should know this, particularly use it was the FCC chainman himself who said that what is "most popular the should have and the tail the several that the tail that the several popular the should be a several popular. lat' should not necessarily be a lowed in dominate to the enclo-sion of all other wants, Eatin room

Jamal's Chicago Club **Plans Extended Dates**

CHICAGO-Ahmad Jamal win CHIC ACC - statistics of the own exotic mitery here, the Allan brann, reported last week that the South Michigan Avenue rate which stars the owner's trio nabi-

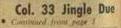
which size the result is the table has proved such a small size table that he is planning long range-trents at the sont. Opened early in June, Jands the heads has stay there August its through 20th to play Mery-till through 20th to play Mery-ville Boston, during which the Jackie Cain and Roy Krell will beadline. Present plans call for Tamal's trio to return following the Cains Kral groop each remain mo-family there your firmed up than for a Jamal athura to be on a the Athanthen next week.

New Zealand News Continued from page 36

ralia to support the release of its local bat record. "Look Over, he Hill." Tons - Rusning Scattor or pears its speet No. 4. This need. Stebbing Records (Jostribunos of Zollac) have many Hassassa and LP4 available for world release Lated mans in very popular here. Hot Stagles. Compile has a very fast cheft.

Hut Singles. Coundsia has a very fast chart climber an Tyw Told Every Line Sint" by Linda Scott. Breek Lee's "You Can Depend on M" as certain hif for Festival, Roo-lette's limit retense for some har will occlude Sorah Vaughue's Tr with occlude Sorah Vaughue's Tr Way to Assen!" from the picture and Jimmy Rodgers' new single "John Brown's Billy." New LP's

RCA cashing in on Floyd Craw er's great single ron with his D. Last Date: Another LP from RCA is "Town and County" in the Browns.



late increased emphasis on process instrument emphasis on a advertising, especially for new Li releases. The firm has apped in advertising and promotional efform in the coming months, Columbus 9 expanding coversign of its for expanding coverage of it minute TV show, Playback



JULY 17, 1961

· Continued from paper

Antonio in a CREAN manage index to the Dam Number Index In. For the Traillinear main in constitution a be grante the p of Messin' With the Man - The areat Maddin larges on the waters in Non-Roo finding have. Printy of versus and down and the fame will sha in (Arc. 2001) (2:17) * * * MODERATE SALES POTENTIAL JAZZ THE GAMMER GARTNEY THIO ### Societate - w## Cot Ma to the Church on Thme Will? 271 C & W MODERATE POINTIAL SINGles CURLY HERDMAN *** MAY's Rasis Picks' - *** Tals to Year Hant, ASCAUE HA

**** STRONG

SALES POTENTIAL

RHYTHM & BLUES

- NER CLARK AGA Mergins Number & & Two Wrongs Disory Misks + Mast. NUMERT 2011
- THE DIARGEDIER BROTHERS A 5 & Manusler of You or A 9 Four or Fire Thurs, CHANNEL 2002400.
- INTERMATIONAL

res RUHANIIC MOODS ITALIANO Chiefle Ville, Cord CRL 19103. (NO DANCES Long Aller and Do Balanda Ordenne, From FLP 1014.

SPOKEN WORD

Cap & Reprise Waging LP Battle

· Continued from page 1

-hedule.

Cap Rorns

Cap Borns Cap Borns Child executives were openly burned by the Sinatar "Swing" re-trans. Der nid the singur had re-orded their album late in March and had approved the "Corne Swing With Me" tille. The fact that Sinatra decided to have his own being the singer "Corne Swing Along With Me" a few weeks thead of Optiol's scheduled release was parposely planned, they charged, we serven away Capitol takes. Two we charged a tyle, they claimed, is bound to confuse the market and tamped and my of the both. Capitol moved with lightning

Capitol moved with lightning speed in a sales counterattack, Within a day after the Reprise al-tom appeared. Capitol's radio protum appeared, Capitol's radio pro-socioto force was handing out its LP to disk jockeys. The premotion man made a point of explaining to jockers that Capitol's allowin was recorded well in advance of the Reprise LP. A similar message is being filtered down the ranks to its advance to be conveyed to deal. mismen to be conveyed to deal-ers. Centrol felt it was important for the industry to know that it was not the aggressor in this clash.

Offers Discount

Offers Discount To sharpen its competitive edge, Capitol offered a 15 per cent dis-count on its Sinatra album plan a 160 exchange protection up to 100, copies ordered any time be-treen July 11 and August 17. Re-price discount, part of its fall program, offers dealers three free UPs for every 20 ordered from the label's entire catalog, or the equiv-alent of a 121a per cent discount. The battle of the Sinatra The basilie of the Sinatta "Swing" albums happened to come at an inceptortune time for Capitol. The major's Scranton plant is now on its annual two-week summer

of an annual two-week aummetry vacation. Pressings, however, had been made in advance of the pre-viously scheduled July 31 release date, and initial inventory was be-ing slopped to in branches and dis-tributors. Additional pressing is be-its handled by its Lox Angeles rhost

plant. It was apparent that this was a fipit that Simits personally was evolving with reliab. His fledging Revise label guilded the maints tall in a trade ad reading. "New ... a newer, happier, emancipated Smatra (alhum portrait) of a main evolving his work). ... unitram-moled, unfettered, uncoeffined on Reprise." The zest with which he migroid the fraces was also widen in a duk locker perses mity tossed tripyrol the fracas was also evident in a diak lockety-press mitty tossed by him Thursday night at Beverly Hills wanky Romanolf's. (The party was paid for personally by Smatra, and was not charged to the Roprise Indget,) Significant fact was that Smintra was present at the statistic minimum and the rockets and vitation librarians. At a tomlar Reprise party herabling the spontiment of Al Sherman's Rec-

Roulette Big Top Labels Due Payola Dismissal

WASHINGTON - Payola Batges against Roulette Records and Bigtop Records, both of New York, are up for dismissal at the Federal Trade Commission. An FIC hearing examiner has recommended diamissal of the charges which were made previous to legis lation permitting donation of free records for one by broadcasters.

Contrained from page 1 Early hast work, Reprine issued Smitra's "Swing Along" to spear head is eight-14 fall program um-terative accounties the observation of "Swing Along With Reprise." Capitol had here he sales slogan of "Swing Along With Reprise." Capitol had here planned across time ago, and here planned across time NEW YORK — MGM Records at the way noticeable by his absence. Reprine executives Mo Gain and Jay Lasker claim the album has laminched in fail selling service with a general catalog promotion tabled "Operation Space Combined to an another tabled "Operation Space Combined to a service data and the service data data and the service data and the service data and the

MGM Catalog Promo Leads Out Fall Selling

Leads UUT rail selling NEW YORK -- MGM Records has launched in fail selling season with a general catalog pronotion tabled "Operation Space Com-mand." According to MGM Vice-President Sid Brandt, the plan, which expires August 31, makes the entime catalog available to dis-tributors on a one-free-fore-very-five-purchased" hasis. A dated billing program calls for one-third payments each in Octo-ber, November and December, pro-viding a distributor's account is corrent A 2 not each discount for

To Timetones Waxing NEW YORK-Atlantic Records has acquired the master of the fatest disk by the Titoctones, who enjoyed a hit recently on the Times label. The deal was act with At-lantic by Irving Rose, producer of the disk, and operator out only of the Times label, but of the Times Square Record shop hate, as well.

Square Record shop here, as well, Ross is credited in many circles with having generated the current trend toward programming and roll group rock and roll bits. The master involved couples "Pretty, Pretty Glei" and "Ive Got a Foeling." The deal calls for a split of publishing rubia between Clarone Music and Progressive Mo-e. Atlantic zers an orbitin on the Curron more gets an ortogressive and sic. Atlantic gets an option on the next Timstones disk if a sale of 75,000 is resched. Rost was re-ported to have received a healthy advance against royalties.

Atlantic Grabs Master Star-Crest Signs FTC **Consent Order on Claims**

WASHINGTON - Stephan F. Singer, trading as Star-Crest Re-cording Company, Los Angeles, has signed a consent order of the Fed-eral Trade Commission, agreeing not to use faile royally claims and other deception to get fers from souverters for recording their

sogwriters for recording their song. In a complaint issued last No-wenther, the FTC alleged that Singer does not pay royatises to those whose sumps he records, nor does he have them recorded by "top Hollywood takent" to be in-cluded in allutmos of current hits, as claimed. Actually, the complaint stated, the Singer plan made song-writers pay a recording free and all production costs, supposedly against royalines. This takes are so limited that songwriters meter re-cover their investments, FTC al-leged.

Now, thanks to the complete cooperation of the record companies (including all the majora), 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 uncouditional guarantee of complete satisfaction!

"SPOTLIGHT" singles

"Hot 100"	Bales affective A	In March Jas (U.S.)*
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	(Net available)

O "SPOTLIGHT" albuma

"Popular"**	JE Meothe	A.Montha
10 new albums monthly	\$150.00	\$55.00
"Classical"		
10 new albums monthly	150.00	55.00
"Jazz"		
5 new albums monthly	75.00	\$0.00

*Regular well. Demantic alresself and parence shipping must as request **No rack 's' self

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 otherwisethrough RSI. Fill out and mail the coupon below, today.

REI, 833 East 46th Street, New York 17, New York

Payment is enclosed for our subscription to the BSI services charlend

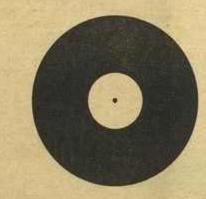
Slagies II WA "Hot 100" Country" Music	000	"Popular" "Classical" "Jazz"	000	000
---	-----	------------------------------------	-----	-----

Station Call Lotters : Attaction

Company Name

City Elli granis and sparras the right to const adaptights arrests as a pre rate

If the a condition of this publicity tion that recents supplied by RDI will be used for fermiliant pergenant scale.



RSI RECORD

ALBUM SERVICE

INCLUDES ALL

THE TOP LABELS!

RECORD SOURCE, INC.

Buying by Coin Operators MOA LAUNCHES ACTION PROGRAM: Accounts for 45% Sales

· Continued from page 1

55

Art Talmadge, UA vice-president and general manager, said 33-palenase will be in the package "and none of them has ever been insued before as a single as they are now coupled." One coupling is "Never on Standay." by Dan Costa, and "Exadua," by Farrants and Teicher, while another pairs "Theme From the Apart-ment," by Perrants and Teicher, with "The Magnificent Seven." by Al Calola.

Sinve Lawrence and Eydin Gorme sing on four disks. Other artists include The Rodriguez and his ork, the Sauter-Finnegan ork and Terry Snyder, an album seller getting his first major singles exposure

Talinadge said all sides are standards and all have been selected with the juke but operator primarily is mind

Decca Mova

Deca Mov Deca is quirtly but firmly moving shead with plana to furnish optimistic swith disk predict designed to solve their program problems. Accently the disker shipped to one-stops a package of 10 Decca and facently the disker shipped to one-stops a package of 10 Decca and facently the disker shipped to one-stops a package of 10 Decca and facently the disker shipped to one-stops a package of 10 will be shipped soon. The Decca-Ceral initial package of 10 followed shortly upon backage on the program-worthy on the boxes. A key Decca executive stated that the programming plain the operator is a sevene and, that was indicated at the recease tho operator is a sevene and, that was indicated at the recease tho operator is a sevene and, that was indicated by the pointed out, an operator could help solve his programming needs by the pointed out, and obtain wanhed with the growth of the EP, and the operators need to adult-type angle disks was increasingly aggravated by the manu-statement locus on the tere merket. **Yeave Togens** CHICAGO -- Music Operators, of America has emburked on a broad program of expanded ac-tivities that includes a full scula division of responsibility within the organization, it was learned here last week from E. R. Raizjack,

Vassar Program

The Vassar program is dedicated to the theory that stored singles for the Juke box market are in short supply, and that the sounds that sell well to the neighborhood taven are not necessarily the sounds that sell well to the home buyer. All of the eight Vasar sides, whedded for trituse this week, will first be available in stored and later in moneural. All are 45's.

Two disks will be sing-s-longs featuring Norma livers, a male quartet, with the backing bravy on strings. All four sides are bravy on achimaliz, anned at the beer drinker who is feeling good and wants to feel better

One disk Sax "Whispering" backed with "My Heart Karps Crying for You." The latter, a new tana, has a country heat and features Alias Rivers doing several dauble-roice bits.

The other sing a long couples "Till We Meet Again" with "The Barral Polks."

The librid release has Shayne Houter, and this fourth release is an instrumental, with "La Comparaita" and "Ay, Ay, Ay." Initial distribution will be 3,000 packages to 40 Wartitzer dia-tribution, after which primary distribution will be through one stappa.

Bilotta's Role

Vasiat's programming concept is the brainchild of John Bilotta, New York Shate Wurtanez distributor. Blotta had been attempting to arrange a lissin with a record manufacturer to produce stereo disks for operations. For two years ha attempts nucle with failure. Last month Bilotta was discussion this programming concept with three other Wurliter distributors—Carl Aspost of Demor, Ray Wil-limms of Dallas and Myron Resemberg of San Francinco—at the Chez Amil in Bilttalo.

During the course of the conversation a female vocalist-Norma Smith-same on. All four distributors agreed that Miss Smith's voice-of the music hall variety-would sell on juke boxes.

Biofica then locked up Don Brano, owner of the Three Rivers Jan, near Syracuse, where Miss Rivers had previously appeared. Brano put Bioria in touch with Dom Davillo, owner of Vasser Records, and an audition was set up. Davillo concurred with Bibitit's opinion. Norma Smith was re-maned Norma Rivers, and Bilotta and Davilio draw up **papers**

The arrangement calls for Bilotta owning control of all Vasuar's stores releases, with Davillo in for a piece. Monaural releases remain the property of Davillo.

Dangias Enters

Loss Douglas, veteran composer and arranger, then stopped into the potture. Douglas runs the recording sessions and writes the arrange-ments, with the amphasis always on how the dask will sound in a more teverst under actual operating conditions.

After the final take is made it a recording scalar, Douglas will raw the tape through inferior speakers and amplifiers, reasoning that not all experiment on Location compares with studio equipment, and that a recording should be heard under the worst as well as the best of conditions

The pending changes in singles programming has long had support from various quarters, not all in the joke box field. One of Mitch Millar's favorus theorem had bren that railin stations and disk jockny's have averleaked the adult market to programming singles and that they are overreadoutly courting the loces are batener.

Marek Theory

When BCA-Victor same out with the compact 33 single, George Marek hoped that the programming available on the new speed would help revive the adult singles market.

This marker estated in the era of the 78%, when artists like Inarbi and material like Chopin's "Polanaiss" and in the millions. It died with the rock and roll are.

The concept of an adult single-ariginally mula for Joka horra. (Continued av page 75)

DIVIDES DUTIES OF EXECUTIVES

All Working Functions of Association to Centralize at Chi Under Ratajack; Miller Will Handle Legislation, Insurance

managing director and co-ordinator of the group. Under the new program, all working functions of MOA, including membership, accounting and convention activities, are being transferred to the Chicago office and will be under Ratajack's direction

All national legislative represen-tation and all insurance administra-tion will be handled by MOA president and executive director George A. Miller in Oakland.

president and executive director George A. Miller in Oakland. February Start Ratajack described the program ma s "correll step-by-step plan that has been in the works since Feb-ruary I, when MOA's Chicago office was started." Ratajack said the plan was orig-mult failed about and approved by MOA officers and directors last October at which time it was agreed that the susceitator's ex-pandon of activities was receasing and only the started in the start into that the managing director and co-ordinator post sublequently taken by Ratajack was originally contemplated. Ratajack noted that "through necessally, over the years, MOA has been able to do little more than its work in the national legi-lative field--primarily because of invited and and the start." First Step



E. R. RATAJACK

the first step simed at expanding scriptilis for the association. Asked if the split meant that MOA's President Miller was new resignation, Ratajack wild "es-phalically no," that the division cature about in order to give Miller more time to operate in the find of national legislation and inner-ance, and that since February I, the settire transition had been to whet upon and alded by Miller "This has not been any bu-harmed thing," said Ratajack, "he (Continued on page 7)

(Continued on page 77)

First Step The new division of sutbority is

COPYR'T OFFICE ASKS TO ALTER OP EXEMPTION

WASHINGTON — Tha WASHINGTON — Tha Commended that the juke hox exemption from perform-smea roughly fees be repeated or modified to require "rea-meable iconse fees" from the phomographs (see separate dory, page 1). Rep. Emmande Cellet, chairman of the Heuse Juliciary Committee, said he will push for passing of this recommendation. It is a near certainty that hearings on the Celler and exemptions bulk will be held in 1962

CHICAGO — George Milir, Music Operators of Acomics pro-ident and executive director, has been critically fill with doubts neuronoid, but is now recovering, it was learned by Billboard Music Week, last week. Miller has been confined to a Oakland, Calif, Empiral for to prat several weeks and is expected to speed about two more weeks to cuperating in the hospital. Xources close to Miller inducted is is now recovering nicely. To CHICAGO - George

Had Pneumonia

G. Miller Ill;

he is now recovering nicely. The name of the bospital is being with-heid by specific request so billing (Continued on page 67)

Moving Target By Williams Co.

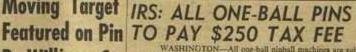
TEN SPOT

CHICAGO-A moving stat-target that scores replays-is the log feature in William Electronic Masufacturing Company's new three or free-ball ange-player pingmen, Ten Spot.

The moving sarget builds up an acoust apots numbers and bigh scores, spots numbers and also scores replays when numbers one in 10 are made. Ten Spot also has two special lanes for replays. Other playing features include jet sumpers, power kickers and flip

Ten Spot has Williams' new Plasticote playfield, is equipped with slug rejectors, locked casbotk, has two-coin play, and is housed in Williams' new modernized cabitet

The moving target is located in the center of the posylidid. Idea is to bit the moving target with a timed flipper shot.



<text><text><text><text><text>



GEORGE MILLER

By NICK BIRO

IULY 17, 1961

EDITORIAL

Misguided Reformers

Operators and location owners when regard each other as adver-saries—with the former seeking to pay as little as possible for the use of the location owners' premices, and the latter trying to squeeze as much as possible from the oper-

But that is as it should be. The natural inclination of every busi-nersman is to get as big a share of pie as he can.

the pie as he can. However, operators and location owners have much more in com-mor stan they realize. They both share in the profiles of juke hoxes and any both share the commt that is the prime in-preferst of all allances—a cont-mon norm. CO IT

not ment? The common enemy takes many phones—this of a legislator trying in supress a pressure group, that of an overnations policeman who desn't know a bell finit from a shoffle aller, and that of a local newspace looking for a crussel. But in all cases, the aim is the same to destroy the simple pleas-tion of the people. The following reargies is furty priced. It could hence in writter.

rearryle in Tanty Typical. It could harpen anywards. In the city of Memphis, a group of magnided reformers her arged that the momber of licensed exab-lationshis (to despense beer at ro-nol) be reduced from the present 1,600 to 800, and: "That no gambling devices, pro-

full eachines, music machines or smilar devices be permitted to op-erate on any premise on which al-coholic heverages, including beer,

cohole beverages, including occa, are sold." The logic of this paragraph en-eaces us. Gambling devices, pin-halls and juke boxes are lumped together in the proposed han, and abled in these three are "similar

Taking into account that gem-bling devices, pinball machines and take hoxes are as different as ap-

ples, eranges and pears, what is meant by "similar devices" is any-

ples, ensages means devices" is any-body's guess. The arbitrary reduction in II-censed establishments, of course, would reduce sharply the number of juke box and amusement ma-chine locations. It would also throw aboot 800 legitimate husinessmen n of work. Fortunately, crackpot measures

Fortunately, crackpot measures so fuzzly drawn up have indi-chance of being ensated into law It a distressing, though, that peo-ple who should know hetter person in presenting them. The full story, written by Elion Whiseshourt, BMW's Mid-South correspondent, appears chewhere in this issue. Two quotes which ap-pear in the story are worth repeat-ing. Edward H, Newell, president of the Memphis Music Association, commented.

"The sale of whiskey and beer is legal in our city and properly regulated. We in the coin machine business are not violating any law. None of our operators have any gambling devices at all on loca-tion. Our industry has been kept clean

him. Our industry has been app icean." And Dreve Canade, past president of the MMA, had this to say: "You can't legilate dirinking. They tried that on a unitorial scale many years ago, and it resulted in catatrophy. Beer and liquor is legal in 98 per cent of the major edits in the U.S. "In a free enterprise system, it is none of their business have many restaurants are in business. "As for music, it is the interna-tional language. A juste beet is a poor maan's symphony. A many who cannot afford to being to a fine club goos to his neighberhood re-taurant or tavern. If he drinks one beer or two brees, that's his husibeer or two beers, that's his husi-ness and is all right." To which we add, "amen."

Memphis Industry Sounds Off on Anti-Tavern, **Coin Machine Proposals by City's Reformers**

By ELTON WHISENHUNT

MEMPHIS-A group of Baptini initiers appeared before the City ministers appeared before the City Commission has works irrang nu-merons and various police, regu-latory and restrictive controls on the vale of whicky and beer. One of the recommendations, which would affect the coin ma-chine industry, read as follows: "That no glubbling devices, pin-ball machines, music machines or similar devices be permitted to op-erate on any premise on which al-rabolic bevernges, including beer, are soil." Cuinnien Protest

Columnen Protest Columnation leaders immedi-alely spoke out against the unrea-sonable recommendation

stely spoke out against the unrea-sonable recommendations which would affect their businesses. Mayor Henty Loeb was out of town on vasation. Acting Mayor Claude Armour fold the ministers the City Commission would give their recommendations study. Another proposal the ministers made ware

WEX That the number of establish-

 Instruction of the maining synthesis of the maining synthesynthesis of the maining synthesis of the maining synthes

the requests of the ministers, which he felt were inspired by the Wom-tra's Christian Temperance Union (Actually, this is a nuonouse. The WCT1) believes in total sh-

stinence. Temperance means not

the eight amount,) Drow Caule, past president of Memphis Mosic Association and

Miller III

· Continued from page 66 will not be bothered by calls or

Priands have asked that all comminications he addressed either to Miller's house or the MOA office in Oakland.

The Miller illness was kept com-The Miller unnear was kept com-pletely under wraps and beit few close friends were informed. On thecking MOA's Chicago effice for the past two weres, this reporter was informed that Miller was "on while the second seco vacation

vacation." From: Oakland, the story was that Miller was "traveling." A hincebetneck of Oakland hooprinals revealed that Miller was ill. The Miller illness is not expected to have any effect* on his dutins with effnet MOA or the California Mital: Merchants Association, of which he is also president Clease sources inflicate his recovery poing well and he is expected to resum he duties with both arganizations within a few weeks.

beeness cannot be arbitrary laken way from 800 persons just to re-duce the number. "Many things have been done to Yeack this city down. This is another attempt and it will fail."



et. NZhon S (59) Tel. Male 1 ATE

Son of Ohio's Lady Op Lives Adventurous Life

CLEVELAND - Winter-Cleveland and getting paid for the trouble is the unique ad-sentation in the second sector of the sector of the second sector of the second of Dugan Music Company.

The son of Helen Dupen, provident of Dupen Music, Uribons serves as a profe-tional tkin diver aix months and senists his mother here air months. aix months.

ets monita. Bill, his preity wife, Lou, and their Mexican-been dog. Pepin, enturned this month in a pick-up truck larging a 23-leot-long i a b a a r d express cruiser. The 3,300-mile jour-ney from Acapulco to Cleve-land took seven doys.

Fancy Wheeling

Francy Wheeling The trip was a harrowing (tperieoc. They were no-toning through small Maxi-ian towns at the time of the ill-fated Cuban invasion. Cas-tro sympathizes were stor-ing and taming over every U.S. webicle they could get their hands on, and Gribbons had to do some funcy wheel-ing to avoid trouble. Gribbons has here doin do.

Oribbons has been skin div be the sport in California. Here was one of the leaders of the sport in California. Here he was one of the leaders of the Lake County emergency diving team.

Mexicun Boote

He cases considered launch-ing a coin machine roots in Acaguloo, but has since given up the iden. The Mexican peo-ple are very friendly until we

begin a business in their home-innd. This is spother matter, taid Gribbons

and smacks of Yankee im-periation even in a small way. But the cein machine issuess is really booming in Acaput-co," he sighed. "This smacks of Yankee im-

The coin machine industry is free and wide open. There are no commission arrangeand shop keepers play the juke boxes at least as much as the patrons. Although there is nome ancient equipment, the majority of the juke boxes are DC'H

Stereos Popular

Steress Papalar Steress are very popular, and 45 disks are used almost exclusively, Gribbons reports, "One narrow dari treet I remember had 10 cantinas in a row, each hardly bigger than the juke box it held. The en-tire front of each place of business opened onto the street. All were run down and dasty throughout secept for the shiny new juke box, kapt a clean as it was when it come out of the factory," Gribbons recalls,

"Each music box was play-ing the same tune about as load as it could. But nobody seemed to mind the toone, and there was always somebody waiting in line to toos in 50 ce 25 centrarys (about 4 cents) into the machine." Acquice surely must be the Shangrila that U. S. operators dream abrot.

CHICAGO-A beefed up foreign sales department is in the works for Williams Electronic Manufacturing Company with the appointment last week of Jack Haigelman, sales manager for the fire

JACK BAIGELMAN

Williams Plans

firm. Haigedman has a heavy back-ground in the expert field Plans are currently being hild for Wil-liams' stepped up scrivity in this ares

Baigedman replaces Sam Lewis, who resigned as head of Williams sales department last year to enter another ling.

ales department last year to enter mother line. Before joining William, Beigri-man was mational takes manager in the United States and Cannals since 1938 for Nieholas International compeny, Lifd, karge international planmaceutical house. Before that he headed a number of firms engaged in importing and exporting to Cranza and South America. From 1540 to 1935, Rai-petition was general manager and a mariner in Global Trading Com-pany of New York. He also headed Baigainna Was general manager and a menny of New York. He also headed Baigainna Distributing Company in Caracas, Venerucia, and was asociated with Panama Enpot Company, with offices in New York and Panama City. Baigedman is a graduats of New York University, with a degree in Busines Administration. He is married and lives with his with Elaine and times children in stiturbun Skokie.



OF THE MUSIC INDUSTRY



VICTOR VENDING CORP. 5703-13 W. Grand Ave. Chicago 39, III.

MANDELL GUARANTEED **USED MACHINES** ALL CARGES IN A Data Canadian Constraints In Constraint (Constraints) (C MERCHANDISE & SUPPLIES Article Jenning Groups, Beild P. R. Stranger, Status, Berley, Bield P. S. Stranger, Berley, Britter, Britter, Berley, Britter, Bri often Reveal Reveal a pit, ben et.

All Constant and a set of the set

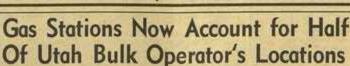
Springerte ton of Parth Supplies Stands, Butten, Ernstein, Charma Brersteine Auf the Gaardia. Des Third Despart, Balance 5.0.0.

IMMEDIATE DELIVERY on the New Thosthusasteen



This "all product" wonder in bruty me moto versatia are the marine. Uno das ball gam charme, organise, all puts and are whoth bulk prod with without break-ing or creating, Gold descriptive toer panel. Nam-meth comparis. Available with Ic. Sc. 10c or 25c Machanisms STAMP FOLDERS, Lowest Prices, Write MEMBER MACHINE SUSTRIALTORS, Bas





SALT LAKE CITY—The trameedous build up the service station industry in the post few years has brought shout a sharp change in bulk vending perations for Robert Hester, build will be a few years ago, service the sheat station in the service with backguarters in Bountiful, Uhih Daily a few years ago, service the sheat service ago service ago the service service service ago the service service ago the service servic

Bigger and bigger superservice stations mean that so many as six and sight machines are being initialled where stations could use only two in the pail.

Missing Machines

Missing Machines Interme competition in the service station field has made necessary sume considerations which scaroly entered into the picture at all in the past, according to Hesize. One of them is the high mortality of lessees, who are likely to open a station in June and give up the ratrace before Seriember. When a station pres out of husiness suddenly in thus way, vending machines are often locked up inde the office where the operator cannot get at them, or they have even vanished allogether in the confusion which usually emuss. For that reason Hester keess prosently close

the confusion which usually ensues. For that remain, Hester keeps unactually close tabs on service station accounts which he has reason to believe may be moribund. Usually, the station operator will telephone in and ask him to pick up his machines. If he makes up his mind to pick up his machines, if he makes up his mind to pick up his machines, if he makes up his mind to pick up his machines. If he makes up his mind to pick up his machines, if he makes up his mind to pick up his machines, if he makes up his mind to pick up his machines are station owner to insurance lishe if he conclusions are stolen, damaged at in some way made unavailable to the owner. While there mus he aroun doubt as to whether

While there may be score doubt as to whether this provise will stick, the mere fact that the sub-lect is brought up and signatures requested will usually keep the location owner thinking in the right direction.

Employee Sales

Employee Sales In programming operations for service station locations, Hester keeps in miled the fact that far and away the largest part of the fill vended will be consumed by employees at the location rather than customers driving in. This is particularly true in large superservice station where there may be as many as a dozen employees, who usually need quick energy pickups during a day of hard work, who usually have plenty of add pennies co-hand and appreciate the opportunity to induge mix or other fill.

Heater has had good luck in mixing all employees at any of his service station forations to state what fill they wheld prefer in the vending machines, and has come up with some rather munual situations. In one spot in the Salt Lake City Sugarhouse Shopping Center, for example, he has six machines

NYBVA Meets, Plans

Souvenir Journal for

Outing in September

September.

Nut Machine

Marketed by

German Mfr.

DUSSELIDORF, Germany - A compartmented bulk vending ma-chine for salted and unsaleed num is being markated in West Germany

by Feschines & Rectachneider of Duessolderf. The machine is divided into two regul compariments. It has an universakable, transparent plastic gives, and holds double the quan-tity of muta in the standard ball machine.

Elliptically shaped, the machine has a dial setting enabling the user to choose safted or usualized nuts. The "Feha" machine comes in bright and even garish hass in line

with recent studies establishing that paint colors are a definite factor in patronage. "Foba" features all pastel shades.

mochine

which offer four types of peanuts, three units vending popular Spanish peanuts exclusively. "Everyone there enjoys peanuts, and the machines empty fast to customers and employees slike, whereas gun, jelly beams or other avects don't sell astisfactorily," was Hester's explanation. Service Problem

In spreading out to service broken the settire area between Orden, Utab, and Salt Lake City, some distance of 50 miles, Hester was the first to tresten himself to one highly uspleasant factor---which is the buge amount of dirt, grease and stains which machines in superservice locations are bound to accumulate.

no stans when machines in superserverse inclinent are bound to accumulate. Almost everything used around automotive serv-pointed out, with gasoline standards, grease, oll, acid, paint, sarious compounds and liquids for submotive repair being splattered liberally over his three and six-machines stands. Every petroleum mirch on a machine, of course, immediately collects a heavy festorening of dust, and the end product is always an unattractive appearance which cut sharply into sales. Tobubly the only ray of similarie in this con-faction is the fact that the same service silions likewise carry large quantities of solvents which will out grease, and to which Heater is velocine. Still, use of such extensive cleaning methods means that he must carry along a pair of overalls or an peroo, and that the head must be removed, to prevest any possibility of contaminating flavors with a petroleum ting. Bargains

Bargains

Another psychiological factor which always manifests itself is the need for giving the customer a bargain in peanuts or jetly beans, as the case

"For some reason, service station people are quicket to resent what they coinsider are niggardly portions for a penny or nickel, and will simply shove the machine away in a back room if they feel that it isn't giving their money's worth." Unite said

Hester and. "In big stations which depend entirely on the good will of their customers for volume, this is particularly noticeable. The station operators will not the machine away where no customer is going to be offended by the amount he receives for his penny, rather than go to the trouble of sochling them down or offering them another penay of their non. their trwn.

their own. Most of my service station locations are set to provide from 10 per cent more for a penny simply because I have found that it is good buniness and that this touch is often the difference between a profitable spot and a poor one. **Profit Ratio** The Utah operator, who is a salesman represent-ing several automative lines, as well as a bulk operator, has been able to maintain a consistent profit ratio of sround \$1.25 per refil, although some of hig spots go as low as 90 cents, and others up to as much as \$1.90 or \$2. Maintaining wropilons cleanilines, continuously checking with multiply on the service station locations, and getting to operation in the mainter of putting ma-chines out where they will attract the attention of motoriat who must will a few minutes while their up are serviced, has produced a much higher profit ration than usual.

For anid that collections in the greater New York area have picked up lately, mainly due to waren weather and school variations.

Northwester CORPORATION 1713 E. Armitrung Dt. After Phone: Willing 2-1300

> Say You Saw It in **Billboard Music Week**

NEW YORK -- Members of the New York Bulk Vendors Associa-tion mot at Strattor's Restaurant, Forest Hild, Wednessky night (12) to discuss plans for the sourcenit journal to be distributed at the organization's annual outing in Sectomber. are such complete information and prices on elevatores. SUPER SIXTY Ball Com-Charmon ofer tal allestrated) as well as other Narth-iters matching. meeting With Attending the meeting ware President Roper Fols, Art Blanco, Dick Goldstein, 'Lon Ellis, Lou Terro, Paul Price, Art Kline, Sid Gollin, Pete Irving, Hy Berman, MAME COMPANY. ADDRESS CITY. fill is cooper, slip and mail too KING & COMPANY The color scheme is based on pa-tromage tests showing that bulk vending machines painted in bright colors averaged 32 per cent higher receipts than these painted dull mentate time of machines, parts & supp Hues producing the highest pa-tronage are yellow, pink, salenne, white and like.

Don Caruso, Nat Gordon and Lou Teller,



STAY OUT

IN FRONT_

* Advance Information on what's new in BULK VENDING.

* Latest news on moneymaking hits like the MOON ROCKET, 60

* The Northwesterner,

Make sure your name is on the Northwesterner mailing list.

Write Today.

Se.

Operator.

Quick-Tach, 60-3 for

full of news, operating hints, photos, all for the BULK Vanding

Receive ...

JULY 17, 1961

American Chewing Products adver-

Risement (shown below) should have appeared in the July 10 lines of Billinoard Mesic Week Instead of the one which was published.

New ad reflects slightly increase



68

IULY 17, 1961

MAME

CITY



Blatt Sells Out Juke Box BMW PRINTING MOA'S LETTER Route, After Twenty Years AS OP SERVICE



70

WILLIE BLATT

MIAMI-Will Blatt, dean of the local pike box operators, this week old his entre music route-which he ran for nearly 29 years — to Moeris Marder and Sant Tabb. Marder and Tabb, formur New York operators, began operating hore a few years ago. Blatt will continue to operate his upgarette, candy, scales and backgrooth missis routes. Listing the reasons for his move, Blatt his this advice to pike box operators. MIAMI-Will Blatt, dean of the

operators:

The the days grees by, 90 to 95 per cent of all existing coin ma-chase operators operated games and minus or music alone. For the post few years it has become al-most impossible to make coids meet. Alternatives

"I was foced with the problem, of either starting to operate vend-ing machines or selling out. So I began to operate cigarentes, candy and scales, and I first sold my game roome, then my music room." same rooms, then my ensure room, Yees might as well face it. The noverty and minic operator faces a very sungh builts unless he be-given to aperate same vending right now and take an example from the manufacturery. With the exception of you or three manufacturers, they it was no three manufacturers, they strake unity ather than music or gamps

He added that "the fact remains that there are now many more op-erators interested in vending than there are music and novelity openators.

Suggests Merger

Suggest Marger Bart suggested that the Music Operators of America should con-order margong with the park and both vaning operators and that the combined organization should schedols is somal convention at the same time and as the same city as the National Automatic Mer-

at the particular Automatic with transhing Association. With regard to public relations, Bast said that a good job can be done "by the small operator who becomes part of his community,



and who is called upon every time there is a charitable undertaking "Nine times out of 10." Hiam added, "Some politician is usually

at the head of worls a drive." He puinted out that the opera-tor can make his problems known to these public streams through their association in circu effairs, and that the result can well be that the operator will get fair treatment. treatment.

Blatt is a veteran buard momber of the Music Operators of America and a leader in the local Police Aibletic League. He is now presi-dent of the Fraternal Order of Police Associations, Lodge No. 20 and the first seven budge No. 20 and is first vice-president of North Shore Optimists Club of the

NEW YORK — The mosthly newsletter of the Missic Operators of America appears risewhere on this page. It is heing published as a service for juke box operatorn-both members and non-members of MOA. The pub-lishers of BMW want to make one point clear: BMW and MOA are two separate organirations, each one retaining its independence. The publi-uation of the MOA Newsletter in no way infringes on BMW's editorial prerogative to Bathware and a precognized of comment-weighter factors of internely-on the actions of the industry's trade associa-tion. And while this statement goes without saying, we want it on the record.

Gottlieb Thanks Coinmen Who Gave \$35,000 to Hospital's Building Fund

CHICAGO -- Completion of the \$4,000,000 Gottineb Me-orial Hospital (BMW, Iole 3), was point of pride not only for in under, David Gontieb, but for i many friends in the town wa-ine industry, town 23 of whom attibuted \$35,000 to the boild or fund. morial Hospital (BMW, Jule 3), was a point of pride not only for m founder, David Gonlieb, but for his many friends in the coin machine industry, some 23 of whom contributed \$35,000 to the build ing fund.

Among those who Gottlich thanked in an open ketter to the industry last week were Lon Mor-ris, Morrio Novelty Company, St. Louis: Abe Summan, State Music Distributory, Dallas: 1 A Schwaite, National Coin Machine Exclasore. who Gottlich Active Chicago Joneth Ash Active Amineroent Machine Company, Philadelphia: Walter Waldman, S. L. Friebel Company, Looivville, Suren Fesjian, Mondial Commer-cial Corp., New York

Harold Lieberman, Lieberman Missic Company, Minorspolis, Romeo Laniel and Jean Courti, Laniel Anumement Company,

MACKELL BIDS

FOR NYC'S TOP

COUNCIL POST

NEW YORK-State Sena-tor Thomas J. Mickell, who last week was named by the

Chicas

David Rockeis, Rock-Ols Man-ufacturing Company, Chicago: Delbert Coleman, Schurg Corpor-ulion, Chicago Joseph Mangose, All Coin Amasementa, Miamit Lou Wolcher, Advance Automatic Sales Company, San Francisco, Athert Rodulein, Barner Specially Com-pany, Chiladhiphas, Hymie Zorin-uky, H. Z. Vooding & Sales Com-pany, Omahas Max and Harry Hurrich, Birmingham, Irving Company, Birmingham, Irving Morros, Living Marris, Luc, New-et, and Harry Silverberg, W. B. Music Company, Kamas City, Mo. David Rockols, Rock-Ola Man-

SERIES COMING ON RESORT OPS

NEW YORK -- Next work RMW will poblab the first in the progress of coin machine operators on resort locations finis year. The report, com-pied by IMW, corps of cor-respondence, will outline ap-erating conditions in the nation's resort areas and will provide operating the for this type of operation.

Greco Bros. Co. **Buys Olsheim's Distrib'g Firm**

ALBANY, N. Y. - The Greco Biothers Anisoement Company, Inc., up-State New York Rock-Ola direibutter, has beight out Diss Olsbaim's Odco Distributing Company here. Oblean is a vef-eran Albany distribution. He will ulay on as multiager of the Greco Albany heated.

The during or the second secon branch:

in addition to Rock-Dia, Greco In addition to Kock dil, Greek Incohers distributes All-Tach In-dustries Eddla rides and Itving Kaya and Fischer Manufacturing pool tables. The firm also jobs limited games.

As a service to normhers of the Masic Operators America, BMW is publishing the second monitoly MOA Ne-letter. This Nerseletter appears in BMW exclusively and not being mailed to the meanhership. The views express are times of MOA.

MOA Newsletter

A monthly newsletter has been started by Masic Opecanon, of America, part of an expanded program of service to members being insurgurated by the unsociation. Following is the second such letter-the July issue-reprinted exclusively in Bilboard Music Week, this letter will not be mailed to the membership.

"The current trend of intrust, expansion and diversification tending to confuse the two operated industry. The most significa-tion in this confusion is that these this moves seem to constrain in factor in this cooldision is that these this moves seem to constrain in factor in this cooldision is that these this moves seem to constrain a factor in this cooldision is that these this moves seem to constrain a factor in this cooldision is that these this moves seem to constrain factor in this cooldision in the fact that both the spectration these two segments are in the fact that both use a coin to perform function. Secure the separation was logical and matural, the opera-in both segments are in a quantum trying to decide whether or nex follow the integrated pattern show to the operating level. This discu-minght be resolved with a knowledge of some facts. "Terk users with the manufacturer. Fore your maching for use 201.8

The second production of the second production and provide the insolved with a knowledge of some fact. There were separate owned companies whose voccalities were the building of courter separate owned companies whose voccalities were the building of courter separate of the second drift machines or pool tables or games, or, etc., or, infinitum, que of these manufacturers uson baid one courtoo problem—they factors their manufacturers are not a second drift machines or good tables or games, or, etc., or, infinitum, que of these manufacturers uson baid one courtoo problem—they factors their manufacturers are not a second drift building of evelopment costs of \$250,000 and \$300,000 product could not be absorbed in the limited sales potential products rouges and down infinitum was to provide factoris that produce prime of the second was been and the second product and backgroup in the second production machines and could drift factors that are using a second production the machines and the second production the second production the second production and the second production and the results are not production to allow an equilate backgroup of production and the matter of component to allow an equilate production and the second production and the matter of the second production the second production and the second production and the second backgroup of the second production and the second production and

"Does it follow that this diversification and economic saving a practical or trassifie at the operating level?"

"Again some facis,

prestical or frashle at the operating level "Again aonse facts." "Again aonse facts. "At the outset it was statisf that the "coin operated" indom wending, wells tangible products using machines in the place of using memory as the test on mechanism to serivate the selling device is us only as the test manue of operation available at this time. Note a pharmatery work has been done in the area of a credit card device is upplement or toophast the coin-a-chino method. Hasically, the open are compatible with normal over-the-counter selling. They carry a mechanize meentory. For full line operators, this is quilt a usati investment. Thousands of doltars are tool op in investores and eigneen early, food, frait and hot and cold drint impredients. Added to the of expanse, is the capital methods of in the selling. They carry a mechanize meentory. For full line operators, this is quilt a usati investment. Thousands of doltars are tool op in investores all eigneen candy, food, frait and hot and cold drint impredients. Added to the of expanse, is the capital meethod. Special truck flexits, refrigerations at hot services in the capital meethod. Special truck flexits, refrigerations at hot services for food preservation must also be provided. It is a not in a abox conform with health laws flivementry control is paraeoses. A few abox dava create age met an income frag due to lack of us his manual draws the model through flood spelage. You can't up product makes (nor a bestir die. The is a capsule description of its product was be tool as bestir die. The is a capsule description of its product sets (nor all experiment of the function is abox operation, but the product was (nor con operated, init compatible with consider due to the dolte rade open of the second due to back of us product makes (nor con operated, but considers into paraeose the intermed as the dolted burned, but abovs be reached as any product makes (nor con operated, but considers into paraeose to instand on the second sector burned, but bolds an uncorde paraeose d

insorance, par (unwilks and locker). "Service wording, as a general rule, sells an intangible—a service transfer arcade paces. Lockers, try insurance, coin associates and dry can be accessed and the material intermediate the boxes, kindle risks, gams for arcade paces. Lockers, try insurance, coin associates and dry can be coin activation of the service tenction. Contrary, to produ-tereding, the coin activation of the changes are marely used as off cools. This section paradox is exclusion for the model as off or at adding section and bill changes are marely used as off or distribution of the section of the section of the section of the cools. This section paradox is exclusion product. Service vending maching are usually grouped in taitances. Coin and bill changes are provide to be facilitate the tails of a necession product. Service vending maching in facilitate the tails of a necession product. Service vending the then gain facilities made these transmissions, and the pocket buying have been described as the service operated does not easing a large for ecol-barry the sentences operated does not easing a large for ecol-tion to starting to due taken al hundreds of small locations, they their multiples of counters calls for more than an elementary low-edge of hinnain nature. This ther is Service Vender. "We see here two different brends, sullers of tangible product





ULY 17, 1961 Individual tangible arrvices. It has long been recognized in general solution that tangible and intangible selling are separate arts. Both individual tangible and intangible selling are separate arts. Both individual tangible and intangible selling are separate arts. Both motivation require specialistic some are expert, however, very faw are refisient in using to do both. "As noted proviously, the manufacturer's docision to diversify the module time was based on a necessity for exiting costs. This same reason much hold urue at the operating involution to diversify in the original field of endeavor, and the observer, that a generative field. "The wending tection has plenty of room for expanding within the worlding tection has plenty of room for expanding within the worlding tection for potent loss are gone in fact, he would generate who fails to go beyond flood, drink and eigareties will some to the behind. This same operation who variaters into service world are fold do grees only small beginning operation, the chances will be defined on each small beginning operations, the chances will be be a favore.

It is favor. This same cantion is recommended to 'service' operators as well. There is also opportunity for expansion within this segment of the industry. As an example, the toke how man has a matural apaintide for the background music field with his knowledge of programming and billy to make proper installation. Expansion in the service field can be accomplished through integrated operations handling music, genus relaxing a service in the in his realm of service relatives, and the in his realm of service corperione. It is prefers medicate operations. The prefers medicate operations. Remember, even the horps will usually the

"Remet "Remember, even the borne will sample the grass through the rands of a fence before leaping over.

"E. R. Ratajack, "Managing Director,

"228 N. LaSalle Street Chicago I, Illinois."



DETROIT DOINGS

Levis Losies Jr., has moved bendquarters of the Lynn Annusement Consenty from Vernor Highway in downsown Detroit to the down-prer suburb of Southgalz. Lodico, who rates us one of the real live free smoot younger operators in the field, took over the business of he long-stablished Lenke. Coin Machine Exchange, with a resultant weld-diverified routs geschaltering in annusering generation are reade and reset operations. . Louis S. Axelrod, former upprator in Penoty-tonia, has reregistered tile to Fact Vending Company, hulk operators precisiting in pocket comb vending.

John P. Christy and Nicholas P. Christy are switching their niness from Christy Music Company to Christy Vending Systems, arking their interest for the past 12 years in the cigaret wording fell as well as the juke box boxiness, but they plan to retain the old whe firm game as well. The business was established by their father, ield as Fritt J. Christy,

Howard D, Burlison, a newcomer to the field, has established a new mixed games and juks box routs under the name of Howie Anument Company. He is operating generally in the metropolitan are, with headquarters in the North End solution of Houtington Woods.

are, with headquarters in the North End solutify of Hontington Woods, Lucien J, Mayrand has taken over sole ownership of the Mayrand Music Company, formerly operated in partnership with May. Eather M. Mayrand, at one time owner of the former Detroit Amusement Company which was changed mito this firm. Mrk. Mayrand reports builties dow, and the company has added a few pool tables to its entitlihed juke how route to provide more diversification. But Magel of Magel and Baker, Jackson operator, was host to Jacqui And the best hick with the hog wellevel pikes in their fabring tupolitons on his cruiser, while Auton recuperated following 10 days in the heapthal for passimonia. First Zenke, who emerates a large juke how and games route in

Find Zemke, who operates a large juke hox and games route in Ann Arbor, was a Distroit visitor on a business trip. . Othe Wissner, owner of Orto-Matie Music, of Moonet Clemens, deel suddoubly of a heart anack at the age of 42. His widow will creatione the operation of the trute, which included some coin games as well as the major lake best operation, with the assistance of their sum-fa-law.

William Oliver, who heads the Pontise Amusement Company, a prime and juke box routs out of Pontiac centering in Oakland County feect areas, is leaving in a few days for a visit of Panuma City, Fa-mer's has mother lives. His nephwa and patture, Edward Oliver, will continue to operate the business during his absence. The senior partner to centermainty making when these Find the senior partner a centermainty making when these Find these areas and the senior partner and the senior partner and the senior partner to be senior to be senior to be senior partner to be senior t h a ocar-commuter, making about three Florida trips a year now.

John M. Sullivan has rereparered title as note owner of the Sullivan Music Company, West Side juke box roote with headquarters on Miniary Street. Frank E. Schweis Jr., who operates a cigaret winding conte as Frank Vending Company, is changing the firm name to Versible Vending Service. Readquarters are in the North End subsets of Madmon Heights. Had Seven

West

DALLAS NOTES

DALLAS NOTES Toomis Chatten, asles manager for State Music Distributions, is reliable over the steady overseas demand for used cain machines is all kinds. His company we getting the machines in trade from operators the air replacing them with new mischines, especially the Chicago Columnation of the being in Greece. They we can supply them, be said, adding allow of this rootes and his shop that his company trins to keep a full inventory of used machines and this company trins to keep a full inventory of used machines and the full company trins to keep a full inventory of used machines and (Courting of the company trins to keep a full inventory of used machines and the company trins to keep a full inventory of used machines and (Courting of the company trins to keep a full inventory of used machines and (Courting of the company trins to keep a full inventory of used machines and (Courting of the company trins to keep a full inventory of used machines and (Courting of the company trins to keep a full inventory of used machines and (Courting of the company trins to keep a full inventory of used machines and (Courting of the company trins to keep a full inventory of used machines and (Courting of the company trins to keep a full inventory of used machines and (Courting of the company trins to keep a full inventory of used machines and (Courting of the provide and bin shop (Courting o

Op Estimates 25% of Milwaukee Stops Have Bought Own Machines

By BENN OLIMAN

MILWAUKEE—What is the biggest evil con-fronting the juke box operator today? "The trend to location-owned equipment," claims Frank Bart-nik, Banaco Music, "Operators are being squeezed out of locations almost every day," ha says. "Not because those operators provide inferior aersice, or because these operators provide inferior aersice, or because these operators provide inferior aersice, or because their equipment ins't up to par. Spots are being lost by operators because aomeons peddles a juke hox to a location just to make a fast profit on the sale." MILWAUKEE-What is the biggest evil con-

Bartnik estimates that about 25 per cent of nutropolitan Milwaukze locations have already shifted to self-owned music equipment. This figure,

MARBLED-HALL BARGAINS

if accurate, knocks a big hole in the potential of approximately 3,000 locations available here. An average of 5 per cred of Milwaiker's total number of locations each year winds up owning their own juke hoxes, according to his study of the strategies.

Lost Locations Ite figures that each operator in besitness in Milwaukee has afrecally been deprived of 10 or more locations as a result of the swing in Sociation-

City tax coffers are also suffering as a result of this trend, claims Bartnik. "We operators pay a distributor license of \$200

(Continued on page .72)

America's Largest and Oldest

ONE-STOP

RECORD SERVICE!

45 RPM 60C

All LP's-Regular Dis-

tributor. Wholesale-

SAME DAY SERVICE

THE MUSICAL SALES CO. The Musical Sales Bidg Baltimore, 1, Maryland

> BARGAINS FOR THE WEEK

BULL'S EYE DROP BALL \$125.00

Nothing Over.

Austrian Bankers Mystified By Phono Business Cycles

VIENNA — Among the services affered by some of Vienna's most proper banks in the sale of coin machines. Almost any of Vienna's gray marble institutions have juke

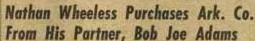
boxes for sale-memoriabilia from the Austrian juke box boom

boom. The bankers are under-standably reluctant to discuss in detail their involuntary en-try into the juke box sales ismines. But industry sources, who castiguate the bankers for being imprudent, are more tailauire being

talkative. When the Austrian juke box hoom blew up in 1956, the bankars, it now appears in retrospect, became goggle-right at this business phenome-

It seemed to them that the

Juke box heatmens, at they surveyed the rapidly multiplying town in the country's legressor burn, was a goldplated built multiplying the serve durined long to endure. Wodded to this conviction, meet banks adopted a policy of liberal loam for juke box purchasing. An industry provide the bankers told me, We used have the bankers told me, We then't the bankers told me, We user't everybody alike. We can't refuse boars to some and give them to chart's model to be the bankers told me. The some succeed suddenly, the banks will have a considerable supply of boxes up for dispessi.



JONESBORO, Ark. — Nathan Wheelmas, 42, veteran of 20 years in the music business, is sole owner now of Service Annuement Com pany after buying out his partners Bohby Joe Adams, for a reported 335,000.

Adams reportedly received \$20,000 eash, 14 acres of land worth \$1,000 an acre and an auto.

Wheeless, who started as a routo-man in 1940 in Hattiesburg, Miss, and made it on his own in the business, now operates 150 phono-graphs and 175 amorted games in eight counties in Northeast Ar-

The extended noute-in Craig-head, Lawrence, Rondolph, Chy, Sharpe, Jackson, Poinert, Fulton and Cross counties-covers a 60mile radius.

Two-Way Radio

Wheeless said he would not be able to give the excellent service he is known for if he did not use two-way radio in his service vehicles

Wheeless began as a young mun in 1940 aerving a route owned by Dave Levine of Hattiesburg, Mit He worked there aix years, decided he wanted to go to the "hand of opportunity," Arkansas, and intoved to Jonesboro.

He got a job there as rooteman for Walter Cole, Cole Music Com-



By buying out Adams, Wheeless completed a sizuress story, and ful-filled a dream, by working his way to owning his own business.

Wherless is on the based of di-rectors of Arkanas Missic Opera-tors Association and is active in civic attains in Jonesborn.

Adams, after the trassuction, took his family on a vacation in Piorida, the first be has had in five years. He said he has not yet de-cided what he will do in the future

C. C. ROCKET. 50.00 EWITED SMALL BALL BOWLER 125.00 UNITED TEAM SHOFFLE 75.00 ALLEY . UNITED YANKEE CAPTER ALL

a second a second	ALC: COLOR		
SEEBURG 1	1200	250.00	
WILLIAMS	CROSSWO	1205 129.50	
All Exulps	ent Sub/	est Prime Sele	

370.00





Belgian Phono Ops in Price Bid SHORT-SIGHTED CITY RED TAPE STIFLES TRADE

By OMER ANDERSON

71

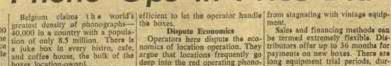
By OMER ANDERSON BRUISSELS — Registeria 1,000 operators are compaigning for the billing of the take box play prior to save which will place the trade on a scient basiness footbar. Beginn is Western Europe's phonograph 'never-never' hand of 1 and 4-cent play prices. The op-erators are seeking a general boot to 7 cents. Most operators feel they should have 10 cents but now they can't get R-mod just now, in any event. This operators are waging a triple -freed compaign manufac-ture, distribution and locations, the locations holding the key to a price bills.

price hike. Belgium is Western Europe's prime example of location ownerprime anampte of location owner-abin of phonographs. As such, it is a ballweither for efforts in the U. S. and West Germany, the two great operator strongholds, to over-turn the operator system and re-place is with Belgian-style focution ownership.

ONLY ONE

The Continents' 2 bits TER EO DOUND reads to remain speaker... This and 45 APM records stre-remain speaker... See your ABI distributor, or write:

AMI sales office 3075 W. Lexington St., Chicago 64, Illinois



and coffee house, the bulk of the boxes location-owned. In Belgium a phonograph is re-garded as a must for bars and coffee houses. The location counts the phonograph as basic equipment and carries it on the books as such. Play prices have here kept low became of competition among lo-cations for trade. Baces, since they are carried on the establishment's books as operating equipment, are

are carried on the establishment's bonks as operating equipment, are exempt from the normal economics of juke bes operation. Because of such subsidized com-petition from location bottes, most of Belgium's 1,800 operators are concentrated on games, their con-plex electronical character making them unattractive to locations for direct obscration. direct operation.

Trade Agreement

Trade Agreement If the operating could get trade agreement for a per-play price hike to 7 cears, they could profitably operate phonographs. But a price like dipends on the locations. Operator strategy is to try obi-nors that despite the tremendeum ber density," It is merely a case of "stagnation st a high level." More new boxes could be sold and unique phonographs retired If the operators were encouraged to take over from the locations: At the location irrel the opera-

At the location five like opera-nors, armed with facts and figures, are trying to permade propueters like, where strict cost accounting is applied, it is cheaper and more

Dispute Economics Dispute Economics of location operation. They argue that locations operation. They argue that locations frequently go deep inits the red operating phono-prophs, but don't realize it because they charge phonograph deficits to normal operating expense. The other hand, taking West Germany as an example, operators can show that locations not only do a carresponding level of busi-ness, but also make a profit from operator - owned busins shed on their greenies.

operator-owned backs siled on their premines. In the current campargo, Belgian operators hope for no wonders in onverting sociations to their faith they will be astisfied to get agree-ment on a general price hike and nothing more. With this achieved, the operators are confident they can prove their case. Whatever the concome of the esimpaign. Religion is indubitably "Ethabit A" for what American operators will have to face if loca-tiof ownership ever takes hold in the U.S. Little Crusading

Little Crusading

Little Cresseling It is perhaps significant that despite the huge number of phono-symptotic phono-symptotic phono-symptotic phono-phonograph trade. There is little createding for the exporting of the felgian pace box way of business to other countries. Every Belipian bistro, coffee bar and cafe boasts a box, but its vintage may be impressive. And hat location's mosic programming arend locations. Mitteover, operators claim, with

rately matches that a very factor of the submanial gustification, that Bel-gian locations lag on maintenance. Few locations have servicing ar-rangementic comparance with those provided by operators in West Ger-many and the U. S. This despite the fact the Belgian's great quan-tity of vintage equipment requires there servicing. harp servicing. Realistic Figure

Realistic Figure Trade experts multi that even 7-cent play is too low and 10 cents barely atflucient. Fifteen cents, they say, would be a more realistic ligure, but ane which nobody hopes to get at the moment. This calculation is based on the fact that whether the second scheme th calculation is possed on the fact that a new Amorrican box costs about allor of 50 per cent more here than the efficient name box would in the U.S., what consoli-with the 30 per cent duty, the genues, freight charges and taxes. Yet, de-rolte their relatively high cost, furst ta American boxes dominate the Bel-inew co and market in competition with the Belgian-made Resolution with the Belgian-made Resolution with the German and French boxes. It is to the credit of U.S. phono-graph distributions here that they display estimated mary resourceful-

peas in striving to prevent locations

tributors offse up to 36 months for payments on new borks. There are long equipment trial periods, dur-ing which the location operates the machine with no commitment. M. after the trial period, the location owner decides to keep the box, he retains the monay in the combox and signs a long-term period.

mote

Operators Pessimilation

Most operators are pessimitate about the future of the trade in this country as long as locations hunp phonographs with bar fu-tures and kitchen appliances as bale operating southers

tures and kitchen appliances as baic operating equipment. Interviews with numerous loca-tions in this tity established that most incetions would be startled were their juke hones to show a profit. They are even surprised when they break even. A location near the Hotel Met-mode hos inst incetion or ser-

A location near the Hoftel Mel-topole has just installed a new American box, but the proprietor assured me, "We dought it note be-cause the oid was not of order more than it was in play. No Profits "We have aresee made a profit

We have never made a profit from our photograph yet, and we never expect to. You have to have a juke hox in this country like you have to have har smols. It's crazy but mee." but trust.

is not dittinuit to find in-It stances where location owners will even cut the play price below 2 cents to meet competition from another bar. Operators contend that Beignum's lack of a healthy operat-ing trade is reflected through all rehelons of the phonograph business

news, Programming is slack and there is no one-slop service. It is every location owner for himself. And there is no occerly flow of new and used equipment permit-ing maximum afficiency of pro-doctors and distribution, as well as overaling. operating.

Duplication

The operators complain bitterly, of course, about the wasteful dupli-tation of basic effort in the siting of phomographs and games. Loca-tion ownership deprives the oper-sion of the greater sconory and efficiency which he could gain by consolidating juke boxes and

An operator summarized, "Our first task is to get rid of the sense-tess competition smore locations for cheap juke how play. Nobody gains — not even the costomer, everybody hows. Most contomers, we believe, would prefer to pay a few cents more per play for new moves believ serviced and with weither music programming." better music programming.

DETROIT - The arma-there gener industry can have a for from the automobile is dustry about the importance of new models, but is will take a new legislative outlock by municipal authorities to make use a beneficial change fea-the, according to Donald 1 Ruffler-Neuwark Distribution Company. The auto industry will give you a new car as heast every cougle of years. Ruffler server cough of years. Ruffler server cough of years.

are contaited. "Every little community or mburb is an individual island as fur as regulations are con-cerned. There is no one set rule you can follow, within 20 miles of a place. I thus this has a lot to do with the business heing down-open-tors just cannot give their con-toneers something new."

Rock-Ola Holds Distrib Shows

CHICAGO - Rock-Ola Manu

CHICAGO - Rock-Ola Mann furthing Corporation is holding the first of a teries of region bornograph line toolghi (1)? is new York at the Park Lane Hold. The line will be similarly us when york at the Park Lane Hold. The line will be similarly us when you are the similarly us the country in showings is be bein provide when a president. First you have the service of the similar work also manager. Raiby hou-tion a show in New Offician a bein a show in New Offician a be beind for the West Court you have the service of the West Court will be beind for the West Court you have the service of the West Court will be beind for the West Court will be will be beind for the West Court will be beind for the West Court will be will be

sins (1006). The last of the distributer us-veilings will be in Chicago, Jay 28-29, at the Pick-Compress Horn Operator showings will be shorty thereafter. Details of the line us still not available

Ontario's Swede Larson Dies

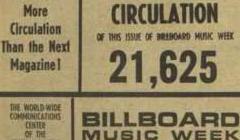
HAMILTON, Ont. — Swede Larson, owner of the Ducis Most Company hore, died Sunday (9) of a heart attack. He had been oper-sting hace for 20 years and had the largest operation in the sta.



THE MODIFICATION SALESBOARDS

MATCH PAKS - HOROSCOPE TICKETS

EMPIRE PRESS, Inc. PRECE LIST AND CIRCULARS



HUSIC DODOTRY

25% of Mil'kee Spots Own Machines

· Continued from page 71

each year in order to stay in business. In addition, we pay the \$10 location and federal tax in each spot. As the mumber of available locations durinalles, obviously operators are going to be forced to leave the field, and this tax source will dry up. The city should puss some law to cut down the number of location-owned matchines in order to protect its own intervies and that of tax-paying com-machine successful.

machine operators

Reasons Listed

Reasons ListedTerrait points to these measures why locations
should not operate their own juke house.
They invatishly fail to take good care of
the conjugation of the transformation of the second second terraits
and repair work is highly involved and the
specialized field of the transformation operator.
Those graph record service is never as good
the operator handles it. Few location owners
an effect to record transformation owners to take the operator
when the operator makes it has to mainting
the disks will poll patronage.
The focutions who own their own machines
by new models each year ("most of the methings as
in the operator function of the methings as
in the operator function of the machines
by new models each year ("most of the methings for the focution who who were the focution who are the form of the methings
to the mething of the focution of the second termate."

nikh. In contrast, an operator sees to it that he good locations are provided with the newed model juke boxes to keep receipts at peak brok. Who gate the blamk for this serious situation <u>Distributors Blamed</u> According to Bartink, much of the responsibility can be pinned on distributors selling directly in furnitors.

locations

But, hn also admits that operators themselves are nor militers. "Too many operators are exists their own threats," he says "by selling equipment to locations."

their own introduct, in says, by sening equip-tiol location." Wildcat repair men also promote the situation ways Bartinik. "As long as some part time recail man will fix a juke box for a few bucks, the ion-tions will continue to take advantage of him." Solution?

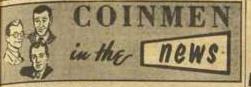
We can work through our local association for some relief. The strongest wedge we've got a to point out to our alidentic through the voice of our association that fax revenue is being lost as the trend continues.

"Due association must inform the alitermen that fewer locations for us means fewer people on an payrolity, too. There maybe something will be done to reverse the title," and Bartnik.

ULY 17, 1961



DOCEM



Continued from page 73

RUNYON NEEDS

RUNYON SALES

Righten 3-8777

be une. He added that their overseas locations are for the roost purt to une type locations they occupied in the U.S. Construe abauthing the preater number of these used mechanes in helpiant, Germany and the United Kingdom, although bowling is ne ever pood in all parts of Europe. Chatten's company, which sells only to operature in the United finite, will derively to the distributors in Europe. The machines are intered in the zounity of their origin for the particular coins of that are the sells derived the distributors.

He pointed out that pinball machines and bowling machines have ally become popular in English pubs, just as they are popular in rms on this side of the Atlantic. After sale of the used machines to the overseas distributor, the combine of the used machines to the averseas distributor, the

David Weinstein, owner of Walbox Distributing Company, said walbor of Dallas and Pan-American Soles Company of Son toos will hold a simultaneous party of a date yet to be annousced her to introduce the new Bally Bowler to eccentors. The Dowlers begin pring on location sometime during July. The Dallas ty be said, will be held#at 3909 Main, while the one in San Antonia her to support the Weinter of the one in San Antonia her style announced by Weinter of the one in San Antonia

If he \$12.5. Press. It was show announced by Weinstein that Muskegen and Grand pros. Mick, will be the maxt two sites of his Playland installations, the effect of the second second second second second second installations in the said they planned between 20 and 30 more new scalations in the next three months. Parts for the Playlands are speed from Dallas on a 16-foot truck. With the truck's arrival as an operation for Playland can be set up within one day, he said.



Berlin Ops Protest New Taxes

WEST BERLIN-The Berlin Coin Machine Operators As-WEST BERLIN-The Berlin Cean Machine Operators As-sociation (BAV) has sent a resultation to the risk Parliament pro-testing the levying of a new antenessment ias on the track. The new measure traces like brows 13 marks (\$3.75) a month and payoont 20 marks (\$5) a month. Games will be tassed 5 marks (\$1.25). Originally, the city randoment had proposed tassing all machines a Tak 30 marks (\$5.50). The BAV threever, negati-tied the reduction with the partiamentary tax and economic affairs committees and with party leaders. The operators' asso-ciation demonstrated that the trade is economically unable to pay a high amosement tax. From the fax schedule unrounced is "intokerable," according to the association's resolution.

Lower Saxony Ops Elect Slate

HANOYER, Weit Germany-Inno Tasuber has here in-rected prosident of the Coin Machine Operators Ansociation of Lower Saxony (AVN), along with Wolfgang Sen, vice-president Heine Elsert-Hanelin was elected to the board of furcetore. The association voted to give full backing to the Central Organization of Operators (2004) in its showdown bath with GEMA, the anthre-composer group, and the GVL, the performing artists organization. The association is divided ever in proposed introduction of 2 out (50-cent) payout machines were Germany. All present the maximum is 25 cents. Many operators argued that is would be foolish to press for the new machines at a time when the operators are bandeend with a constities and the DVL. GEMA is demanding an increase in working and DVL the payment of royallies. in royalties and DVI, the payment of royalties

On Drink Machine FOR EXPORT Un Drink Machine CLEVELAND — A complete, five-aession series of course in servicing ico-mailing cold drink vending machines is being launched July 18 by Shaffer Music Com-pany for Northeastern Ohio com-pany for Northeastern Ohio com-pany for Northeastern Ohio distributor for Seeburg will provide its facilities for a training school that well be held every two weeks on Tuesday at 2:30 p.m. Tach session will lags about 216 hours and refreshments will be arryed, said Hornlach. Bhaffer Music has been very active in providing service trail-ing in this area Law winter, the company launched a series of vending and music machine schools that attracted an average of 35 Wurlitzer Seeburg. 1768 - 1800 1908 - 2000 2300 H.100-E + 8-100 9-200 + 82-208 Bally Rock-Ola Bingos 1448 - 1454 TALKE CLUB BODE BANDA FALM SPRINGS ICL FROMIUS ISRF CLUB WARIETY United VEHILI TAMATTE COMET TAMATTE EMMINING S' BAN TIME GATETY MANE BEACH BEACH BEACH BEACH BEAUTY BROADWAY PARADE BUILT DOM CLIPPER & Williams PARADE HIMFT CLUB REY WELT BUG SHOPW SHOWTOKE MISS SHERHA JOH VALLEY THE TAC TOP THEF CRAMPS KASI Gottlieb that attracted an average of 35 to 50 persons each night. This was followed by a series of courses on basic electricity in March. PIN BALLS ALL TYPES OF GUNS

Shaffer in Schools

Louis Kline, 72, Dies

CHICAGO—The many friends of Joe and Fred Klies. Frant Coin anddened by the death of their Machine Exchange here, were father, Louis Kline, 72. last Toes-day morning (11). Burial was at West Lawa Cemetery. The sider Kline was survived by five some and one daughter.

thicego 47, Illinois

Finn: Beinn 21444 Chings 47, Illing



Hungarians Keep Credit Rating

VIENNA—There is grant and sustained anterest in juke bowe behind the loss Cartain. It dates hack to 1956 and be-reperiment of John Merrill the Walliere distribution here, is an objection of the interest behind the Cartain in juke boxes and of the vagaries of this trade. From to the 1956 Hangarian revolt, Merrill shipped the Hongarians two reconclusioned puts boxes he did it with his eyes open, a flyer pure and simple. Along since the Hungarian uprivity and Merrill works of his two parates. For a very long time he heard nothing from the Hun-parians. At long has one day he received notice from a Series bench that funda had been depicited to his account howard settle-ment at the Hungarian juke two hill.

Coin Engineers Plan U. S. Visit

HAMBURG — Hapag-Unvil's huminose travel arrvice is organizing a "study loor" to the United States for Verein Dentscher Antonineten Fachleuie, the enginetization of German citie machine engineers and techniciant. The German rapecti will visit the U. S. from October 15 to 31, faking part in the meeting af the National Automatic Merchandsing Amociation (NAMA) and anothing production and servicing et U. S. phono-propha, games and vending equipment. The trip is regarded in the trade here as the foreruner of a regular exchange of information between cole machine industries in the two coun-ties on a person-to-person level. tries on a person-to-person level.

U. S. Juke Boxes Thick in Italy

ROME — American phonographs are populating Italian thes in such trajedy increasing numbers that the trade is talking of a U.S. "monopoly" on the markets. Trade surveys show that roughly '18' per cent of all take houses on locations in this bountry me bones of U.S. arigin, although most of these are roughled in Boarpe. All four major American producers are simmeling strengty, and sales figures show successfully, for the talkin nurket. AMI boxes are produced by an Italian concerns under ficence at Turis, Wurlitzer is built by Netional at legisors, and Rock Oak is supplied to the Italian distributers for due to the Huly West Ostmary in the principal foreign of the U.S. The four. German sales boomed in the pheralined list since the perioducion of heemed American periodical and particularly since the principal distribu-tion and anticolative since the production of heemed American periodical and market the principal distribu-tion and anticolative since the production of heemed American principal market.

French Trade in Anniversary

CRCH Trade III Antitive Sairy PARS-Trancés eciu machine indianty is cherving the fifth antiversary of its recorpositations counciling with the boaten European Jake bor hoom. It was in 1951 that U. S. juke kozes began reaching this country in substantial mumbers or the first time after the war. The trade interest, the co-pondational work being completed into piece to the memory stoths of Parianas con mumer holiday. Organizations which have expanded from the period into pilars of the Freech trade are referentiation Francisco des Explositants of Communications which have expanded from the period into pilars of the Freech trade the formation frances des Explositants are Communications the Automational Syndical National des Impertateurs protesteurs of Appareils Actionality on Impertateurs protesteurs of Appareils Actionality on the Jacobients of ballong the West Germans for chamination of the Freech in-duating has applied in these organizations, the French in-duating has manoved the quality and splings of its texes.

GALE
SALE
PIN GAMES
3 Acrew finad
1 Sig Ban
1 Donale
A Champion Saturbald
1 CAD. SELOS I Continental Cale . 135.00
and the second s
Braganatte 50.00
1 Faistert 325.00
I Flagslag (20.00 3. Hyring Acros 150.00
Fan Fair 35.40 2 Fan Nagas 75.60
73.60 1 Gindbatar 90.00
1 Grand Champing S0.00 2 Si Fiy 75.00
J Ret Biggity
2 Eichaff 25.20
1 Kings 56.00 3 Lady Lack 50.00 1 Ure-A-Use 50.00
Lavely Lucy
f Hajestic 165.00 I Hejer Leopze Brichall 95.00
1 Bags
f Parter Baselall 25.60 Parter 50.00
f Pittadily 50.00 I Putter S0.00
1 Gearter Beck 73.00 1 Bacs the Click 60.00
E Buna E5.00
1. 3400008
1 Jaa Wall 175.00 3 Shamrack 80.00
1 Skamesck 90.05 1 Sky Well 58.00 1 Spark Wag
1 Jaul: Plag 50.00 1 Japan Orean (50.00 1 Japan Scare 50.00
I Ten Tirlio Hog.)
1-HE-HE-FM
2 Wenderland 50.00
GUNS
11/1
1 Big Tep
1 Chickut Jami
1 Crean 325.00 1 Crean Fire 295.00
Counter 145.00 Counter 95.00
1 Bale Piclel
1 Inteller \$5.00
KIDDIE RIDES
Rig Branco Rarsa 5145.00 1 Lancur Rerus 295.00
I Champive Ratta
1 Fire Ontot, benue dottens 445.88 1 Tears the Elephani 545.08 1 Fire King Truck 445.88 1 Jult Eldelle Kide 195.00 1 State Base Cat 195.00
1 Fire King Track
1 Junp 141.00
Medial T Track 095.00 E Secura Rida, wills muclic 275.00
1 Matericopa Drivemabile
l Auto Test Jr. 145.00 2 Test Pitols, large
WIRE-PHONE-WRITE TODAY
Send for Complete Lists
RIDES-MULIC-etc
DAVID ROSEN
ALL M BERAS LINES, MILA. 28. PA



DI TIME

Summer and the second

Walled Artists



JULY 17, 1961

h

No Other Phonograph

Looks So Much Like a Phonograph or

Acts So Much Like a Phonograph

as the second second REGIS

When you bay a phonograph, you want to date for years to comit, but you also want a phonograph to look as a phonograph climits look With the Regis, you get both contemporary styling and that elegant customer

to activity a phonograph and

You get Rock-Ola's exclusive "Tri-Fonic" firstally to play either states or monaural munic at the Rip-cil-s-reduct.

> With a RockeOla you are protexted now and in the future against all possible changes. Only Rock-Ola offers you this protection.

> > ROCK-OLA NO DATION







stereo music through the stereo extension speakers. No matter where the customer sits, he heart Rock-Ola's flawless storeo sound,

tension speakers with the main unit speakers for reinforced stered sound. In any location Rock-Ola provides the finest stereo sound.

ROCK-BLA (((REVERBA-SOUND))) The new Rock-Ols Regis with the amazing (((REVERBA-SOUND))) III-

erally places your customers in the center of a live orchestral or vocal performance. With sound reverboration the walls seem to roll back. Now every location, regardless of size or configuration, can have living presence "wall to wall" music in either storeo or monaural for real customer pleasing, profit making, concort hall quality music.

The Tanly Dictinguished Phonograph



fidelity monaural music through

Available in 120 and 200 Selections

ROCK-DLA'S "THI-FORIC" FLEDERITY Gives either monaural, stereo er reinforced stereo at the flip-of-aswitch with no add-on parts needed.

the three built-in main unit speakers. Extra speakers may be used.

IULY 17, 1961

Buying by Coin Operators

· Continued from page 65

PROFITS

PROFITS

PROFITS

MORE PROFITS

then catching on in retail outlets-scould revive the function of the oper-ator as a maker of hits rather than a buyer of established softers

Also the strendster of now rather than a buyer of established sollers. Also the strendbing blocks encountered by record labels in promot-ing a single at the broadcast level-whiter federal pressure and an im-portional selection committee moke contact between design ond record company difficult-marke the joke box operator grow in stature as an exposure medium.

And while the actions of four record companies hardly continuing a trend, it's a sufe bet that if Vassat, Decca-Coral and the two German diskeries meet wills any measure of success, the other majors and indice will so-essamine aerisously their entire singles programming concepts.



11-13-2



STROLLERS ALONG BOARDWALK in Atlantic City woit to get a chance to play the Bowi-a-rams game which taoks like it will be a big one at the resorts this senson. Albert M. Rodshin, wis heads Macke Vending's Amuse-a-mat Corporation in this area, placed five of the 24-fact Bowie-ramas in a store on the Boardwalk and set the price at 20 cents a game. If a certain scene is reached, cigarettes are awarded.

New Inks Seen as **Pinball Circuit Aid**

CHICKGO-Electricity conduct-ing inks that the manufacturers say are ideal for painting circuits on low-current electrical applications, such as pinball machiner, are being produced by the Advance Process Supply Company here.

Advance says the inks are ideal for planics and porous boards. In case of plastics, the surface muy be formed any way necessary after the increase any way decently inter-supplication of the ink, without low of cooldectivity. There is also practically no build-op and noces the ink is prop-erly applied it will not flake or obla

1 cblp

The link is black and resistant per square such screened through 8XX meth is approximately an obms. This resistance can be write by the user as dosired. A served, roller-coated or screened protonic coating may be ened. Operatorises per further information by write Advance Process Supply Congre-Dent. CIG., 2313 West Hum Street, Chicago.

Operate Williams 3 or 5 Ball SINGLE PLAYER (adjustable) with MOVING * TARGET 2 Special Lanes

- for Replays
- Moving Target Scores Replays
- Jet Bumpers **Power Kickers** .
- · Flippers
- Locked Cosh Box
- Plasticate Finished Playfield resists did and wear. Extends life of paint as playfield Indefinitely.
- · All Williams Games Equipped with Slug Rejectors

See Your Williams Distributor Now! VILLIAMS ELECTRONIC MIG. Corp 4242 W. FILLNORE ST. CHICADO 24, ILLINOIS

WHEN YOU BUY A FLIPPER GAME -BUY THE BEST-BUY WILLIAMS

A REAL SKILL SHOT!

* Builds Up High Scores

Scores Replays When Number

* Spots Numbers

1 to 10 are made

Williams

IULY 17, 1961

TOPS at Low, Low Prices levery Place Rocanditioned d Gaurunista

UPRIGHTS

lanti	br.	Wik	icel .			.2	511
imet.	1.06	linet.	Shoel	-			, 1
laser?	1954	Per l		10			
Laurey	Cross and	Long Long	-		10		
an h							

ARCADE

Bur, Delute Palar Hunt Gen	\$82
Bally Jel Staffio Bawlet, #55"	
Bally Larby Alley, 14"	
Batty Belane fertin Banter, #15"	49
ally and Sowling Lane, 14"	
Belled Japet Rent Brailer, B'	
Rectory True Louis Dominer, 54" anno	1



Say You Saw It In Billboard Music Week

A Gottle

FLIPPER Q

MOA Kicks Off Action Program

· Continued from page 66

tably the three juke box manu-facturers that have abstained for the just two years-Relained and that he "can't concerise how man-infacturers could continue to ignore

the industry that supports them." He added that the new program of expanding MOA's activities was an accomplianed fact and had al-ready started.

Chicago Office

It includes: I. Opening and mak-ing tully operative the Chicago office to "more productively serve the industry from this central le-

Ingestrating a monthly news-letter for members. The July issue is being reproduced exclanavely by Billboard Music Week and will near be sent in the regular MOA mail-ing. The newsletter is aimed at giving operating and sales tips to members.

Ratajack said that one of the big industry problems has been one of "Jack of communication at the operator, distribute and man-inducture level, leading to a distrust of motives."

Newsletter

Newslefter He said all this can be straight-ened out by a clear statement of purpose. MOA's newsletter will be an attempt to give our (secohers an opportunity to assort facts---we're not taking sides, but will present impartial views on various issues." In control. he notest.

3. Beginning a peneral "image uplifting program aimed at ac-quainting the public with MOA, its aims and its purposes. The

s carefully planned and thought out campage. Mare Mirs. Asked how the new program would affect the prospects of got ting new manufacturers to exhibit at the next MOA cancer to exhibit a the next MOA cancer to be the set of the set of the set of the table of the set of the se

MOA has adopted a new slogan, "Representing a Sound Industry," and has redesigned its stationery and has redesigned its stationery around the theme. The association is redesigning its membership cards to include the pledge that members subscribe to the code of good practice recommended by MOA: "This member pledged to a ound entertainment, service countey and ethics."

Tent Cards

Test Cards The association has imprinted fant, cards available to members at a nominal cost of \$1 for 50, which carry an MOA message as you have been as a second for placement precifically designed for placement in locations to atimulate play to the juke bas. The cards are specifically designed for placement in locations to atimulate play not a fact sheet on MOA-s multispaged folio of facts giving simm, purposes and background on the association, which will be used for dissemination to locations duly papers, and other interested parts.

Ratajack said that all the fore-going were already a "reality."

going were already a 'reality.' Tas & Legal Looking ahead, he said that MOA was planning to expand its legal and tas service to the mem-benship. The association currently has a tax council, headed by Loo Kuner, Chicago CPA, who is also tax ecounted for the association, and a legal ecouncil headed by Nichelias Allen, Washington as-torney.

Ramjack said he hoped that the

Gottlieb's 2 PLAYER

legal council services could be expanded to help represent opera-tors' interests in legislative and tax matters on a State and local level. He said the accounting council also had great possibilities for help-ing operators.

Ultimate Objective

Utilimite Objective Summing up an "utilimate ob-fective." Ratajack said it was to "provide such services and and as to increase income of the opera-tor and to defend him from speed-ing this income on excessive da-criminatory taxes and payouts to special interests. "We feel," be continued, "that if we're able to accomplish this end, the entire industry will take

Virginia Ops Schedule **Convention** in August

77

VIRGINIA BEACH, Va.-The annual convention of the Music Operators of Virginia will be held at the Cavalier Hotel here, August 11 and 12.

Operators and their families will make a long weekend of it. Dis-tributors will maintain hospitality

on a more profitshis aspect. Henefit should accure not only to op-erators, but to distributors and





with New "Chain Reaction" Booster Ball Feature!

CHAIN REACTION BOOSTER BALL feature contains five trapped bails in center of playfield. Chain reaction coused by hitting trapped balls with ball in play creates tramendous player appeal. Boosting all balls around the track to lighted side awards special Moving one ball to either side scores 100 points.

Look at these location tested features:

- · Drop-in heles score 50 to 150 points
- · Rollovers score 10 to 100 points for high score
 - · On-Off cyclunic kickers light alternating pop humpers
 - · Match feature • 3 or 5 hall play

TOMORROW'S DESIGN TODAY!

- 6 High, wide and hundsome conted light-box 6 STAINLESS STEEL moldings
- Sparkling pluted logs and frunt door punol Hard chrome finish carner castings

New "Hard-Cate" Finish Extends Playboard Life to an All-Time High!

Battliel 3140-50 M. Kustner Avenue + Citizago \$1, Illinois B's Alwant Profitable to Operate Gattfied General

BILLBOARD MUSIC WEEK

78

JULY 17, 1941

LOOK WHAT HAPPENED HERE



NEW WURLITZER WITH TEN TOP TUNES PLAY STIMULATOR JUMPS WEEKLY TAKE FROM \$80 TO \$120



Averaging \$60 a week in FIFTY-CENT COINS

Here is another example of the phenomenal earnings produced by Wurlitzer Phonographs offering the musical bargain of Ten Top Tunes for fifty cents. This one replaced a competitive model with rousing results. Install this fantastic money-maker on your Wurlitzer 2500 Phonographs. Fits all 100, 104 and 200-selection models. Takes only a few minutes to install. Works wonders the first week . . . and from then on!

LOOK TO WURLITZER FOR LEADERSHIP THE WURLITZER COMPANY · Est. 1856 · NORTH TONAWANDA, NEW YORK