

# BILLBOARD MUSIC WEEK

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

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## Test New Merchandising, Pricing for Singles Field

### WB's Conkling Sets 'Plus 2' Singles Plan

By LEE ZHITO

HOLLYWOOD — Warner Bros. Records President Jim Conkling will unveil a revolutionary singles record concept called the "Plus 2," aimed at stimulating the industry's singles business, BMW learned last week.

The "Plus 2," a standard seven-inch 45-r.p.m., features the addition of a short, bonus selection to each side of the record's regular offering at no increase in the usual singles price. The bonus track will consist of an edited-down version of an earlier release by the same artist. The new recording will be on the outside track, followed by a wide, six-second divider, leading into the bonus "oldie but goodie" selection, shortened to a minute and 15 seconds.

Effective with its September 5 release, all future WB singles will be issued in "Plus 2" form. WB will level a heavy ad and promotion campaign in introducing its new singles concept.

#### Singles Help Needed

Conkling called on other record manufacturers to adopt the "Plus 2" concept in an industry-wide effort to strengthen the singles business. He told BMW that manufacturers long have wrestled with the prospect of reducing the cost of singles in the hope of increasing

*(Continued on page 2)*

### EMI's L. G. Wood Due for U. S. Visit

LONDON—L. G. Wood, managing director of EMI Records, the British operating company in the Electrical and Musical Industries group, makes his annual visit to the United States next month. He is scheduled to leave London September 20 for what will be a three or four-week stay.

He has accepted an invitation to be the first guest speaker of the newly formed International Record Men's Club in New York the day after his arrival in America. His subject will be "The European Record Scene."

Wood will spend much of his time in conference with officials of Capitol both in New York and Hollywood. He will also meet executives of many of the labels his firm represents in Britain. Included in his itinerary are visits to Cincinnati, Chicago, Las Vegas, Detroit and Philadelphia.

### MIXED EMOTIONS GREET GOODY PRICE SLASH NEWS

NEW YORK—Retailer reaction was mixed to the announcement late last week by Sam Goody of a price slash in singles. Following are comments received from various buyers at press time Friday (25) to the move, regarded by some as a prelude to a price war.

#### J. C. Penney, New York

"We're not really affected in New York, since we don't operate at retail there. However, in any case we wouldn't try to meet it. We couldn't. It would be a no-profit operation. Occasionally we will run with a group of three to six-month-old singles at a 29-cent special price but we would not cut pop hit stuff to such a point of selling at cost."

#### W. T. Grant

"We're not affected in New York. But if they spread this to Philadelphia, we would meet it. We would have to because we're very close to his location. Probably a lot of others would too."

#### Sears, Chicago

"This is the first we have heard of it. We have no plans at the moment." Currently, Sears' singles prices range from 77 to 98 cents, depending on the local situation. Although Sears buys volume centrally, it purchases singles locally. Local buyers have the prerogative of adjusting singles prices.

#### Montgomery-Ward, Chicago

"Thus far we have no knowledge of Goody's decision and no plans regarding it. Matter depends on the recommendation of the local store." Local stores control prices and buying and a decision as to what an individual outlet will do depends on the thinking of the record department or store manager."

#### Colony Record Shop, New York

"We've had this problem for years, and we've always managed to live with it. Of course, it's simply a question of degree of discounting. This 56 cents thing seems fantastic to me. I pay 60 cents for singles. How can he sell them for 56 cents? I would like to find out how he does it. We still sell singles for 98 cents and will continue at that level. But others will probably undercut him. First thing you know, somebody will be selling them for 50 cents."

#### Korvette, New York

"This may well presage a price war. Consistent with E. J. Korvette policy, we will not sit idly by and permit someone to seize the initiative from us. Of course, we would meet the price."

### Two N. Y. Goody Stores Selling Singles for 56c

By REN GREVATT

NEW YORK—Sam Goody's two New York record stores slashed the price of singles this week to what appeared an unprecedented retail low of 56 cents. Goody, colorful Duke of the 49th Street disk scene, said the move was designed as a strictly competitive one "to keep our customers from being weaned away by a bunch of characters who treat records simply as a come-on."

The 56 cents single tag will apply to product from all companies and is effective at both Goody East and Goody 49th Street immediately. The price will be heavily advertised in the regular Goody daily newspaper media, including The Times, Post and Daily News. The new low price is being mulled now for other Goody stores in the Green Acres and Garden State shopping plazas and in Philadelphia.

In a frankly fighting mood, Goody remarked: I'm sick and tired of seeing these Johnny-come-latelies schlock records, our life blood, just to get customers into the store so they can sell them a refrigerator or a TV set. We're in the record business. Records are our sweetheart and if anybody is going to do violence to singles, it might as well be us.

"Seriously, I've been in this record business for a long time. I've seen a lot of these guys come and go. We always had a legitimate discount operation. If we advertised a price, we would have a stack of copies of a given record at that price. These guys advertise price like crazy, but you go in the store to buy the record and they

have a single copy or none at all on the shelf. 'We've just run out' they tell you and they're waiting for more. Then you take a look at all the old, dog-eared stuff you can buy at those great prices.

#### Times Change

"We used to be the discounter here. Now we're one of the higher priced stores. But we've taken the trouble to always have the merchandise in depth and it's all new and clean. And we always will feature some special new item at a terrific price. If they want to meet it, they have to lose money. We can do it because we can buy right and we have a lower overhead.

"As far as singles go, they are not a big part of our business. But this is part of giving service. And we don't intend to watch anybody walk away with any of our business. A lot of these people made inroads on us when we were in our Chapter 11 trouble, and they got the idea they were real record merchants. But now we're out of trouble and I think we'll surprise a few of them.

"Our business this year is already 30 per cent ahead of the same period last year, and we're swinging. We'll show at least a \$7,000,000 gross for this year. Our Philadelphia store alone is shooting for \$1,250,000. And to show you the kind of traffic they're building, five new leases have been signed in the last few weeks in the same block where our store is, among them, Lane Bryant. I guess that shows how we're building the traffic."

### SINGLE PRICE SLASH EYED BY JUKE OPS

NEW YORK—The disclosure that Goody's will cut the price of .45-r.p.m. monaural singles to 56 cents will probably be received by a great deal of interest by the nation's juke box operators (see separate story). Indications are that other large discounters and chain operations will meet Goody's price. The great bulk of record purchases by juke box operators is currently made through one-stops. However, if drastic price cuts at the retail level are put into effect (and if these retailers are able to offer an adequate inventory of singles), this pattern could be changed.

## Index to Contents

### General

- International Music.....22
- Manufacturer News.....4
- Talent News.....8

### Music Pop Charts

- Best Buys in Records.....33
- Best Selling Phonographs & Tape Recorders.....16
- Best Selling Sheet Music in U. S.....34
- Bubbling Under the Hot 100.....28
- Double Play Disks.....48
- Hits of the World.....22
- Honor Roll of Hits.....34
- Hot 100.....28
- Hot C.&W. Sides.....31

- Hot R.&B. Sides.....31
- Singles Programming Guide.....31
- Top LP's.....26
- Top LP's by Category.....24
- Top Market Breakouts.....33
- Yesterday's Hits.....14

### Reviews

- LP Reviews.....24
- Single Record Reviews.....33

### Radio-TV Programming

- Artists' Biographies.....14
- Programming Panel.....14
- Yesterday's Hits.....14
- Vox-Jox.....14

### Music-Phonograph Merchandising

- Album Cover of the Week.....20
- Best Buys in Records.....33
- Best Selling Phonographs & Tape Recorders.....16
- Disk Deals for Dealers.....16

### Coin Machine Operating

- Bulk Vending.....46
- Coin Machine News.....44
- Coin Machine Price Index.....32
- Double Play Disks.....45
- Singles Programming Guide.....31

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EDITORIAL

# Singles Re-Examined

This week's dramatic developments in the singles field may be a prelude to a searching exploration of traditional pricing and merchandising attitude. We have reference to (1) Jim Conkling's concept wherein the consumer would receive more product at no increase in price, and (2) Sam Goody's decision to drastically slash the singles price to 45 cents. (See separate stories for details.)

Both these moves represent an awareness on the part of different segments of the business of the need for a new approach to singles—possibly a new philosophy or fresh merchandising tangent. Implicit in both moves is a recognition of the desirability of giving the consumer more for his money.

These developments should not be misconstrued. They are not indicative of a sick singles business. Rather, they point up the need to broaden the singles business to the fullest degree so that its position may be maintained as (1) an excitement factor; (2) a talent development factor of vital import to the album field, and (3) as a high profit business even when considered apart from its connection with album merchandising.

### Commendable Move

It is too early to determine whether the Conkling point of view is the answer. It is not too early to state that his action is commendable and courageous; that it reflects the executive's attitude that a changing industry calls for fresh techniques.

The Conkling approach is ingenious in that it offers the consumer more while at the same time recognizing the general claim of manufacturers that it is uneconomic to drastically cut the price.

It is no secret that at the manufacturer's level, a drastic price cut is a very unpopular matter. Other segments of the business, too, support this view. On the other hand, a scattering of knowledgeable manufacturers have privately admitted that a more conservative price slash—say to 65 cents—is entirely logical. This in turn has been rebutted by the argument that such half-way measures will not be meaningful.

It would seem that pressures are now building and that some of these attitudes and points of view will be tested. This is all to the good, for through these probes, and through a process of elimination, the industry will come up with the most feasible method of buttressing singles sales.

## Goodman Tops Sunset Mgt.

NEW YORK — Nat Goodman will head up Sunset Enterprises, Inc., talent management firm, as executive vice-president and general manager. Sunset, with offices in New York and Hollywood, was originally set up by Clyde Otis, Liberty Records a.&r. exec. The appointment of Goodman indicates an expansion on the part of Sunset, for Goodman's managerial interests will be merged with those of Sunset.

Sunset's newest artist is Timi Yuro. A Clyde Otis discovery, currently riding the smash Liberty hit single, "Hurt." Sunset's interests also include Otis' small interest in the management of Brook Benton, consistent hitmaker whom Otis recorded (and wrote material for) during Otis' tenure at Mercury.

Some of Goodman's artists that have moved to Sunset include the Diamonds, Jay Epae, the Para-

(Continued on page 39)

## Cy Leslie Says All's Well With His Operation

NEW YORK—Cy Leslie, president of Pickwick Sales, announced last week that, despite confusion in the trade, his company is doing a higher level of business than ever and that all is well with his Design, Cricket, International Award and Instant Learning record labels.

Leslie issued his statement to clarify confusion resulting from the appearance in recent reports of the name "Leslie" in connection with certain bankruptcy actions. Leslie Distributors, well-known New York one-stop, filed a petition under Chapter 11 of the Bankruptcy Laws last week. The week previous, a Framingham, Mass., rack firm, Toy Distributors, went into bankruptcy proceedings and was taken over by Leslie Sales Company of Needham, Mass. Oddly enough, Cy Leslie was a substantial creditor of the defunct Toy operation.

# WB Sets New Singles Plan

Continued from page 1

their sales. Since this would prove to be economically unfeasible, Conkling said, the only other way to give the public more for its singles money is with the addition of the bonus selections.

As Conkling sees it, the consumer as well as each facet of the record industry will benefit from the "Plus 2" plan. Obviously, the buyer will get more for his money, and if this pays off with the anticipated sales increase, the dealer will reap greater returns without having to contend with a singles price cut to gain the increase. Distributors, one-stops, and rack-jobbers also will enjoy their share of the increased sales, Conkling said.

Disk jockeys will find the "Plus 2" a far more flexible record than the single as they've known it. Conkling predicted jockeys who have been forced to "double-spot" (i.e. crowding in two commercials between disks), now will be able to sandwich in a spot announcement during the break in the "Plus 2" between the new recording and the bonus track, he said. This device will hold greater appeal for listeners. On the other hand, if

they choose to spin only the new selection, they can do so without going into the "oldie but goodie" portion of the disk. Furthermore, the disk releases will provide stations with shortened versions of former releases, thereby allowing them to play more oldies without consuming air time required by a full-length disk.

### Juke Boxes, Too

Similar flexibility is extended to juke box operators. Operators, Conkling feels, will find it to their advantage to offer the complete double side at their usual single-play price, thus boosting the use of their boxes with a "two-for-the-price-of-one" appeal. Each side will last approximately three and a half minutes. Operators' extended play boxes will have a deluge of new material as a result of the "Plus 2" singles, for they will be able to use the "Plus 2's" as EP's. Should neither approach please a significant number of operators, WB will press special two-selection disks for the juke box trade.

Artists will benefit through increased sales and doubled exposure resulting from doubling the

number of selections per disk. Music publishers will reap additional royalties since each disk will contain twice the number of selections.

In calling on other manufacturers to adopt the "Plus 2" plan, Conkling pointed out that this would be to their advantage and to the advantage of the record industry as a whole, a lot more than to the WB label "since many of our competitors are much stronger in the singles field" than his own label. Conkling recognizes that the "Plus 2" concept will need other labels to get behind it before it revitalizes the singles business.

WB is kicking off its "Plus 2" plan with an Everly Brothers release that couples two new recordings, "Don't Blame Me" and "Muskrat," plus bonus additions of their "oldies but goodies," "Lucille" (it reportedly reached the million seller mark in spring 1960) and "Walk Right Back" (which passed a half-million earlier this year).

As it now stands, the "Plus 2" concept, embraces only the 45-r.p.m. disk. However, Conkling said the same principle will be applied to the compact 33 once the market for the 33 1/3 r.p.m. singles warrants it. Regardless of the speed of the single, he said, the point is to boost singles sales by giving the customer more for his money.

The only segment of the industry that stands any risk at all in the "Plus 2" concept is the record manufacturer who will have to foot a 12 to 15 per cent cost increase. However, Conkling feels that the resulting increase in singles sales will more than cover the manufacturers' calculated risk. But only time can tell all the ramifications this concept holds for the industry.

## Bills Seen as Possible Solution To Disk Transshipping Problem

NEW YORK—ARMADA is trying to find a "suitable solution" to the problems of transshipping, according to proxy Art Talmadge, who said this is the organization's next big project.

In a report to ARMADA's executive board, legal counsel Sigmund H. Steinberg presented his findings on three pending federal bills, which could (if any one—or all—were enacted) have a "definite effect on the situation."

The first, Bill S. 1396, now in the Senate Judiciary Committee, said Steinberg, "would permit licensees of registered trademarks as registered users. This would allow a manufacturer to assign the use of his trademark on an exclusive basis to a user (distributor) on an exclusive basis in set areas or territories. A manufacturer would be required to file the granting of those rights with the Federal Trademark Division. It would be the responsibility of the manufacturers to police this practice, and this would require great vigilance."

A second bill, S. 1722, said Steinberg, "would offer a Federal Fair Trade law, which, if enacted, would provide complete price protection. Prices could be fixed at every level as determined by the

manufacturers. "This bill differs from other Fair Trade legislation which sets the price levels at retail only."

Under this bill, opines Steinberg: "there is considerable flexibility, wherein a manufacturer can set the price to the distributor, one-stops, rack operator and to the dealer from the distributor, as well as the final retail price tag. The price setting would be voluntary with each manufacturer." Three hearings have already been held on this bill, and they will be continued.

Still a third bill combines features of the two described above. Steinberg stressed that in order for any or all of this legislation to pass Congress, it would be necessary for ARMADA to join with other industries (hardware, pharmaceutical, etc.) to fight for enactment.

## Capitol Sets All-Out Drive On Kiddie Wax

HOLLYWOOD — Capitol Records will launch an all-out drive aimed at recapturing its predominant hold of the children's record field, BMW learned last week. A decade ago, the label commanded the lion's share of the nation's kid-disk market.

On September 5, Capitol will re-issue 10 of its top-selling children's albums for the first time in LP form. Three of the packages will be "Record Readers," the Capitol innovation which allows youngsters to follow the disk's contents by reading the album's bound-in booklet. These usually consist of full-color cartoons depicting the album's storyline. Record Readers included in the forthcoming release will be "Woody Woodpecker and His Talent Show," "Walt Disney's The Three Little Pigs, and "Bozo at the Circus."

The "Bozo" recording will be made available both in 12-inch LP form and as a 33 Compact Double. "Bozo" is Capitol's all-time best selling children's album. Bozo himself was created by Capitol Vice-President Alan Livingston during the late '40's and was the first character conceived specially for the disk medium.

(Continued on page 39)

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# Radio Lux Serving O'Seas Night Owls

LONDON—As of Sunday, September 17, Radio Luxembourg transmissions will continue until 3 o'clock each morning, it has been announced here.

For the first time, Europe will have a specially designed pop disk presentation daily until the early hours. Also for the first time, Radio Lux will be putting out a

## Carlton for FTC-Trade Meet Idea

NEW YORK—Carlton Records, through the voice of its candid-speaking president, Joe Carlton, has heartily endorsed the idea of a record industry trade practice conference to be established through the Federal Trade Commission.

A petition for such a conference was filed with the FTC two weeks ago (BMW, August 14) by attorney Dudley Weiss of the Boston law firm of Mahony, Weiss, Brook and Davlin on behalf of the Society of Record Dealers of America (SORD). Weiss is counsel for the Boston area chapter of SORD.

Carlton's letter to Weiss was one of more than 100 from all segments of the industry which flooded the Boston office following disclosure of the action.

Carlton stated: "The individuals of our industry must awaken to the need for such action. I believe the FTC alone has the experience and acceptance as an impartial agency acting without interference but with impartial guidance... to help this industry formulate a new, realistic code of fair practices that can build a healthier, happier industry and regain its self-respect. "I am sending a copy of this letter to the Record Industry Association of America with my strongest recommendation that this group lend its support to your application. If I can assist in any way to help attain the goal of a trade practice conference, please call upon me immediately."

## Merc Branch Plans Changed

CHICAGO—Mercury Records broke off several weeks of negotiations to sell its company-owned New York distributorship, and announced it would expand the branch.

Mercury is adding a special products division to handle material from other companies. The firm is in the process of taking on other lines and plans to expand its promotion and sales force as these are added.

Abe Chayet, new general manager, will oversee the entire branch operation. He has been with Mercury's sales department for some five years. Herb Rosen, promotion manager, assumes the additional duties of merchandise manager. Administrative and sales personnel remain the same.

News of the possible sale of the branch leaked out last week when Mercury executives held discussions with both Alpha and Portem distributors in New York about taking over Mercury's New York operation.

Mercury at one time had nine company-owned branches but has since disposed of all but the New York operation. Earlier this month, its Chicago branch was purchased by Leonard Garmisa, Garmisa Distributing Company here.

program for the whole area it serves and not on a national basis as previously.

Executives of Radio Lux' three main services—English, German and French—have been thrashing out the problems presented in the project. Previously the three arms have developed their own programs sharing the transmitter facilities on well-defined lines. The combined presentation now envisaged brings new problems of repertoire selection to appeal at the same time to the many differing tastes and need of the communities forming Europe. Radio Lux' three transmitters will be used, operating on long, medium and short waves.

### Scandinavians Listen

The present English service is on the air from 8 p.m. British time (6 p.m. in winter) to 12:30 a.m. (30 minutes later than the BBC's closedown). In addition to serving Britain, it is known to have a wide listenership, particularly in the Scandinavian countries where English is widely understood. In Oslo, for instance, it has been estimated that more people listen in the evening to Radio Lux than to the Norwegian state service.

British disk firms buy a considerable amount of the total air time for promotional purposes and it is known that this has an influence not only on sales in Britain but over much of the Continent.

At present there is little pop music to be found by European insomniacs after the Luxembourg closedown at 12:30 a.m. The American Forces Network continues for a further 30 minutes only. Various national radio stations continue but only to serve a limited area.

Radio Lux will add three extra disk jockeys to its staff for the new show. Each will handle the particular language announcements needed. These will be kept to a minimum. There will also be spot commercials but no sponsoring of segments. An innovation for Radio Lux' British service is the inclusion of news and sports flashes.

## Russ Molloy Quits Bel Canto

HOLLYWOOD—Russ Molloy, a pioneer in the pre-recorded tape field, last week resigned as president of Bel Canto Stereophonic Recordings (Thompson-Ramo-Wooldridge) following a difference in management policies. Molloy is expected to move back to Los Angeles from Bel Canto's Columbus, Ohio, headquarters. He will disclose his future plans at a later date.

Molloy, in conjunction with Nate Duroff (Monarch Record Manufacturing Company), helped found Bel Canto in 1955 and served at its helm until last week's resignation. He built its catalog of more than 250 titles with recordings available in both two and four-track stereo tape. He also concluded affiliations whereby Bel Canto distributed tape versions of recordings by Dot, Liberty, Mercury, Stereo Fidelity, Chess, Checker, Argo and Disney labels.

Bel Canto was purchased from its founders by Thompson-Ramo-Wooldridge, Inc., two years ago this month as an adjunct to T-R-W's Bell Sound Division which markets tape recorders and hi-fi components. In January, 1960, T-R-W moved Bel Canto from its Culver City, Calif., headquarters to Bell Sound's home base in Columbus, Ohio.

# Quality, Quantity of B'dway Musicals Due for '61-'62 Season Excites Trade

## New Shows by Coward, Rodgers, Styne, Comden & Green Lead Anticipation to Scene; Incentive to Cast Diskings

By BOB ROLONTZ and JUNE BUNDY

NEW YORK — The Broadway musical scene for the upcoming season of 1961-1962 is shaping up as the most exciting in many years. Many more musicals are heading toward the main stem than last year, and some of the country's top writers' are involved in the new shows. The scramble for original cast LP's by the record companies is already under way, with the three-way battle for "Subways Are for Sleeping," ultimately won by Columbia, an indication of the current show competition.

### 'Sail Away' Rates

The first big opening of the

Broadway season is Noel Coward's "Sail Away," due in New York on October 3. The show has a sock advance sale, for its New York run, and its three-week Philadelphia run—which starts on September 5—is already sold out. Capitol has this album and expects a big one with it.

The next show coming into New York is "Let It Ride" with a score by Jay Livingston and Ray Evans, which stars George Gobel and Sam Levin. A musical version of "Three Men on a Horse," this show opens in New York October 6, and is set for an original cast waxing by Victor. The third October show is "Kwamina" with

a score by Dick Adler. Opening date is October 17, and Capitol is the possessor of this original caster.

After that there are a flock of shows due, including the aforementioned "Subways Are for Sleeping," with Carol Lawrence. This show, with a score by Jule Styne, Betty Comden and Adolph Green, was the subject of a battle between Reprise and Columbia for the original cast rights until producer David Merrick finally assigned it to Columbia. Columbia has another show due in soon after, "Kean" starring Alfred Drake, with a score by Wright and Forrest.

Victor has one of the hot shows of the year in the new Frank Loesser opus, "How to Succeed in Business Without Really Trying," due this fall. Victor also has the Jerry Herman musical "Milk and Honey" for the fall season. Capitol has come up with a plum with the first musical in many years by Arthur Schwartz and Howard Dietz, "The Gay Life."

### Others Expected

In addition to these shows, already set with record firms, other musicals are expected on Broadway this fall. They include the new Richard Rodgers show, which features both music and lyrics by Rodgers and will star Diahann Carroll. This show, titled "No Strings" is due in the late fall. "Kicks and Co." by singer-cleffer Oscar Brown with Burgess Meredith, is also scheduled for fall showing. "The Crime of Giovanni Venturi" with words and music by Ronnie Graham and Milton Schaffer is headed for Broadway.

Carolyn Leigh and Cy Coleman are also working on a new show called "Little Me." Eddie Lawrence and Moose Charlop are in the throes of creating a new musical called "Kelly." "A Family Affair" by Jim and Bill Goldman and Bill Kander is also on the schedule. Mort Sahl is starting in a new one-man type show, "At Nine o'Clock" which is probably going to be recorded by Reprise. And a revue called "From Second City" is due to hit New York in the fall.

From England two hot shows are ready to make their Broadway debuts this coming season. One is a slightly satirical revue called "On the Fringe" which has taken the West End by storm. Another is "Oliver" which has turned into one of England's top shows. It is interesting here to note that visitors to England are bringing back English original cast recordings of these two shows for their friends to hear just as English visitors used to bring American "My Fair Lady" waxings back to London five years ago.

## IVES STARS IN RADIO SERIES

NEW YORK—The Gotham Recording Corporation has completed the first 13 programs in Burl Ives' new radio series "The World of Folk Music," produced for the Social Security Administration.

The series will be distributed by more than 600 Social Security offices throughout the country. Gotham is now making plans to start production on 13 more segments. Guest stars appearing on the program include Josh White, the Limelites, Theodore Bikel, Miram Makeba and Oscar Brand.

# Gortikov Cautions SORD Against 'Preferential' Talk

## Cites Dealer Group's Special Support Of Garner & Wood as Narrow, Harmful

HOLLYWOOD — Some dealers, in magnifying the record club issue out of proportion, have distorted their business vision to such a degree that they no longer can see all the benefits manufacturers offer them. So said Stan Gortikov, Capitol Records Distributing Corporation's vice-president and general manager, last week in a letter to Society of Record Dealers' President Howard Judkins Sr. The CRDC top executive reminded dealers that "club distribution is not the cause of our principal problems, nor would (its) discontinuance be the cure."

Gortikov's comments were triggered by SORD's recent line of attack upon the record clubs by hailing all who come out against them, and by pledging all-out dealer support for those artists and labels who take an anti-club stand. Latest to win SORD's full support for its no-club stand was Dot Records. Dot President Randy Wood, addressing SORD's annual general membership convening in Chicago last July, said: "Dot Records is not going into the club business now or in the foreseeable future, but if we ever do, it will be done (Continued on page 18)

## LATE POP SPOTLIGHTS

### SINGLES

#### BOB AND JERRY



**WE'RE THE GUYS (WHO DRIVE YOUR BABY WILD)** (Aldon, BMI) — Here's a bright answer tune to the current smash by Barry Mann, "Who Put the Bomp (in the Bomp, Bomp, Bomp)" and it could be as big as the original. Flip is "Dreamy Eyes" (Blackwell, BMI) Columbia 42162

#### THE VICEROYS



**UNCLE SAM NEEDS YOU** (Hidle, BMI) (2:20) — This record, originally out on Little Star label, is a very funny take-off by the Viceroy's on the feelings of a group of guys facing a term in the service. Good teen fare. Flip is "I'm So Sorry" (Hidle, BMI) (2:10). Smash 1716

#### BILL BLACK'S COMBO



**HONKY TRAIN** (Jec, BMI) (2:00)—**MOVIN'** (Jec, BMI) (2:11) — Two sock sides by the Bill Black Combo that should keep the group's hit string going. Top instrumental has overtones of the old "Boogie Woogie" hit of guys back. Flip is a driving item featuring honking horn. Hi 2038

#### BOBBY VINTON



**WELL I ASK YA** (Hollis, BMI) (2:03) — The catchy tune, which now has five recorded versions, is handed a sock reading by Bobby Vinton over attractive backing. It has a chance to catch a big share of the loot. Flip is "Hip-Swinging, High Stepping Drum Majorette" (Quartet, ASCAP) (2:07). Epic 9469

### ALBUM

#### STEREO 35-MM.



**Enoch Light and His Orchestra. Command RS 826 SD** (Stereo) — Enoch Light has done it again with a brilliant "sound" record that should maintain Command's leadership in the field. The record, recorded originally on 35-mm. film, is one of the most remarkably true sounding disks on the market, with a liveness that makes the ork sound as though it is right in the room. The arrangements by the Light crew are perfect for stereo. Tunes include "Heat Wave," "The Man I Love," "Love for Sale," and "All the Way." Should be a smash seller.

## U. S. Army PX Record Shops Await Supplies From America

By OMER ANDERSON

NUREMBERG—Disk shelves in U. S. Army post exchanges in Western Europe are as bare as Old Mother Hubbard's cupboard, thanks to the Kennedy Administration's "buy America" policy.

But officials of the European Exchange Systems (EES), the Army's European PX network, state that the disk shops' nudity is only temporary. "We've cleaned out foreign-pressed disks and are awaiting Stateside production. We'll be back in business bigger and better than ever," an EES platter potentate explained.

The official's optimism is important for U. S. disk producers: EES has become over the years a giant outlet for U. S. pop disks.

EES experimented with U. S.-versus European-pressed disks for several years after launching record sales in 1953. In the end EES decided to concentrate on European pressings because of speed and cost factors.

### Lack of Pop Hits

England has become the biggest single foreign supplier of EES platters. EES has emphasized a "Hot 100" sales policy of "the top tunes while they are still tips." At the moment it's the top pop that is conspicuously absent from PX disk shelves.

There is still a fair assortment of classical and ample Westerns.

EES' annual disk sales have climbed to around \$3 million, and phonograph records and phonograph accessories have become a major item of PX stock.

Since the PX sells record players and all accessories, the military shopping systems find the disk trade a self-generating endeavor—platter racks generating demand for record players and vice versa. "We get 'em coming and going," an EES official observed happily.

EES disk sales doubled in the first four years and they have gained a further 40 per cent since 1956.

Although popular music accounts for the bulk of platter purchases, EES diskeries stock all types of

recorded music—jazz, country and western, rhythm and blues, classical, international, operas and seasonal music.

EES officials believe that U. S. pressings can be fitted smoothly into PX stocks. "The time factor is the main consideration," an official pointed out. "We operate just like record shops in the States: We have to have top tunes in stock while they are still sizzling on the "Hot 100" list. When we order from the States, it simply means that we have to look sharper into our crystal ball."

However, EES stocks all types of music, which reduces its dependence on hot pop. Each PX record shop has a special order catalog which is changed periodically to keep it abreast of changing musical tastes.

Disks not in stock can usually be ordered through the local PX disk shop from the EES central depot at Ansbach, West Germany, 25 miles from Nuremberg.

EES prides itself upon operating a strictly professional diskery setup. "Don't get the idea we're supported in any way by the taxpayers," a diskery bigwig admonished. "Not at all. We're out to make money, and we work as hard at it as any Stateside disk merchandising operation."

The PX's platter policies bear out the official. There is no effort here to push classical music or any other type with a supposed cultural content. The PX sticks strictly to customer tastes.

Moreover, EES has developed its mammoth disk operation by spotting trends and exploiting them, rather than passively waiting for the customers to tap it on the shoulder.

Spectacular proof of PX platter enterprises is the phenomenal increase in sales of country and western, which now accounts for about 60 per cent of total EES disk sales.

The PX plunged on c.&w. despite considerable brass-bound opposition.

EES operates disk shops at nearly all of its main PXs in West Germany, France, Italy, North Africa, England and other European bases.

## 'INFANTS' PROTECTED

### New N. Y. Child Labor Law Affects Kid Disk Talent

NEW YORK—A new New York statute covering employment contracts of minors in show business "sounds the death knell for onerous contracts" negotiated by unscrupulous labels and managers with inexperienced youngsters, according to United Artists Records' foreign operations chief Sidney Shemel.

However, the new law (which becomes effective September 1) also poses serious problems for the entire record industry, in view of the field's current dependency on under-age artists in the singles market. Top-selling disk names in this category (under 21) include Brenda Lee, Chubby Checker, Bobby Rydell, the Highwaymen, Linda Scott, Eddie Hodges, Ricky Nelson, Paul Anka, Ann-Margret, Gene Pitney, Brian Hyland, and at least one member—and in many cases all — of most of the top groups.

Heretofore — under New York State law—a contract with an 18-year-old artist could not be disaffirmed by him or her if it were shown that the contract was reasonable and that the "infant" was familiar with, or engaged in, the entertainment business.

Contracts made with artists younger than 18 could be disaffirmed by them at any time prior to ratification after they reached 18 or 21, but where the artist's parents were party to the contract (as almost always is the case), an action for damages could be

brought against the parents or guardian.

Under the new law an "infant" (under 21) may disaffirm a contract if it were not submitted for approval (after September 1) and the parents or guardians shall not be held liable either as a party to the contract or as a guarantor of contractual performance. True, if the contract is approved, the "infant" may not disaffirm or repudiate it. However, the "infant" can only bind himself for three years, and if at any time he or his parents (or his guardian) think the approved contract "impairs the well-being" of the artist, an application may be made to the court for revocation of court approval.

Thus, it is no longer possible for a label to enforce a non-approved contract by suing an artist's parents or guardian,—thereby putting parental pressure on the artist. At the same time—an under-age artist can get out of his contract at any time if he (or his parents) can convince the court that his "well being is impaired."

As Shemel points out, the new law will certainly serve to check the actions of sharp operators who, in the past have signed young performers to long, long contracts which frequently deprived them of foreign rights, sliced royalties to a near non-existent point, etc.

However, it may also work a hardship on young artists, in that labels will undoubtedly hesitate to put money, time and promotion behind young, un-tried performers in the future unless they have top potential.

The law is not retroactive and only applies to contracts of minors who are residents of New York or who are to perform services in this State. Here again, though, a legal problem—one of interstate conflict of law — is posed. Manufacturers wonder if an under-age artist, signed a contract while residing out of New York, could he then disaffirm the agreement if he moved to New York, and would his parents be liable on the contract.

### WGES Plans No Program Change At Present Time

CHICAGO — Official statements by McLendon chain executives temporarily put an end to rumors that its newly purchased station, WGES here, would abandon its top rated r.&b. policy in favor of a so-called good music format.

A press release issued under the signature of G. B. McLendon, president, said WGES was planning no change in programming policy or personnel. Station executives likewise affirmed the comment.

Still to be considered, however, is that while McLendon has signed a contract to purchase the Chicago-based station, the sale is still to be approved by the FCC. And traditionally, comments regarding proposed changes are not made until action by FCC.

Earlier this week, a syndicated report put out by Bill Gavin, San Francisco, carried the news that Ron Baxley, San Francisco deejay, would take over as program director for WGES. The news, however, was later denied with Gavin carrying a correction.

Local record industry traders however—especially those with r.&b. or rock and roll product—continue to feel that the present policy at WGES is due for a change, perhaps later this year.

# Artist Pacting Contest at Peak

By BOB ROLONTZ

NEW YORK — There is more wheeling and dealing, more offers and more counter-offers being made for name artists today than in any recent period of the record business.

Talent managers are being approached by record companies before their artists' contracts are due to expire on their current labels. Healthy advances are being made to artists prior to the expiration of their contracts, and some of the pacts being offered have guarantees and clauses that dwarf those of less than a decade ago.

### Full Line Outfits

The reason for this sharp competition is that many record firms have now joined the charmed circle of big-time, full-line outfits, with a need for names to keep their album and singles product flowing. In addition to the four majors, Victor, Columbia, Capitol, Decca, such growing firms as Dot, Mercury, MGM, ABC-Paramount, Liberty, Atlantic, Warner Bros., Chess-Checker-Argo, United Artists, London, King, Kapp, Imperial, Roulette and others have spread out into full-line firms covering most,

### Victor Rushing 'M & H' Singles

NEW YORK—RCA Victor is rushing out two singles from the show "Milk and Honey." Sides are "Shalom" sung by Robert Weede, and "As Simple as That" sung by Mimi Benzell. The two sides will be coupled on a special single to be issued by Victor, which has the cast rights to the show.

This is an unusual release both in the coupling and for the fact that the singles being issued are by singers who are also stars of the show. "Milk and Honey," with a score by Jerry Herman, opens in New Haven tonight (10) and in New York at the Martin Beck Theater on October 10.

if not all, musical fields. And new firms, like Reprise, have added to the pressure.

### Hefty Deals

The contracts and deals now being offered are hefty. Dinah Washington, soon to move to Roulette from Mercury, is said to have picked up a bundle of cash for signing her Roulette pact many months before her Mercury contract was over. Paul Anka has been negotiating with a number of firms for a big guarantee pact close to a year before his ABC-Paramount contract ends. Tony Bennett is be-

ing actively sought by Reprise to join the label at the end of his Columbia pact. Connie Francis was talked to by a number of labels as she neared the end of her MGM pact. One large diskery has offered Johnny Mathis a good chunk of stock if he will join the label upon the end of his Columbia contract.

It isn't only the pop or singles artists who receive the big offers. Terry Snyder transferred from Command to United Artists with a \$50,000 a year guarantee. Leonard Bernstein was offered a strong

## Filipino Bootlegs Hit U. S. Artists

MANILA, P. I. — Pirating and bootlegging continued to dominate the Philippine disk scene this week with many American hits being bootlegged into best selling status. Principal operations involved include the Sun Recording System, a firm owned by Manuel Cheng, and alien Chinese; and Vertex Records, understood to be jointly held by various of the more important deejays in the island nation.

Some legitimate recording firms here are known to be reeling—in fact tottering—from the effects of the bootleggers. The price of singles here includes a 30 per cent sales tax, which is not a factor with the bootleg product. The illicit firms are therefore operating under a considerable advantage. Beyond this, no money is being paid to the original disk owners, the publishers, writers or artists.

Among the artists represented in this week's Filipino hit parade are Bobby Vee, the Ventures, Duane Eddy, Johnny Burnette, the Playmates, Johnny Cash, Sam Cooke, Freddy Cannon, Bobby Rydell, Johnny and the Hurricanes, Bill

Black, Chuck Berry, the Everly Brothers, Billy Grammer and many others.

### Back in the States

Meanwhile, back in America, there is a growing irritation among diskeries as reports keep seeping back across the Pacific on disk developments here. It is known that actions are being considered by counsel Walter Hofer, on behalf of at least two of his clients, Liberty and Canadian-American Records.

Tradesters in New York have heard, too, that high Philippine government sources are becoming increasingly annoyed about the situation since they feel it can harm relations with the United States. A plan is believed to be in motion in New York to bring the Philippine Consul General there into the picture to exert what pressure he can to right the situation.

One of the most delicate matters involves the fact that some of the trouble in the Islands is traceable to disk jockeys, who, on the other hand, are the primary exposure medium for any new record release.

pact by another large label prior to signing his new Columbia contract last year.

Some record companies keep lists of key artists with the expiration dates of their contracts with other firms in order to make offers for the act at the appropriate time. The artists and their managers, of course, are not displeased by this attention. It not only gives them greater bargaining power with their current labels, but puts them in the driver's seat. The struggle for artists enables a top performer to obtain a mighty good contract with a high guarantee, solid advance and special treatment clauses.

Paul Anka, reportedly due soon to join RCA Victor, is said to have an indie producing deal in his forthcoming pact. The contract being offered Connie Francis at MGM is said to call for movies as well as disks. Erroll Garner's deal with ABC-Paramount is only for distribution with Garner owning his own masters.

### Columbia Signs New Names, Adds Mersey to A.&R.

NEW YORK — Columbia Records has signed a number of new artists in line with its current open door policy for artists. Carol Stone, young jazz singer recently at New York's Village Vanguard, has been pacted to the label. Guela Gill and the Oranim Zabar Troupe have also been signed by Columbia. And a new male jazz singer, Matthew Gee, has also signed a contract.

Meanwhile, Columbia has added Bob Mersey to the label's a.&r. staff as a producer. He will also record for Columbia as an artist. On the Epic label Roy Hamilton has been signed to a new long-term contract.



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**1 FREE**  
 until Sept. 30, 1961

From Billboard Music Week, Aug. 21, 1961:

150 Best Selling  
**MONAURAL LP's**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	SOMETHING FOR EVERYBODY Ella Fitzgerald, RCA Victor LP 6020	9
2	1	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	12
3	5	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	13

50 Best Selling  
**STEREO LP's**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	12
2	6	NEVER ON SUNDAY Sound Track, United Artists UAS 3090	14
3	10	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	13

VEE JAY

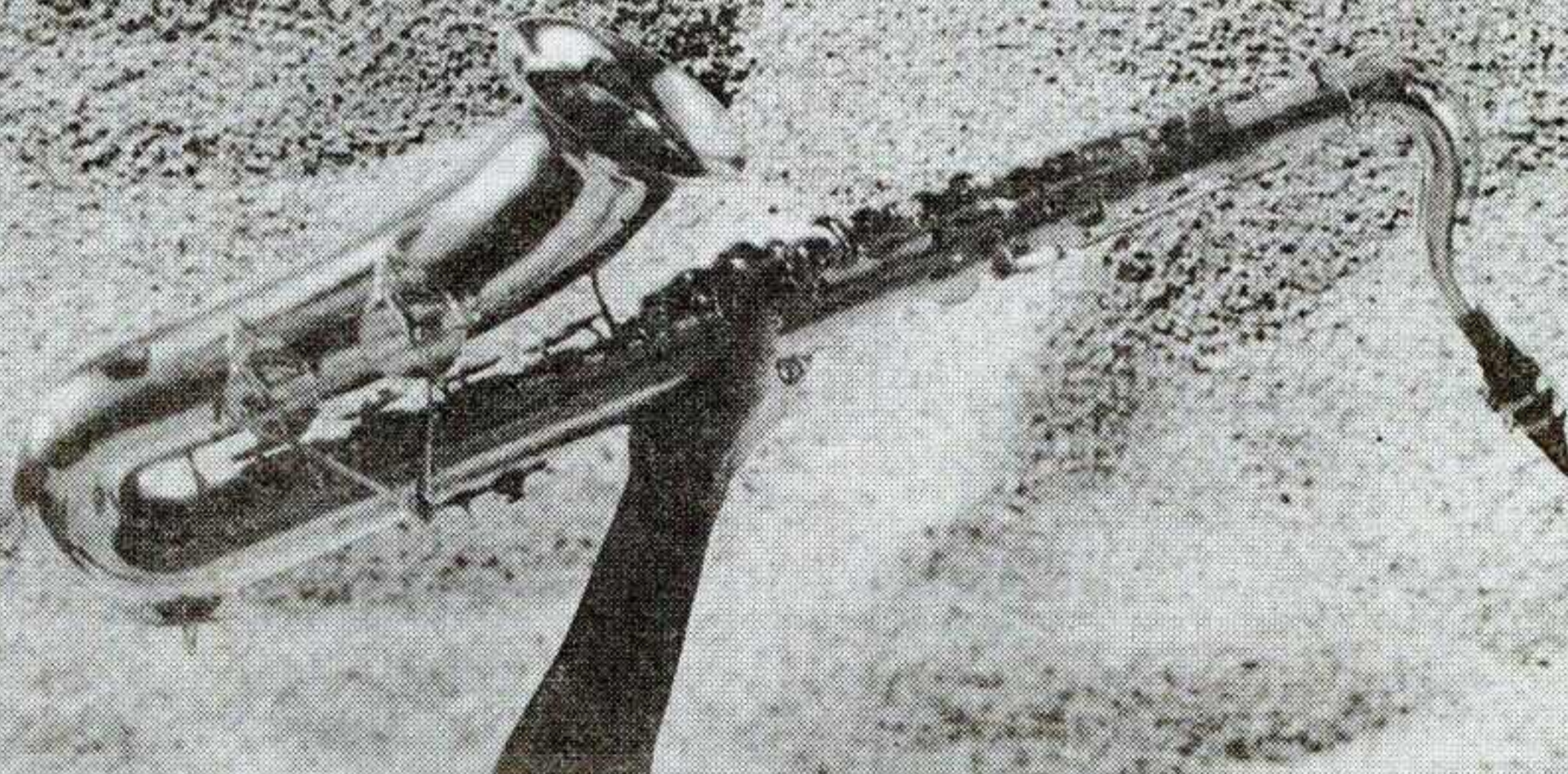
3016 VEE JAY

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This One



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# W. German Deputies Reject GEMA Royalty Explanation

BONN — Bundestag deputies have rejected Justice Minister Fritz Schaeffer's report on the finances of GEMA, the German performing rights society, as "entirely unsatisfactory."

Deputies criticized Schaeffer's report as insufficient, saying it does nothing to clarify charges that GEMA has been permitted to erect a monopoly position in the performing rights field, according to complaints. The complaint most often voiced is that the Justice Minister's cautiously worded statement "raises more questions, fosters more innuendo than it answers."

Spokesmen for the deputies, Richard Muckermann and Hermann Ehren, said they would place the GEMA issue before the new Bundestag in the autumn. "We intend to seek a full-dressed debate on this important matter," they said, "a debate which will make clear all facets of GEMA's operations. GEMA is a public organization and its operations should be open to public scrutiny."

The deputies were particularly disturbed, according to Muckermann and Ehren, by Schaeffer's open admission that the Federal Government has no formal control over GEMA.

Schaeffer said GEMA's collections are based on the performing rights law of June 19, 1901, and that GEMA is regulated under the general law regulating private organizations such as fraternal societies and sport groups.

**GEMA Not Obligated**  
The Justice Minister conceded that, legally, GEMA is not obligated to bare its books to the government, but in fact does so "voluntarily," under an informal agreement reached between the government and GEMA in 1952.

The deputies complain that Schaeffer skirted the corners with his answer. They ask that the Justice Minister flush out his facts and figures and submit to detailed interrogation as to why nothing appears to have been done since 1952.

The deputies state that they are intrigued by Schaeffer's breakdown on GEMA's receipts since 1957 and its administrative disbursements. According to the Justice Minister's figures, GEMA's administrative costs have remained essentially the same since 1957 — amounting to 13,333,284 million marks (four marks are \$1) in 1957 and 13,331,783 in 1960.

GEMA says it is unfair to emphasize the administrative costs total, however, without taking into account the increase in total collections, which rose from 61,880,260 marks in 1957 to 83,943,316 marks in 1960. GEMA points out, furthermore, that by percentage administrative costs declined from

21.55 per cent in 1957 to 15.88 per cent in 1960.

The 16 Bundestag deputies remain dissatisfied with this defense. It is their position that the figures and percentages produced by Schaeffer mean little until a penny-by-penny breakdown on collections and administrative cost disbursements are provided.

**No Specifics**  
The Justice Minister's report remained within the bounds of generalities, without descending to specifics. When the GEMA matter is laid before the new Bundestag in October, the Muckermann-Ehren forces intend calling for a detailed analysis of administrative disbursements.

The Bundestag deputies contend that the modern development of pop music has escalated the performing rights organizations, willy nilly, into positions of tremendous power in the music field. Modern technology has opened vast vistas of revenue-collection opportunity and created equally vast problems of financial responsibility and regulation. One of the 16 inquiring deputies remarked, "It is in the interest of everybody—the individual composers and artists, the public and the royalty collection organization—that the entire field of copyrighted music be thoroughly examined."

"It will permit us to legislate more intelligently and fairly if we are thoroughly familiar with every nook and cranny of the copyright preserve. It will also create confidence on the part of all in the responsibility and integrity of the copyright organizations," he continued.

The Bundestag group emphasizes that it favors guaranteeing composers and authors the greatest possible return on creative work. Muckermann stresses that he is himself a free-lance writer. Ehren

is an editor on a newspaper in the Ruhr.

The upshot of Schaeffer's report on GEMA apparently has been to convince the deputies more strongly than ever that it is time for a close look at GEMA in all of its operating detail.

## Co-Ordinated Investigation

There is speculation in Bonn that the French National Assembly will conduct an investigation of the French music industry in the light of the Le Technicien charges against SACEM. There is some talk here of trying to co-ordinate the two investigative efforts, if they in fact materialize.

Meantime, the Bundeskartellamt—the Federal Cartel Office—is still looking into complaints that BIEM, the international copyright organization, is interested in fostering monopolistic practices in the music field.

Under prodding from the anti-trust agency, GEMA withdrew from BIEM; but it is a case of the melody lingering on. As European economic integration picks up speed, via the European Common Market, the copyright and monopolistic practices of any one country become the problem of all the Common Market partners.

The Federal Cartel Agency is conducting a broad study, it is learned, into the operating procedures of the major European copyright organizations. This study concerns principally the type of contract used by the respective organizations, together with other restrictive or potentially restrictive practices characterizing their operations.

GEMA's 26 Parliamentary skeptics would like to undertake a general survey of European copyright organizations from the standpoint of what they do—or fail to do—for the composer and author and for the public.

# British Disk Production Hits New June Peak Topping 1960

By DON WEDGE

LONDON — Production of records by British manufacturers in June set a new high for the month. This was the second consecutive period when production attained new peak levels. May's output was also the highest ever (BMW, July 31). June sales by manufacturers were only slightly below setting up another record. At \$2,640,000, they were a mere \$16,000 — a fraction of 1 per cent—less than the previous high for the month in 1959.

These encouraging statistics are among the latest issued by the Board of Trade. Sales by value were 15 per cent more than in June, 1960 (\$2.64 against \$2.29). Home sales at \$2.09 were 18 per cent more than in the same month last year and in fact set a new high — the previous best being \$1.86 in 1959. The depressing trend of falling exports which had dogged the first half of the year was again halted. A 5 per cent increase over June, 1960, to \$0.55 was the result of better trading conditions in world markets. Even so, sales abroad were about 31 per cent less than the \$0.80 chalked up in June, 1959.

Unit production statistics make it clear that a large part of the improvement this year is accountable to increased sale of LP's. Over 1.7 million were produced, no less than 52 per cent more than in the same month in 1960, and 46 per cent higher than the previous best of two years ago. Sales of singles and EP's are combined and it is not possible to accurately break them down. At 3.55 million, production this year was more than 7 per cent greater than in June, 1960, although it was 6 per cent less than in 1959.

Total unit disk production in June was 5.24 million, 13 per cent more than in 1960. Only 169,000 78 r.p.m. disks were pressed in the month, most of them for export. This is only 3 per cent of the whole output. In 1957, when 78 sales reached a peak, they represented 65 per cent of all disks pressed.

mention a flock of smaller ones)—all record trad bands.

A recent issue of Melody Maker, the British music weekly, even indicated that those companies who haven't been able to corral a recognized trad combo, have, in desperation, recorded amateur trad groups.

Doug Dobell, jazzophile and the owner of London's leading jazz record specialty shop, says that trad LP's have had a steady market for years but that there has been a strong upsurge for months now in the sale of both LP's and 45 r.p.m. records. (So well has this jazz been doing commercially, that Dobell opened a new branch store in London last Christmas.)

Chris Barber's jazz band, gen-

(Continued on page 42)

# 'Trad' Fad Rocking British Isles; Even Staid BBC Airs Jazz Trend

By HENRY GOLDSTEIN

LONDON — It was perhaps a sign of the times when Britain's sedate BBC decided earlier this summer to initiate a series of live television programs with the omnibus title, "The Trad Fad." The "trad" of the title refers to traditional jazz and the programs have featured leading practitioners of British two-beat music such as Acker Bilk and Terry Lightfoot.

Recent events suggest that interest in trad is far from a transient thing. Always boasting a stronger appeal than modern jazz here, trad, in the last 9 or 10 months, has won new popular acclaim. EMI - Capitol, Columbia, British Decca, Pye and Philips—the major British recording companies (not to

# MUSIC AS WRITTEN

## New York

New distributor for United Artists Records in Houston is H. W. Daily. . . . Bob Demain is new general manager for Stara Kay's two labels, Starla and Ray Star. Dave Axelrod is new a.&r. director for the Hollywood firms. . . . Cy Levitan has been upped to handle a.&r. exclusively for Golden Crest Records, which is going on a big singles push this fall. . . . Saul Cohen, formerly with Laurie, has joined Golden Crest as sales manager. . . . Epic Records threw a swinging party for Lester Lanin last week to mark his new album, "The Madison Avenue Beat."

Sunbeam Music, Tommy Valando's firm, is publishing the score for "A Family Affair," new musical by John Kander and William and Jim Goldman, which will star Shelly Berman. . . . Herb Dale is new distributor for Time Records in Boston. . . . Ben Jones, manager, has signed Abner Jay, Peacock artist. . . . Erroll Garner did a whirlwind tour of Chicago Wednesday (23), visiting 12 radio and TV stations and three stores. Tour was set by Garmisa Distribs and Bonnie Kroll.

The Cliff Dwellers, social group, hired the Glenn Miller band, with Ray McKinley, for their boat ride up the Hudson River last week (23). . . . Kapp Records has appointed All-South Distribs, New Orleans; Eastern Records, Hartford, Conn., and Wemar Sales, Phoenix, Ariz., to handle distribution. . . . Pep Records has taken on Chancellor Records for Los Angeles.

Bob Rolontz

## Chicago

Erroll Garner (ABC) was accompanied by Bonnie Kroll, independent p.r. gal, last week as he visited a number of deejays including Lynn Burton (WCLM), Sid McCoy (WCFL) and Eddie Hubbard (WGN). Garner also stopped by to say hello to dealers Maury Alport, Met Music, Marty Spieler, Discount Records and Merrill Rose, Rose Records. . . . Eddy Arnold was in town to combine promo work for his latest ("One Grain of Sand" b-w "Worse Night of My Life"—RCA) with a meeting of his insurance brokerage firm. . . . Marty Simon, promo man for Music Sales Company, writes that he's moving his home from Memphis to Miami. . . . Mercury Eddie Mascari helped pen the latest singles release by vocalist Frank Dalton, known as Elvis' look-alike. . . . John Lee Hooker (Vee Jay) is set to appear at the first annual Detroit Northland Folk Music Festival, September 22-24. With him will be folk artists Guy Carawan, Jean Ritchie and Jimmy Driftwood. Hooker's latest Vee Jay LP was recorded in part at Newport. . . . Bud Dashiell and the Kinsmen (Summit), folk lore, opened with Mort Sahl (22) for two weeks at the Tenthouse. The threesome, signed for the show the day before opening night, received a warm response from the audience. They have an LP set for release in the near future.

Adona Records, new East Chicago, Ind., firm headed by Frank Dudek and Robert Bilen, recently signed the Jades, young vocal group. Gloria Manlong.

## Cincinnati

Sonny Hines, whose new Decca release, "Give Me Back My Heart" b.w. "Teardrop Avenue," hit the racks August 21, appears as guest star of the Sigma Alpha Nu International Convention at the Netherland Hilton here August 30-September 2. Still working under the personal management of Art Sirkin, Hines is currently at the suburban Touche Club here. . . . Chubby Checker and Bobby Lewis due in town Monday (28) for a show-dance date at Milt Magel's Castle Farm. . . . "What Kind of a Girl (Do You Think I Am)," the Charmaines' newest on the Fraternity label, is reported breaking in the Boston and New York sectors. The side has been covered by Erma Franklin on Epic.

Clyde Trask, veteran local band leader formerly for many years with the Russ Morgan ork, is making plans to quit the band business at the end of the year to devote his full time to the Ruth Best Entertainment Agency here, with which he has been associated for a number of years. Trumpeter Frankie Brown is slated to take up the baton when Trask steps down. . . . Jerry Cohn, of Cosnat Distributing, Detroit, gifted the Motor City jocks with birthday cakes recently to plug Stel Stevens' new Wink Records release, "Nobody Wished Me a Happy Birthday." The gimmick paid off handsomely in extra plays, Cohn reports. Bill Sachs

## Philadelphia

Paul Knowles, general manager of the RCA Victor Record Division at Raymond Rosen & Company, local distributors, recuperating from surgery at Methodist Hospital. . . . Mitzvah Record Company is the latest label to set up shop in this town. . . . Birdie Castle and His Stardusters back after three years in Chicago and on the West Coast, to play the clubs on the North Jersey side. . . . Sarajeann Hurst handling disk promotion for Warner Bros. Records. She's the wife of Ed Hurst, who handles Sunday video record show on WRCV-TV here from Steel Pier in Atlantic City. Maurie H. Orodener.

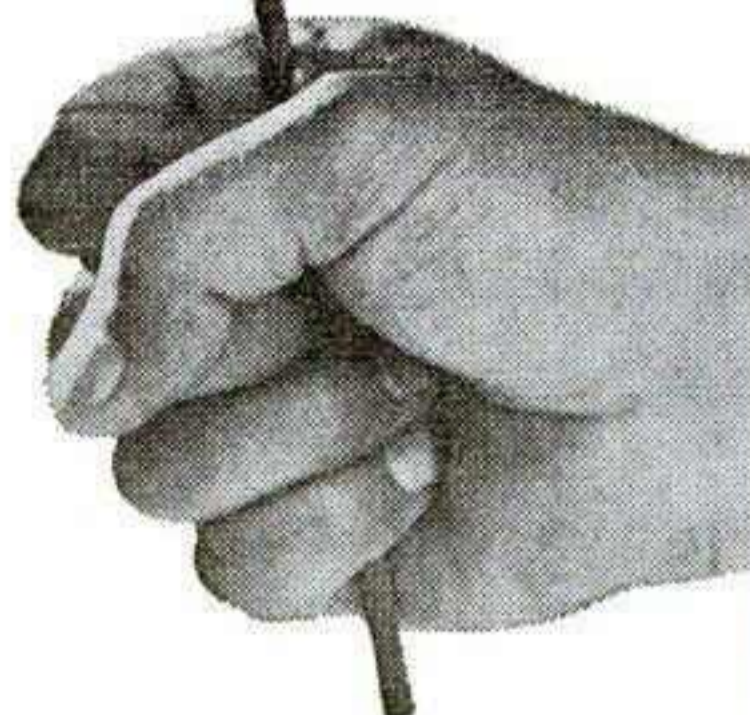
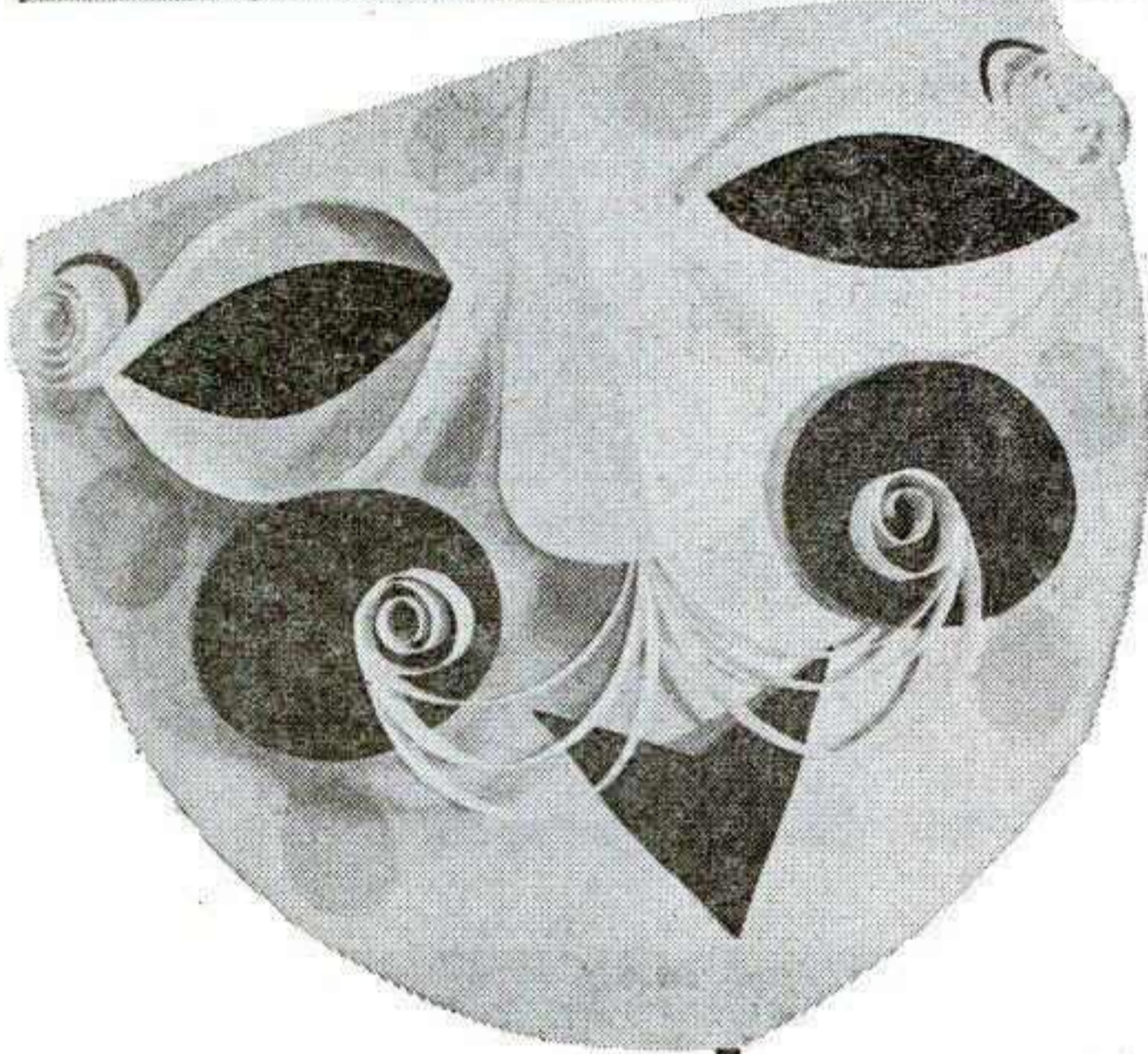
## Nashville

Hit-penner Marijohn Wilkin was in St. Thomas Hospital here last week for surgery. . . . Joe Dowell, the boy who made good on his first recording date, was in town last Wednesday and Thursday (23-24) between singing dates, accompanied by his mother and young sister. The new Smash artist brought along a copy of his new album titled "Wooden Heart" after his hit single of the same name.

Patsy Cline was at the Bradley Studio here last week for Decca sessions directed by Owen Bradley, and Kitty Wells was in Friday (25) for the same label. . . . Lou Douglas was at Brad-

(Continued on page 39)

**!! THE GREAT NEW HIT !!**  
**“ THE GREAT IMPOSTOR ”**  
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## NEW LP RELEASES

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

### LONDON

PASS IN REVIEW — Bob Sharples — SP 44001.  
BIG BAND PERCUSSION—Ted Heath and His Music—SP 44002.  
BONGOS FROM THE SOUTH—Edmundo Ros Ork—SP 44003.  
EOTIC PERCUSSION — Stanley Black Ork—SP 44004.  
PERCUSSIVE MOODS—Johnny Keating's Kombo—SP 44005.  
THE PERCUSSIVE TWENTIES — Eric Rogers Ork—SP 44006.  
MELODY AND PERCUSSION FOR TWO PIANOS—Ronnie Aldrich and his Two Pianos—SP 44007.  
PERCUSSION IN THE SKY — Werner Muller Ork—SP 44008.  
PERCUSSIVE OOMPAAH — Rudi Bohn Band—SP 44009.  
PERCUSSION AROUND THE WORLD—International "Pop" All Stars—SP 44010.  
TWELVE STAR PERCUSSION — International "Pop" All Stars—SP 44011.  
PERCUSSIVE LATIN TRIO—Les Machucambos—SP 44012.

### RCA CAMDEM

THE LIVING STRINGS PLAY HIT MOTION PICTURE THEMES — CAL-CAS 673.  
THE LIVING VOICES SING SONGS OF THE WEST—CAL-CAS 674.  
LIVING STRINGS AND LIVING VOICES IN MUSIC OF GEORGE GERSHWIN—CAL-CAS 675.  
ROBERT MERRILL SINGS "THE WHIFFENPOOF SONG" AND OTHER FAVORITES—CAL 728.  
THE SOUTHERN CANNONBALL—Hank Snow—CAL 680.  
BELTRAN PLAYS CHA-CHAS—CAL-CAS 679.

### IMPULSE

AFRICA-BRASS—The John Coltrane Quartet—A-AS-6 (Sept. 1)  
BLUES AND THE ABSTRACT TRUTH—All-Star Combo with Bill Evans—A-AS-5 (Sept. 1)  
ART BLAKEY AND THE JAZZ MESSENGERS ON IMPULSE — A-AS-7 (Sept. 1)  
PERCUSSION SUITE—Max Roach—A-AS-8 (Sept. 1)

### CONTEMPORARY

TOGETHER AGAIN—Teddy Edwards and Howard McGhee—M3588-S7588 (Sept. 1)  
FOR REAL — Hampton Hawes — M3589-S7589 (Sept. 1)  
FOLK JAZZ — Bill Smith — M3591-S7591 S7591 (Sept. 1)

### CAPITOL

RITA FAYE'S AUTOHARP—T-1606 ST-1606 (Sept. 5)  
A TALK WITH THE LORD—T-1607 (Sept. 5)  
WOODY WOODPECKER AND HIS TALENT SHOW—JAO-3251 (Sept. 5)  
WALT DISNEY'S THE THREE LITTLE PIGS—JAO-3252 (Sept. 5)  
WALT DISNEY'S THE SORCERER'S APPRENTICE—J-3253 (Sept. 5)  
SPARKY'S MAGIC PIANO—J 3254 (Sept. 5)  
RUSTY IN ORCHESTRAVILLE—J-3255 (Sept. 5)  
LITTLE TOOT AND OTHER WALT DISNEY FAVORITES—J-3256 (Sept. 5)  
BUGS BUNNY AND HIS FRIENDS—J-3257 (Sept. 5)  
BIBLES STORIES—J-3258 (Sept. 6)

BOZO AT THE CIRCUS—JAO-3259 (Sept. 5)  
EIN HELDENLEBEN—G-7250-SG-7250 (Sept. 5)  
MY FAVORITE OVERTURES—G-7251-SG-7251 (Sept. 5)

### DOT

RETURN OF THE WILDEST — Louis Prima, Keely Smith—DLP-3394 (Aug. 28)  
LONNIE DONEGAN—DLP-3394 (Aug. 28)  
GOLDEN WALTZES—Billy Vaughn—DLP-3280-25380 (Aug. 28)  
GREAT HAWAIIAN HITS — The Mills Brothers—DLP-3368-25368 (Aug. 28)  
ALVINO REY-HIS GREATEST HITS!—DLP-3391-25391 (Aug. 28)  
THE VOICES OF BOB BALLARD—DLP-3383-25383 (Aug. 28)  
FABULOUS SONGS OF THE 40'S—Charlie McKenzie — DLP 3379-25379 (Aug. 28)  
HAZY IN DIXIE—Hazy Osterwald Sextet—DLP-3390-25390 (Aug. 28)  
SQUARE DANCE FESTIVAL, VOL. II—Tommy Jackson (DLP-3331 (Aug. 28)

### EPIC

BEETHOVEN: CONCERTO NO. 1 IN C MAJOR FOR PIANO AND ORCHESTRA, OP. 15—Leon Fleisher, pianist, The Cleveland Orchestra, George Szell, Cond.—LC-3788 BC-1136 (Aug. 28)  
BEETHOVEN: CONCERTO NO. 2 IN B FLAT MAJOR FOR PIANO AND ORCHESTRA, OP. 19—Leon Fleisher, pianist, The Cleveland Orchestra, George Szell, Cond.—LC-3789 BC-1137 (Aug. 28)  
BEETHOVEN: CONCERTO NO. 3 IN C MINOR FOR PIANO AND ORCHESTRA, OP. 37—Leon Fleisher, pianist, The Cleveland Orchestra, George Szell, Cond.—LC-3790 BC-1138 (Aug. 28)  
BEETHOVEN: CONCERTO NO. 5 IN E FLAT MAJOR FOR PIANO AND ORCHESTRA, OP. 73, "EMPEROR"—Leon Fleisher, pianist, The Cleveland Orchestra, George Szell, Cond.—LC-3791 BC-1139 (Aug. 28)  
JOEY CARTER'S LITTLE BELLY LAUGHS—LN-3801 BN-605 (Aug. 28)  
MOVIN' ON—The Dauphin Trio—LN-3202 BN-606 (Aug. 28)  
EVERYTHING GOES!—THE MUSIC OF COLE PORTER—George Siravo and His Orchestra—LN-3803 BN-607 (Aug. 28)  
VIVA RIVERA!—Hector Rivera and His Orchestra—LN-3804 BN-608 (Aug. 28)  
ART BLAKEY IN PARIS FEATURING BUD POWELL AND LEE MORGAN—LA-16017 BA-17017 (Aug. 28)

### VEE JAY

THE FOLK LORE OF JOHN LEE HOOKER—LP 1033 (Aug. 28)  
JIMMY REED AT CARNEGIE HALL—LP 2-LP 1035 (Aug. 28)  
TEEN DELIGHTS, VOL. II—Various Artists—LP 1036 (Aug. 28)  
AWARE OF LOVE — Jerry Butler — LP 1038.  
MASTER OF THE WORLD—Music of Les Baxter—LP 4000  
MIGHTY LIKE A ROSE—Eddie Harris—LP 3025 (Aug. 28)  
THE YOUNG LIONS—Lee Morgan, Bobby Timmons—LP 3013  
WYNTON KELLY—LP 3022  
EXPOBIDENT—Lee Morgan—LP 3015  
EDDIE HIGGINS—LP 3017  
SUMMIT MEETING—Various Artists—LP 3026  
SWING LOW—Staple Swingers—LP 5014  
SUNDAY MORNING — Various Artists—LP 5016  
ALAKAZAM THE GREAT—LP 6000  
FOR SINGERS ONLY KIT—Phil More.

## FOLK TALENT & TUNES

By BILL SACHS

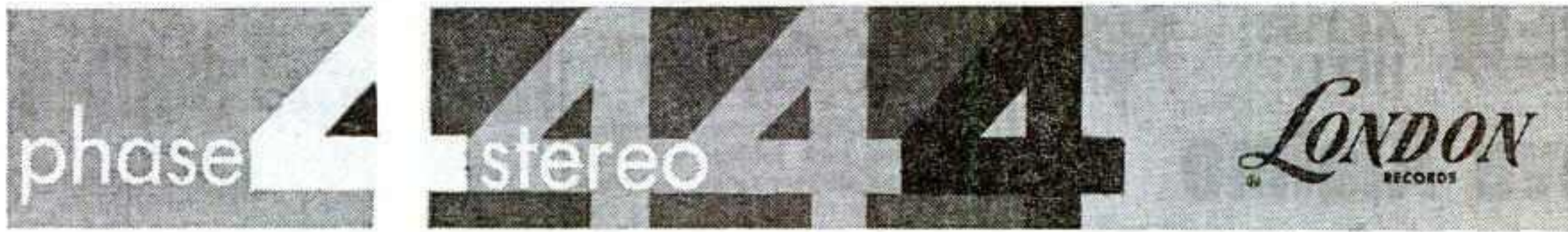
After scoring successfully recently with the Faron Young show, Station KOKE, Austin, Tex., has made arrangements for the Ferlin Husky unit to play Municipal Auditorium there September 3. Appearing along with Husky and his alter ego, Simon Crum, will be Patsy Cline, Hank Locklin and Leon Payne. KOKE's own Clyde (Barefoot) Chesser and MGM recording artist Rusty Gabbard will handle the emcee chores. . . . Decca's Bill Anderson, whose record of "Po' Folks" is riding high in the charts, is making personals in the South in conjunction with merchants' special Po' Folks Sales. A Nashville furniture company recently staged such an event, offering free copies of the "Po' Folks" record and special prizes to the lucky ones, and is reported to have grossed over \$1,000 an hour during the promotion period.

Roger Miller will be the guest of Bill Carter and band at the Rendezvous Club, Lodi,

Calif., September 3. . . . Bill Carter, of Station KCVR, Lodi, Calif., is sporting a new MGM release coupling, "Stranger, Shake Hands With a Fool" and "Shot Four Times and Dying." He plugged the new disk in a guest appearance on Bill Rase's show on KCR A - T V, Sacramento, Calif., August 19. . . . Jimmy Martin's new one on Decca, slated for early release, is titled "There Was a Love." . . . Clyde Beaver (Decca) made his first appearance on WSM's "Grand Ole Opry" August 19. He also teamed recently with Bill Anderson for three shows at Lake Winnepesaukee, Chattanooga.

The memory of the late Johnny Horton will be honored in a Johnny Horton Memorial Day program to be presented just before the baseball game at the Shreveport, La., ball park Monday  
(Continued on page 38)





**"music selected, arranged, and engineered especially for stereo"\***



**PASS IN REVIEW**  
Prod. dir. by Bob Sharples  
Rule Britannia; Scotland the Brave; Waltzing Matilda; La Ritirata Italiana; Mexican Hot Dance; Lili Marlene; When the Saints Go Marching In; Dixie; Anchors Aweigh; Meadowland; Stars and Stripes, others.



**BIG BAND PERCUSSION**  
Ted Heath and his Music  
Johnny One Note; Blues in the Night; Peanut Vendor; More Than You Know; Poinciana; Drum Crazy; Taking a Chance on Love; It Ain't Necessarily So; Daddy; Mood Indigo; Thou Swell; But Not For Me.



**BONGOS FROM THE SOUTH**  
Edmundo Ros and Orch.  
Lisbon Antigua; Deep in the Heart of Texas; In a Little Spanish Town; Roses From the South; Taboo; La Comparsa; Moon Over Miami; Lady of Spain; El Cumbanchero; When the Saints Go Marching In; Brazil; others.



**EXOTIC PERCUSSION**  
Stanley Black and Orch.  
Temptation; By the Waters of Minnetonka; Adieu Tristesse; Jungle Drums; Hymn to the Sun; Babalu; Old Devil Moon; Baia; Moon of Manakoro; Misirlou; Flamingo; Caravan.



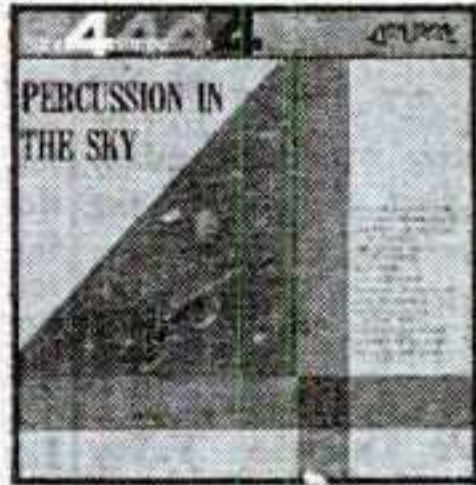
**PERCUSSIVE MOODS**  
Johnny Keating's Kombo  
Colonel Bogey; In the Still of the Night; Mountain Greenery; Do Nothin' Till You Hear From Me; Headin' North; The Donkey Serenade; The Trolley Song; Delilah; Ball Ha'; Don't Get Around Much Anymore; others.



**THE PERCUSSIVE 20's**  
Eric Rogers and his Orch.  
Tiger Rag; Whispering; Black Bottom; Tea for Two; Ain't She Sweet; Fascinating Rhythm; Chicago; Me and My Shadow; Who?; The Birth of the Blues; Charleston; She's Funny That Way.



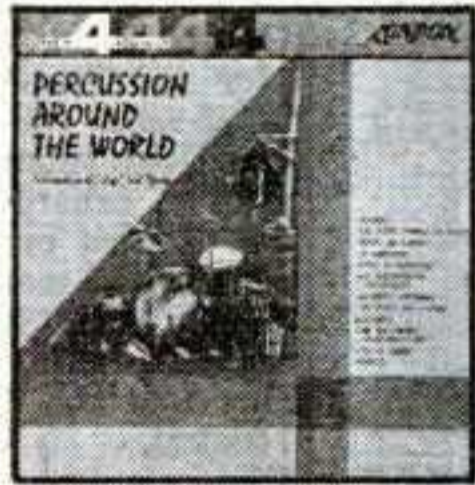
**MELODY AND PERCUSSION FOR TWO PIANOS**  
Ronnie Aldrich & 2 Pianos  
Unforgettable; Secret Love; To Each His Own; Ruby; April in Portugal; My One and Only Love; Autumn Leaves; Misty; Golden Earrings; Young at Heart; April Love; The Gypsies.



**PERCUSSION IN THE SKY**  
Werner Müller and Orch.  
You Are My Lucky Star; The High and the Mighty; Don't Let the Stars Get in Your Eyes; I've Got the Sun in the Morning; Blue Moon; Look for a Story; Moonlight Becomes You; Over the Rainbow; I'm Sitting on Top of the World; others.



**PERCUSSIVE OOMPAH**  
Rudi Bohn and his Band  
Beer Barrel Polka; Liechtensteiner Polka; Pennsylvania Polka; Too Fat Polka; Good-Bye; Trink, Trink, Bruderlein; Trink, O du lieber Augustin; The Happy Wanderer; Auf Wiederseh'n; Sweetheart; Mack the Knife; Accordion Joe; others.



**PERCUSSION AROUND THE WORLD—Int'l "Pop" All Stars**  
Volare; Poor People of Paris; Never On Sunday; La Montana; April in Portugal; Auf Wiederseh'n, Sweetheart; Japanese Sandman; Third Man Theme; Calcutta; Children's Marching Song; Ciecita Linda; Frenesi.



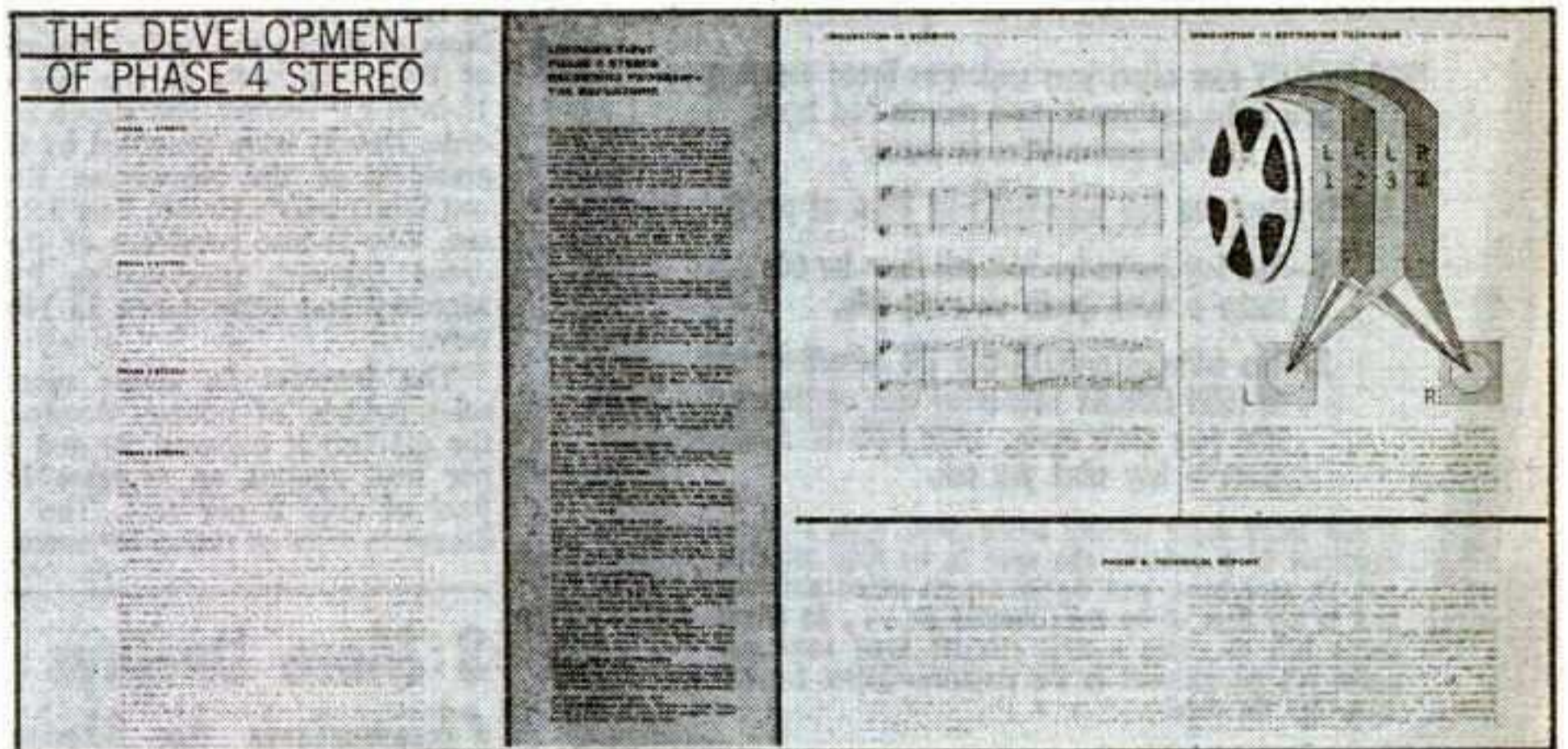
**TWELVE STAR PERCUSSION**  
Int'l "Pop" All Stars  
La Mer; Why Don't You Do Right; Three Blind Mice; Green Eyes; Lover; I Got Rhythm; Button Up Your Overcoat; Just A Gigolo; We'll Be Together Again; Pennies From Heaven; Nice Work If You Can Get It; Adios Muchachos.



**PERCUSSIVE LATIN TRIO**  
Los Machucambos  
La Cucaracha; Perfidia; La Bamba; Peñita; Adios; La Palamita; Amor Amor; Palera Campana; Otario Larringola; Granada; Cascada; Subo Subo.



Each album is handsomely packaged in a sturdy 4 page jacket with durable Kromekote finish and brilliant film lamination. Superb individualistic 4 color cover artwork and informative and entertaining liner notes.



Highly instructive 2 page inside liner tells the exciting and unique story of "phase 4 stereo"

The introduction of "phase 4 stereo" is being backed by **\$100,000 NATIONAL ADVERTISING CAMPAIGN**

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- Newsweek
- Argosy
- Hi Fi Stereo
- Saturday Review
- American Record Guide
- Show Business Illustrated

**Special introductory offer for dealers**

**EXTRA DISCOUNT**

**DELAYED BILLING**

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**FREE DEMONSTRATION LP's**

**FREE DISPLAY MATERIAL**

Check with your London Distributor for his complete terms and prices



\*Available in mono also — sound 4 monophonic high fidelity 1962

**NEW SOUND  
ARTIST  
HIT!**



# Steve Alaimo I'M THANKFUL

Checker 989

HOT 100 HITS!

43 **DON'T CRY, BABY**  
Etta James

Argo 5393

64 **LONELY STREET**  
Clarence Henry

Argo 5395

74 **MUSIC, MUSIC,  
MUSIC**  
The Sensations

Argo 5391



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

And it offers you two important new areas of profit:

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

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

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

## EXTRA PROFITS

### FOR RECORD AND COMPONENT DEALERS

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

high fidelity

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

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

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

Store \_\_\_\_\_

Address \_\_\_\_\_

Signature \_\_\_\_\_

## Disk Reps at Rack Confab

NEW YORK—Record manufacturers and rack jobbers will meet to discuss diskery-racker relationships at the mid-year meeting and sales conference of the National Association of Rack Jobbers (NARM) to be held at the Sheraton Hotel in Chicago, September 6 through 9. So far 35 manufacturers have said they will attend the meetings, and all of the NARM members are expected to be present.

Among some of the firms sending reps are Victor, Columbia, Dot, Decca, Mercury, MGM, London, Liberty, Kapp, Reprise, Roulette, and Vee Jay. At the meetings, in addition to manufacturer-distributor problems, discussions will cover packaging and merchandising techniques as they apply to rackers, and will also be used to pre-sell holiday LP product.

## Shirley Bassey Inks United Artists Pact

NEW YORK — United Artists has signed Shirley Bassey, one of England's top-selling singers. Her initial UA release will be "You'll Never Know" backed by "Reach for the Stars." Both tunes were best seller for the thrush in England this summer.

The canary will arrive in the U. S. next month to start a five-week engagement at the Persian Room here September 13. While in the States, she will help plug her first UA disks with jocks and dealers.

## LP's, Stereo Disks Show Important Upswing Among Norwegian Products

OSLO — A remarkable increase in record sales has taken place in Norway during the first six months of 1961, especially in the sale of 12-inch LP records and stereo records. Details were provided by the president of the Norwegian Record Wholesaler's Union, Peer Johnsen, who is also president of Brodrene Johnsen, representing Pye, Mercury and other labels in Norway.

The increase in single record sales (which, of course, dominate the market) is between 10 and 12 per cent against an increase last year of only 2 per cent. The increase in sales of mono EP records

is 20 per cent this year in comparison to last year's sales.

The increase in 12-inch LP records is 100 per cent—due in good part to the introduction of many low price labels in Norway, such as "Golden Guinea," "Family Favorites" and others. The increase in the sales of 10-inch LP records is 10 per cent, and stereo 12-inch LP record sales also rose 100 per cent.

The Record Wholesalers' Union this fall starts a \$20,000 dollar campaign to further increase record sales in Norway partly under the slogan "Give a Record."

## 3 More Deejaays Changing to New Air Call Letters

NEW YORK—Three key radio deejaays changed posts last week. Gene Taylor replaced Sam Holman as WLS, Chicago, program director, and took over his afternoon record show. Rod Roddy, formerly with KQV, Pittsburgh, joined KYW, Cleveland; and Bruce Morrow, ex-WINZ, Miami, moved into the 10 p.m.-midnight slot at WABC here.

Heretofore Taylor piloted WLS's night-time record show. His replacement on that program, as yet unannounced, will be someone from outside the present WLS organization. Holman recently resigned his post at WLS to become p.d. at WABC here. In his new spot at KYW, Roddy will emcee the 6:15-9 p.m. time period, Monday through Friday, and the 6-9 p.m. seg on Sundays.

Prior to working at WINZ, Morrow was a jockey at WINS here. He's already back in the swing of things here, with two record hops scheduled for Palisades Park, N. J., September 9 and 10.

## FM Stereo Broadcasting In Show, Selling Tie-Ups

NEW YORK — As more and more stations enter the FM-stereo broadcasting field, stereo merchandising tie-ups between broadcasters and set manufacturers at local music shows are cropping up around the country.

Station WQXR-FM here started multiplex stereo broadcasting at 1 a.m. last Thursday (24), making it the first station to beam FM stereo in the New York City area, and the 11th U. S. station to put FM stereo on the air. Many other outlets, of course, are impatiently waiting for the necessary equipment.

The WQXR-FM stereo test series will be aired from 1 a.m. to 2 a.m., Monday through Fridays until September 7. At that time, the first FM stereo multiplexing evening programming will be aired on "WQXR's New Adventures in Sound" series, sponsored by Fisher Radio from 10 to 11 p.m. The station will continue to transmit its regular AM-FM stereo programs, which have been spotlighted by the outlet for the past 10 years.

Meanwhile, the New York High Fidelity Music Show, which will be held September 13-17 at the Trade Show Building here, will be exhibiting stereo broadcast adaptors for the first time since the government decision. WQXR's new FM-stereo series will undoubtedly play a major role in the demonstration of this equipment.

The Greater Delaware Valley

High Fidelity Stereo Record Music Show, October 27-29 at the Benjamin Franklin Hotel in Philadelphia, will kick off FM-stereo in the Philly area. Station WFLN, Philly's pioneer FM station, is timing its first FM-stereo broadcasts to coincide with the Music Show, and its broadcasts, said show manager Harry Bortnick, will be used to demonstrate the new FM-stereo receiving sets.

Although all dealers will also

(Continued on page 14)

## London Phase 4 Fanfared at Chi Trade Blowout

CHICAGO — London Records' new Phase IV sound line got off to a big start here, with James H. Martin, distributor, reporting over \$50,000 worth of merchandise having been sent out to dealers up to early last week.

Martin officially unveiled the line at a giant party for the trade Sunday (27) at the Pick-Congress Hotel here. Virtually all the city's dealers, deejaays and record industry tradesters were on hand to hear and see a demonstration and break bread with the Martin organization afterwards.

Tony D'Amato, representing London Records and who spent the past eight months developing the line, conducted an hour-long demonstration.

## Vee Jay All-Out Push On Eddie Harris LP

CHICAGO — Vee Jay is putting a big push behind its "Exodus to Jazz" album by Eddie Harris which last week hit the No. 3 spot on BMW's monaural and stereo charts. Vee Jay's E. J. Abner noted it was the first time for the firm that one of its albums hit a top spot in both the mono and stereo standings.

Vee Jay is promoting the album as part of its current buy-five-get-one-free plan, running through September 30.

## JAPANESE RECORD OUTPUT FOR JUNE 40% OVER 1960

TOKYO—Record production in June indicated a 40 per cent increase over the same month in 1960. The records pressed in June were: Japanese 1,670,13 (\$1,336,423); International 1,136,509 (\$1,733,936); total 2,806,645 (\$3,070,359) in manufacturers' prices. Stereo included in the above figures are: Japanese 71,798 (\$146,491); International 310,900 (\$800,401); total 382,698 (\$946,892).

The first six months' total this year is 14,264,279 (\$15,125,079). This means a 40 per cent increase in quantity and a 44 per cent increase in value over the same period last year.

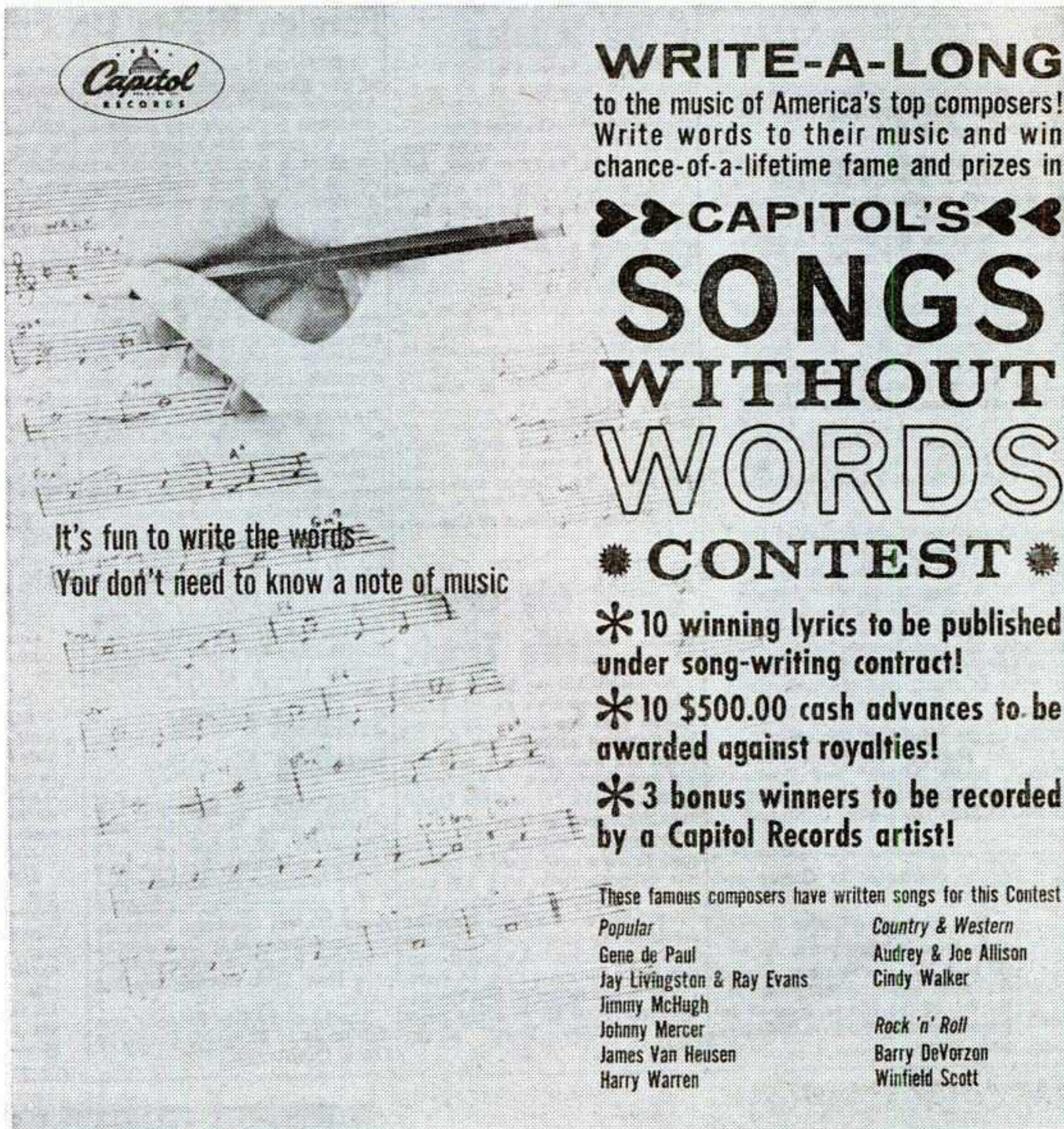
The most noteworthy fact is the upsurge in stereo production which occupies 25 per cent of the total value of all records produced from January through June of this year. In Japan 12-inch stereo albums sell for \$5.55 to \$6.94 (popular or classical).

During the same period, radio-phono combination sets sold 300,000. Straight phonos sold 20,000 and record player turntable units sold 770,000, making 1,090,000 sets in total. The total sales of these sets during the same period last year was 70,000. Thus sales for the first six months this year showed a 55 per cent increase over the same period last year.

Young people here earn very little, so most of them can only afford to purchase cheap record players.

LP's, particularly stereos, are extremely expensive when compared with the Japanese people's monthly income, therefore they cherish records. Minutest caution is taken not to scratch or damage the surface.

Consequently, no phonograph with automatic record changer sells here. There is only one Japanese automatic changer manufacturer, but this firm has difficulty meeting production expenses due to small sales volume. However, in line with the booming stereo record sales, phonograph companies are now preparing to market phonographs with an imported automatic changer installed.



**WRITE-A-LONG**  
to the music of America's top composers!  
Write words to their music and win  
chance-of-a-lifetime fame and prizes in

**▶▶ CAPITOL'S ◀◀**  
**SONGS**  
**WITHOUT**  
**WORDS**

**★ CONTEST ★**

- \* 10 winning lyrics to be published under song-writing contract!
- \* 10 \$500.00 cash advances to be awarded against royalties!
- \* 3 bonus winners to be recorded by a Capitol Records artist!

It's fun to write the words  
You don't need to know a note of music

These famous composers have written songs for this Contest

<i>Popular</i>	<i>Country &amp; Western</i>
Gene de Paul	Audrey & Joe Allison
Jay Livingston & Ray Evans	Cindy Walker
Jimmy McHugh	<i>Rock 'n' Roll</i>
Johnny Mercer	Barry DeVorzon
James Van Heusen	Winfield Scott
Harry Warren	

# THIS IS A SURE WINNER!

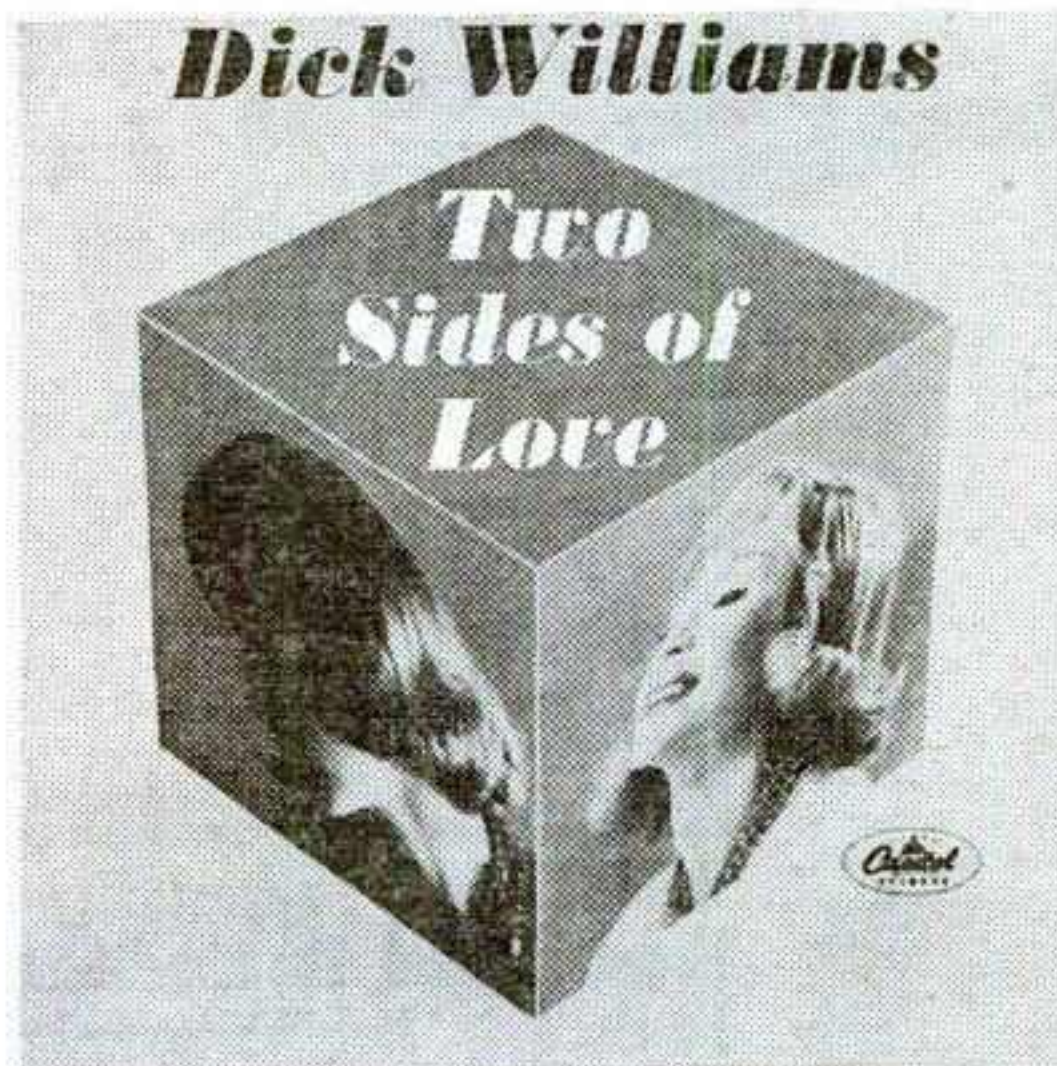
You are looking at an album that's about to explode into sales excitement! The fantastic new Capitol "Songs Without Words" contest is breaking right now with a tremendous national advertising campaign, hitting *millions* of readers in the Sunday newspaper supplements all over the country! This unique contest

will have amateur songwriters — and they number in the hundreds of thousands — clamoring for the album they'll have to hear to enter the contest. Now is your chance to take advantage of this special, high-powered promotion. Stock up now, and *you* will be a "winner" in Capitol's fabulous "Songs With Words" contest!  
(S)T-1601

## AND SPEAKING OF WINNERS...



Movie music is *really* hot! Whittemore and Love come through with a real winner that means tremendous sales for you. Most popular movie themes of all. (S)T-1599



Here's a whole new sound... Dick Williams with The Singing Orchestra! It's new... it's different... it's loaded with sales appeal! Don't wait on this big one. (S)T-1600

**SEE YOUR CRDC REPRESENTATIVE . . . RIGHT NOW!**



## ROCK & ROLL VERSIONS OF OLDIES KEEP THEM ALIVE

NEW YORK — Old line publishers are doing well in the singles field as a result of the constantly spiraling trend for up-dated disk versions of standards and oldies.

Some veteran publishers cast a jaundiced eye on rock and roll versions of treasured standards — however successful — tending to take the position that such treatments might damage the copyright. However, Sidney Kornheiser, general professional manager of E. H. Morris Music, is all for the trend. "A really good song can survive any treatment," opines Kornheiser. "You can't ruin a standard."

Morris currently has a flock of valuable catalog items available on the singles market. The list includes Bobby Darin's "Nature Boy," Bill Black's "Ole Buttermilk Sky," Etta James' "One for My Baby," Martin Denny's "Tenderly," Lawrence Welk's "Riders in the Sky," Frank Sinatra's "Sentimental Journey," Art Farmer's "I'll Walk Alone," the Four Amigos' "Mr. Sandman," Dotty Clark's "It's Been a Long, Long Time," Judy Garland's "The Man That Got Away," Ann Nichols' "How It Lies, How It Lies," "Hey Look Me Over" by Peggy Lee, and "Put on a Happy Face," by Dick Williams (Andy Williams' brother).

"Publishers have to adapt themselves to the desires of the people," claims Kornheiser. "We don't have the right to dictate the morals of the country." In line with this, he points out that publishers should take a long range view toward rock and roll. Glen Gray, for example, notes the executive, is certainly looked upon as ultra conservative today. Nevertheless, back in the days when Gray's style was new, Jerome Kern registered such bitter objections to Gray's disk treatment of Kern's "Old Man River" that he went to court, and the disk was taken off the market.

Up-dated versions of oldies on the "Hot 100" this week include Ben E. King's "Amor," the Platters' "I'll Never Smile Again," the Sensations' "Music, Music, Music," and Duane Eddy's "My Blue Heaven." On the "Bubbling Under" chart are "You Must Have Been a Beautiful Baby" by Bobby Darin and Ella Fitzgerald's "Mr. Paganini."

## UA Signs New Greek Distrib

NEW YORK — United Artists Records has signed the Greek Phonograph Record House, Athens,

as its distributor in Greece and Cyprus.

The contract, effective immediately, runs for two years. As with all new UA distrib pacts abroad, the new appointment guarantees the use of the UA logo on all releases issued by the firm in Greece and Cyprus.

## Twitty Escapes Crash Injuries

ONAWA, Ia. — Conway Twitty and three members of his group escaped injury Tuesday (22), when their car exploded about four miles south of Onawa en route from Fargo, N. D., to Little Rock, Ark.

The engine caught fire while en route and the car was pulled over to the side of the road, the four beating a hasty exit down the highway. When about 25 feet away from the car it exploded.

Joe E. Lewis, bass guitarist and road manager for the group, estimated the loss of clothing and instruments, three amplified guitars and a set of drums, at approximately \$15,000. In addition, he said, a briefcase containing receipts for the past three weeks amounting to more than \$5,000 was lost. With Conway and Lewis were Al Bruno of Newport, Ark., and Tommy Markham of Conway, Ark.

## 'Grand Ole Opry' Inks Merle Travis

NASHVILLE — Merle Travis, one of the country's leading c.&w. singers who has made Hollywood his stamping grounds the last 16 years, last week signed a pact that will make him a regular member of Station WSM's "Grand Ole Opry" here, beginning in October.

During his lengthy Hollywood stay, Travis was featured in numerous network radio and TV programs and appeared in more than 40 full-length pictures, including the Academy Award winner, "From Here to Eternity." A Capitol Records artist for more than 14 years, Travis is the writer of the Tennessee Ernie Ford hit of a few years back, "Sixteen Tons," among others.

## SHEETS, DISKS

### Foreign Rights Up Pub Take

NEW YORK — The importance of the European market — plus Australia and New Zealand — to American publishers has grown to such an extent that many publishers claim it furnished one-third to almost half of their song income. A number of Yank publishers in fact say that there are times when the income from Europe and Australia can amount to as much as 60 per cent of their take.

They explain that if they have a tune on a record which sells 250,000 copies or so in the U. S., their American earnings for both mechanicals and performances can amount to between \$5,000 to \$15,000 depending upon the type of song. If they make deals throughout Europe for the publishing rights, their European income can come to a similar figure to the American.

"If a record gets picked by Billboard," one astute publisher told BMW, "there are a dozen publishers on the phone with you the next day trying to get the song for Europe. If you make a deal individually for each European country right away it is possible

to secure \$2,000 to \$3,000 in front for the song. If you take a chance and wait until the tune hits the Billboard charts, you can pick up as much as \$5,000 altogether in advances from European publishers.

"The reason for the income from Europe is not only the record and the performances but because also the sheet music sales. Remember, over here, publishers often don't even print up a single copy of sheet music. In Europe they sell 10,000 copies on almost every record hit, and often a good deal more. And the same is true of Australia and New Zealand."

## WRCV POLLS FOR TOP ACTS

PHILADELPHIA — Station WRCV, the "Big Band" outlet here, is conducting a poll to select top disk artists in seven categories to be featured on WRCV's week-long "Music Festival," starting September 11 from 10:10 to 11 each evening.

Ever since August 14, WRCV decejays have polled their listeners, asking them to vote by mail for their favorites in the following categories—big band, small combo, instrumentalist, male vocalist, female vocalist, vocal group and Dixieland group.

Hal Moore and Pat Landon will emcee the "Music Festival" Monday through Thursday, the show will feature best recorded performances by runners-up in the poll. On Friday, September 15, the seven top-ranking artists will be spotlighted and presented with plaques.

## Seaboard Distrib Handling Mercury

CHICAGO — Seaboard Distributors, Inc., Hartford, Conn., distributors of Smash Records, Mercury subsidiary, has also been named to handle the Mercury line.

The agreement was reached between Marvin Ginsburg, Seaboard vice-president, and Irwin Steinberg, Mercury executive vice-president, at a New York meeting late last week.

The Mercury line formerly was distributed in Hartford, Conn., by Leslie Distributors.

**THE MOST EXCITING  
SALES PLAN EVER IN  
ELEKTRA'S ELEVEN  
YEAR HISTORY.**

**BUY SEVEN  
GET  
ONE FREE!  
PLUS**

**30, 60, 90 DAY  
EXTENDED BILLING!**

Take this unique opportunity to stock up on ELEKTRA recordings by these best-selling artists: Theodore Bikel, The Limelites, Oscar Brand, Oranim-Zabar Israeli Troupe, Bob Gibson, Sabicas, Ed McCurdy, Josh White, and many others.

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ELEKTRA RECORDS, 116 WEST 14th STREET, NEW YORK CITY 11, NEW YORK  
DEALERS: SEND FOR FREE CATALOG AND NAME OF YOUR NEAREST DISTRIBUTOR

**HERE IT IS!**  
**Starting Now!**  
and continuing thru September 30, 1961



*Dot*® RECORDS proudly presents



# LAWRENCE WELK

*His 5th Straight HIT*

## "RIDERS IN THE SKY"

#16237

### Best Selling Singles

- #16244 Big Cold Wind/That's My Desire  
Pat Boone
- #15911 Does Your Chewing Gum Lose Its Flavor  
(On The Bedpost Overnight)  
Lonnie Donegan
- #16243 Black Land Farmer  
Wink Martindale
- #16249 Because of You  
Absent-Minded Lover  
Louis Prima, Keely Smith
- #16222 Yellow Bird  
Lawrence Welk
- #16220 Blue Tomorrow  
Billy Vaughn
- #16235 We Kiss In A Shadow  
Sonya
- #16209 Moody River  
Pat Boone
- #16234 Yellow Bird  
The Mills Brothers

### Best Selling Albums

- DLP 3389 Yellow Bird  
Lawrence Welk
- DLP 3280 Golden Waltzes  
Billy Vaughn
- DLP 3384 Moody River  
Pat Boone
- DLP 3385 Blue Moon  
Louis Prima
- DLP 3387 Dearly Beloved  
Keely Smith
- DLP 3366 Orange Blossom  
Special and Wheels  
Billy Vaughn
- DLP 3338 Yellow Bird  
The Mills Brothers
- DLP 3359 Calcutta  
Lawrence Welk
- DLP 3363 San Antonio Rose  
The Mills Brothers



"THE NATION'S BEST SELLING RECORDS"

# FM Stereo Broadcasting In Show, Selling Tie-Ups

• Continued from page 10

be able to demonstrate the new sets in their store, the WFLN opening broadcasts will be geared to the Philly Music Show exhibitors and audiences. Another station, WJBR, Wilmington, Del., which is heard in the Philly area, has also ordered the new FM-stereo equipment and hopes to be

on the air in time for the Music Show.

In addition to WQXR-FM, FM-stereo broadcasting is now aired by KFMU, Los Angeles, which went on the air August 6 with a nightly two-hour musical concert, KLSN, Seattle, which broadcasts nine hours of all types of music on stereo daily; KIXL-FM, Dallas, has daily 2-3 p.m. and 8-9 p.m. stereocasts. Other stations carrying FM-stereo are WDTM, Detroit; WEFM and WKFM, Chicago; WBNS - FM, Columbus, Ohio; WSPA - FM, Spartanburg, S. C., and KPEN-FM, San Francisco, and WGFM, Schenectady, N. Y. FM-stereocasts have been carried by WGFM and the two Chicago outlets since June 1.

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Davco Records, 716 Bugbee Street, Jacksonville 7, Fla., has available to deejays the latest releases by Merlene Garner (My Heart and Eyes" b.w. "I Am Never Understood") and Jimmy Strickland ("Touch of Heaven" b.w. "Just as Plain as Day"). Put your request on your station's letterhead. . . . Deejays wishing to have their names added to the new Imperial Records c.&w. mailing list may do so by writing to Herbert L. Shucher at Box 232, Madison, Tenn. Herb's newest items are Slim Whitman's "Once in a Lifetime" b.w. "When I Call On You," and Leon Ashley's "The Longest Walk."

With deejay Cowboy Phil in the driver's seat, the Westmoreland County Fair, Greensburg, Pa., carried a series of broadcasts direct from the fairgrounds over Station WHJB, from August 16-19 inclusive. Phil spun the country tunes in addition to featuring live talent, including Cowboy Howard Vokes and His Country Boys, with Mabelene Baker; Sonny Lopez and Cannonball, and Slim Johnson. Cowboy Phil spins a country music program on the station, 6-8 a.m., in addition to a gospel hour at 8 p.m. Sundays.

Jim Kizzia, who has been whirling the country wax on KWPR, Claremore, Okla., has transferred to Station KBIX, Muskogee, Okla., to launch a new country music show. He asks that artists and

(Continued on page 38)

## LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

**CHEWING GUM ANYONE?:** Jimmy Witter, WIST, Charlotte, N. C., tells of a monumental scientific experiment he conducted recently with the late night listeners in conjunction with Lonnie Donegan's hot Dot wax tagged "Does Your Chewing Gum Lose Its Flavor (On the Bedpost Overnight?)" He received numerous answers to the query and Witter reports the following from listeners who sleep in Hollywood beds: "Since these poor unfortunate souls do not have bedposts, rather than be left out of the fun, they have taken to sticking their gum on the wall. To this end I would like to predict a big boom in the wallpaper business and a sharp drop in the sale of 'new' gum." . . . The Donegan disk has also garnered a lot of action down in Dixie. Deejay Larry Gar, WLBG, Laurens, S. C., writes that he offered listeners free disks of "Does Your Chewing Gum Lose Its Flavor" for all the wrappers they could find and send in. Gar says, "Man, I didn't know what I was letting myself in for. Anybody want some used chewing gum wrappers? I may never buy gum again!"

**LUCY SECOND HONEY-MOONERS:** Capitol Records ran a promotion last week with station

(Continued on page 20)

## PROGRAMMING PANEL

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

### THE QUESTION

What is your favorite Broadway musical original-cast album?

### THE ANSWERS

**JOHNNY CARVER**  
KVI, Seattle

"Carnival." The score glistens with excitement, beauty and wit. The singers can really sing, and the music is infectious. The album bubbles with humor and good taste as it leads you through the appealing adventures of Lili. Every cut is a favorite, but as a standout I'll select Anna Maria Alberghe's "Yes My Heart." All that voice, energy and talent packed into one little girl—it is magic!



**BRUCE BRADLEY**  
WBZ, Boston

"I'll pick 'West Side Story' for two reasons, one of which is the song, 'Tonight.' In recent years there has been a welter of 'Tonights' but none with such a poignant melody or lyric as this. The second is 'Officer Krueke,' the bawdiest commentary on the mores of our 'yoot' that ever tingled an ear. Any show can boast two such divergent moods obviously has a genius at its helm."



**NED BENTON**  
WKTG, Thomasville, Ga.

The fine, rich tones of Mary Martin's voice and the extraordinary voice of Theodore Bikel will sell anyone on "The Sound of Music." The moving performance of Patricia Neway in "Climb Every Mountain" is unexcelled. The children add a light note to the music, which otherwise would not be the same. The album is one of the greatest and will linger in the ears long after the last note has been played and sung.



## Hancock Indicted On Tax Evasion

**HOLLYWOOD** — Rhythm and blues disk jockey Hunter Hancock, accused of failing to report payola he allegedly collected, was indicted here last week by a federal grand jury on income tax evasion charges. Hancock, a disk jockey in this area since 1948, is charged with neglecting to report payola he allegedly received during 1956, 1957 and 1958. He currently holds a nightly (6 to 9 p.m.) time slot on Hollywood's Station KGFJ.

## ARTISTS' BIOGRAPHIES

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



### LONNIE DONEGAN

Anthony James Donegan was born April 29, 1931, in Glasgow, Scotland.

A top British artist for many years (noted for his Skiffle Music group), Donegan first came to the attention of American music fans in 1954 with the release of his London wax, "Rock Island Line." It was then that Mannie Greenfield, now his personal manager, brought him over to tour the U. S. Donegan then returned to England where

he has had a successful recording career. American sports fans may also remember Donegan for intermission entertainment at the Harlem Globetrotters basketball games during the 1959 season.

Currently Donegan's Dot disk, "Does Your Chewing Gum Lose Its Flavor (on the Bedpost Overnight)," is soaring on the Hot 100. This tune was originally released on the Pye label in England over three years ago and was a big hit there. The master was bought and released here by Dot around the same time, but did not meet with the same success.

Recently, deejay Arnie Ginsburg, WMEX, Boston, received a copy of the Pye disk from two young Englishmen with whom he had spoken on a transatlantic telephone interview on his "Woo Woo Train" show. Ginsburg had been yaking up this tune for a number of years and played the disk for two nights straight when he received it. A hip kid from Dartmouth College, upon hearing the record, notified Ginsburg that the same record was available in the U. S. on the Dot label. It broke wide open in Boston.

Actually, Donegan is pacted to Atlantic Records, who recently released a Donegan single titled "Have a Drink on Me" b/w "Beyond the Sunset," and an LP, "Skiffle Folk Music."

## VOX JOX

By JUNE BUNDY

**GAB BAG:** Eddie Arnett, WIZE, Springfield, Ohio, writes "I decry those who speak against free speech in trade letters. I feel that these letters are a natural outlet for the many creative minds in this industry. and although I may not agree with everything that is expressed, I will defend to the death, etc. Entirely independent of the above, I would like to be added to (deejay newsletter) mailing lists. I love to get mail and like to keep current with happenings throughout the industry. Records we get good service on, but promotional items I don't see much of."

**Ronnie Cash, WJET, Erie, Pa.,** writes "Why is it when a new record comes out with a classical melody by an old master, it is never mentioned on the label? For instance, a couple of nice versions of 'Chair De Lune' by Debussy carry current pop composers' names on the label." . . . Joe Murray and Gene Loving, WLEE, Richmond, Va., report that WLEE program director Dave Lyman "is now in the process of setting up international record contacts assuring WLEE listeners of hearing not only the top U. S. tunes but international hits as well."

**SCARE-JOCKEY:** "Big Jim" Pappas, Middletown, N. Y., recently conducted a contest asking listeners to write and tell him "the most unusual place they had ever heard the station." One of the letters received read "We have a strawberry patch, and the birds have been eating our berries. We got the idea to put our clock radio in the berry patch. We set it so it goes off at 6 a.m. Big Jim sure scares the birds away when he comes on." Pappas adds, "Pass the word along. Big Jim is the electronic scarecrow."

**CHANGE OF THEME:** Sam Gyson returned to WINZ, Miami, July 31 with a three-hour program from a glass-enclosed studio atop the Biscayne Terrace Hotel, at 10:05 p.m., Monday through Saturday. The show, a telephone interview program, will feature interviews by Gyson with government officials, show business stars, sports personalities, etc. . . . Bill Bennett, WLOL, Minneapolis, was the official track announcer for the Minneapolis Soap Box Derby, which drew over 5,000 spectators. It was Bennett's second consecutive year as emcee for the event. . . . Flack Buddy Basch reports "Bob McGonagle, WHLI, Hempstead, N. Y., is engaged to Gerald Worms of that station. They'll tie the knot September 30 in Brooklyn, N. Y."

Two new jocks have joined WKMh, Detroit. Bob Green, formerly with WGVA, Geneva, N. Y., has moved into the 8-10:45 p.m. time period on WKMh, and Ray Otis, ex-WHK, Cleveland, has taken over the outlet's 12 noon to 3 p.m. across-the-board time slot and its Sunday noon to 4 p.m. time seg. Green will also act as WKMh's production director. . . . New staffer at WINZ, Miami, is Jerry Wichner, who takes over Bruce Morrow's 7-10 p.m., Monday through Saturday show, when the last named moves to WABC, New York, next month. . . . Also new at WINZ is Lee Taylor who has rejoined the outlet in the 6 a.m.-10 p.m. "Musical Sunday" time slot. . . . John

(Continued on page 20)

## YESTERYEAR'S HITS

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

### POP—5 Years Ago

SEPTEMBER 1, 1956

1. Hound Dog/Don't Be Cruel, Elvis Presley, RCA Victor
2. My Prayer, Platters, Mercury
3. Whatever Will Be Will Be, Doris Day, Columbia
4. Flying Saucer, Buchanan and Goodman, Luniverse
5. Canadian Sunset, Hugo Winterhalter, RCA Victor
6. Allegheny Moon, Patti Page, Mercury
7. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
8. Be Bop A Lula, Gene Vincent, Capitol
9. I Almost Lost My Mind, Pat Boone, Dol
10. Tonight You Belong to Me, Patience and Prudence, Liberty

### POP—10 Years Ago

SEPTEMBER 1, 1951

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

### RHYTHM & BLUES—5 Years Ago—SEPTEMBER 1, 1956

- Honky Tonk (Part II), Bill Doggett, King  
Fever, Little Willie John, King  
Let the Good Times Roll, Shirley and Lee, Aladdin  
Rip It Up, Little Richard, Specialty  
(I Remember) in the Still of the Night  
Five Satins, Ember

- Lipstick, Powder and Paint, Joe Turner, Atlantic  
Please, Please, Please, James Brown, Federal  
My Nervous, Little Willie John, King  
I Can't Love You Enough, La Vorn Baker, Atlantic  
It's Too Late, Chuck Willis, Atlantic

# IN THIS SALES GAME IT'S MERCURY TO HITSVILLE!

**HITSVILLE**

**BROOK BENTON**  
Frankie and Johnny  
71859

**RAY STEVENS**  
Jeremiah, Etc.  
71843

5:30  
QUITTING TIME  
SELLING TOO GOOD—  
WORK TILL 10

**BILLY ECKSTINE**  
It Isn't Fair  
71861

**TINA ROBBINS**  
Play It Again  
71852

BACK UP  
YOU GOOFED!  
ORDER  
MORE STOCK

**FRANK DALTON**  
& The Dalton Gang  
Quick Draw  
McGraw  
71857

**RICHARD HAYMAN**  
Night Train  
71869

COFFEE BREAK—  
SELLING LIKE CRAZY  
NEED A REST!

**JAN AUGUST**  
That's My Desire  
71837

**TRAVIS & BOB**  
The Spider And  
The Fly  
71866

**JOHNNY PRESTON**  
Let Them Talk  
71865

**JAY EPAE**  
It's Driving  
Me Wild  
71848



## Dealer Co-Op Moves to New Storage Site

NEWARK, N. J. — Dealers in Sound Corporation (DISC), local record dealer buying co-operative, is moving its warehouse and offices to Jersey City in the near future in order to better serve member dealers in Connecticut and Long Island as well as New Jersey.

The new headquarters will be situated near the entrance to the Holland Tunnel, and meetings of members will henceforth be held there. It was reported that a number of inquiries regarding membership have recently come in from areas other than New Jersey, and it's expected that trucks will be able to serve these more distant members in the future.

The organization now has close to 40 members and expects to have more by the end of this year. Plans are also underway for the sponsorship of a radio program featuring hit records, in which all member dealers would participate in costs as well as plugs. The show, according to DISC spokesmen, would be similar in format to one already on the air in this area, featuring Irving (Swingin' Slim) Rose, proprietor of Times Square Records, and sponsored by Rose on WBNX here. No station has been lined up yet, but Joe Schulman, proprietor of Park Records in Newark, and a member of DISC, is working on the project for kick-off after Labor Day.

## Riverside Setting Wonderland LP Deal

NEW YORK — Wonderland Records, the kiddie label of Riverside Records, is now making the key records in its catalog available in two prepacks. The boxes unfold into counter display browser boxes and contain two or three each of each 12-inch LP. Dealers who buy the prepacks get 26 albums for the price of 24. Wonderland LP's list at \$1.98.

## DEALER GOES WHERE THE PEOPLE GO

BRONX, N. Y. — Want to compete with discounters? Then move right in next door to one. That's the word this week from Mickey Gensler, proprietor of Yonkers' Spinning Disk store. Gensler is opening a new location this week at Fordham Road and the Grand Concourse here, two doors away from Alexander's, one of the boldest discounters of them all in this territory.

Ordinarily, such a move might well be labelled suicidal by most regular disk dealers, but Gensler explains it simply: One of the worst things a discounter can do is take the traffic away from you. It happens all the time. So the logical step is to go where the traffic is — in other words, where the discounter is.

"We figure we can make a solid go of it," Gensler continues. "The fast turnover discounter draws the traffic, and we share in it because, unlike the discount store, we can offer a complete selection of product and service besides. We feel it can work and we'll give it a good go."

## GRIFFIN STYLE PERPETUATED

NEW YORK — Columbia Records has worked out a unique idea to continue the name and style of best-selling organist, the late Ken Griffin. They have signed Griffin's nephew, Kirby Griffin, a senior at the University of Berkeley in California, to record for the label, and have spotlighted him along with his famous uncle on a new LP.

Although Griffin passed away in 1954, his recordings, of which Columbia had a large backlog, have continued to be solid sellers for the label. A few years ago Stan Kavan, Columbia pop records director, anticipating an eventual shortage of Griffin product, hit upon the idea of having his nephew, who has studied music, to play organ in the Ken Griffin style. According to Columbia, Kirby Griffin's waxings are being recorded on the same organ and in the same studio in Chicago where Ken Griffin used to record. In addition, the same engineer is recording the new nephew. Kirby Griffin's first album with Ken is called "The Enduring Hymns," and is currently in release.

## N. Y. ARD Asks Dealers to Sept. Dinner Meeting

NEW YORK — The Associated Record Dealers of New York and New Jersey chapter of the Society of Record Dealers of America (SORD) will kick off its 1961-1962 program of activities with a dinner meeting at the Hotel Park Sheraton here, Tuesday evening, September 26.

Sy Bondy, president of the outfit, told BMW that all dealers, whether members of ARD or not, are invited to the affair. "We hope they'll all turn out," Bondy remarked. "It will give many of them who have something to contribute a chance to become active as members or officers. After the meeting, in October, we will have nominations for a new slate of officers."

Many subjects are expected to be aired at the meeting, including ways and means of combating current ills in the industry. Bondy also hopes that representatives of chains and mail order stores will be present. "We feel that these people should support our fight against the clubs and other evil practices," Bondy noted. "When and if we win the victory against these enemies, such stores will benefit and they should help support the fight."

## Zenith Debuts New Stereo FM, Radio, Phono Equipment for '62

CHICAGO — Zenith Sales Corporation last week introduced a new line of stereo FM equipment including an exclusive stereo FM multiplexer that eliminates the need for an adapter to convert present FM receivers to stereo.

The multiplexer can be used with any make or model of FM radio for stereo reproduction, needs no connecting cords of any kind between the receivers, no internal rewiring of the companion FM set and requires no installation by servicemen.

The unit can also be used as a conventional FM radio, and carries a suggested list price of \$99.95.

### New Line

Included in the new line are 11 AM-FM stereo console phonographs (with stereo FM receivers), four console combinations with 23-

inch TV, and six hi-fi stereo phonographs with provision for adding a new AM-Multiplex stereo FM tuner.

The multiplexer is designed to be placed to either side of a conventional FM radio. An indicator light on the dial scale automatically turns on when the unit is turned to a stereo FM transmission. Two multiplexers can also be used as a stereo FM radio ensemble.

Features include automatic frequency control, six by four-inch speaker, automatic bass boost circuit, precision vernier tuning and an FM line cord antenna. User controls include an extended broad range tone control, on-off button for AFC, three-position channel selector switch, plus a speaker phasing switch on the cabinet back that lets the user put the multiplexer's

*(Continued on page 20)*

## Big Disney Push Set for 'Babes'

NEW YORK — The Walt Disney labels, Disneyland and Buena Vista, are going on an all-out campaign to support the new Disney flick "Babes in Toyland." The picture, based on the Victor Herbert operetta, will star Ed Wynn, Ray Bolger, Tommy Sands and Annette. The flick has been allotted a huge ad budget, and ads will run in Life, Look, Saturday Evening Post, etc.

The Disneyland label will make available LP's with the story as well as the music with 12 pages of art from the film. There will also be an album of the music from the picture for \$1.98. The firm is issuing single waxings of the score on its 29-cent label. On the Buena Vista label will be the original sound track, in mono and stereo, to retail at \$4.98.

Meanwhile, the firm is running a contest on Annette's single called "Blue Mu Mu." It is now in progress with stations in key markets, and the winners get blue mu mu's autographed by Annette.

## Judy Garland Cap Single Set; First in Decade

HOLLYWOOD — Capitol Records will issue a Judy Garland single, believed to be her first in a decade, within the next several weeks, BMW learned last week. Capitol is pulling two trucks out of her fast-selling "Judy at Carnegie Hall" album, coupling "Rockabye My Baby" with "Zing, Went the Strings of My Heart."

Capitol's creative services vice-president, Alan Livingston, told BMW that his firm is rapidly succeeding in its aim to develop Miss Garland into one of diskdom's top sellers. Said Livingston: "In the past, Judy was a top attraction in pictures and personal appearances, but was not strong on records. Today a new personality has emerged which will become one of the record industry's foremost sellers. Her 'Carnegie Hall' album has passed the 100,000 sales mark and is continuing to climb, and since this is a double LP, the sales are equal to 200,000 albums."

## BEST-SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

### PHONOS LISTING BETWEEN \$301 AND \$400

Position This Issue	Position 5/29/61 Issue	Brand	% of Total Points
1	1	Magnavox	45.1
2	4	Stromberg-Carlson	16.1
3	—	Zenith	7.1
3	6	Pilot	7.1
3	2	Motorola	7.1
6	—	Webcor	4.6
7	7	Silvertone	3.6
7	3	Fisher	3.6
		Others	5.4

## DISK DEALS FOR DEALERS

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**LONDON**—Expires September 15, 1961. Started August 14, 1961. "Phase 4 Stereo." One free LP for every six purchased. Program covers 12 "Phase 4 Stereo" and "Sound 4 Mono" LP series. See page 4, August 21 issue, for details.

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

*(Continued on page 20)*



**Dot**®

RECORDS proudly presents

**THE NEXT #1 RECORD  
IN AMERICA...**



**“BERLIN  
MELODY”**

by

**BILLY VAUGHN**

B/W COME SEPTEMBER

#16262

**Best Selling Singles**

- #16244 Big Cold Wind/That's My Desire  
Pat Boone
- #15911 Does Your Chewing Gum Lose Its Flavor  
(On The Bedpost Overnight)  
Lonnie Donegan
- #16243 Black Land Farmer  
Wink Martindale
- #16255 Sad Movies (Make Me Cry)  
Lennon Sisters
- #16249 Because of You  
Absent-Minded Lover  
Louis Prima, Keely Smith
- #16222 Yellow Bird  
Lawrence Welk
- #16220 Blue Tomorrow  
Billy Vaughn
- #16235 We Kiss In A Shadow  
Sonya
- #16209 Moody River  
Pat Boone
- #16234 Yellow Bird  
The Mills Brothers

**Best Selling Albums**

- DLP 3389 Yellow Bird  
Lawrence Welk
- DLP 3280 Golden Waltzes  
Billy Vaughn
- DLP 3384 Moody River  
Pat Boone
- DLP 3385 Blue Moon  
Louis Prima
- DLP 3387 Dearly Beloved  
Keely Smith
- DLP 3366 Orange Blossom  
Special and Wheels  
Billy Vaughn
- DLP 3338 Yellow Bird  
The Mills Brothers
- DLP 3359 Calcutta  
Lawrence Welk
- DLP 3363 San Antonio Rose  
The Mills Brothers



**“THE NATION'S BEST SELLING RECORDS”**

## Five New Drop-In Console Models Added to 1962 RCA Victor Line

INDIANAPOLIS—RCA Victor has added five new drop-in stereo console models to its previously announced 1962 phonograph line.

Also, the company has introduced three additional transistor radio models.

Three of the stereo console sets have a built-in stereo FM radio while the other two units contain jacks for the optional FM stereo adapter. The Victor phonos range in price from \$399.95 to \$499.95. Early American, Danish Modern, French Provincial and Contemporary stylings are available.

The transistor radios, according to RCA marketing Vice-President Raymond W. Saxon, make use of such advanced design features as brushed aluminum finish. The radio models, under the tags, gift Pockette Personal, Beachmate and Seaside fall into the \$29.95 to \$32.95 price bracket.

Also added to the high-end

## Jensen Cuts Price Of Phono Needles

CHICAGO — Jensen Industries is dropping the price on its phonograph needle line and is recommending a dealer list price of \$4.95, \$5.95 and \$6.95. Previously needles were pegged around \$10 and in some cases as high as \$25.

Promotion for the new price pattern includes window banners to dealers and distributors, and a campaign aimed at both the industry and general public.

Jensen will stamp recommended prices on each needle package.

phono line is a new Hutch model in early American styling, with a suggested list price of \$525. The new Mark VI model is in addition to the earlier Hutch models Mark I and II brought out in June.

## Elektra Debuts New Album Plan

NEW YORK — Elektra Records has set a new fall plan, starting this week and continuing through September 30, 1961. Dealers are being offered one free record with every seven purchased. In addition to this dealers will receive 30-60-90-day extended billing privileges. All albums in the line are available under the plan except samplers.

## GAC Opens Rome Subsid

NEW YORK—GAC is forming an Italian subsidiary, General Artists Corporation of Rome, which will open in Rome early in November.

The move is another step in GAC's recent world-wide expansion plans, which started earlier this year.

## CRDC Exec Warns SORD

Continued from page 3

completely through dealers" (BMW, July 24).

Wood's pledge was followed immediately by a call to dealers from SORD's Judkins "that they co-operate with you in helping to sell Dot Records. We, as dealers, should put our money where it will bring us the most benefits, and surely we cannot admit that the price discrimination practiced by clubs is to our benefit" (BMW, July 31). Several months earlier Erroll Garner, in announcing that his disks will be distributed through Am-Par, issued a dealer endearing statement that his contract forbids club distribution of his recordings. SORD hailed Garner's move and called upon dealers everywhere to go all out in supporting the artist by turning over window displays and special point-of-sale display space to Garner in recognition for his support.

## Gortikov Bugged

Gortikov, obviously irked by SORD's playing favorites, last week quietly but firmly took SORD to task for singling out "one label or just one artist for such ponderous preferential attention . . ." Said Gortikov, in part:

"In the recent SORD meeting in Chicago, and in subsequent trade press releases (carried exclusively by BMW, July 31 issue), SORD took special pains to herald the announced policy of a record manufacturer who stated he intends to avoid affiliation with any record club unless such an affiliation channels through retail dealers. This stated policy was viewed by you and your organization as justification for special applause and an announced policy of 'all-out' preferential favor to that manufacturer for what SORD considered a wise and dealer-protective move.

"In previously related action, your organization similarly accorded special attention to another label's album artist who wholly disassociated himself from any club participation.

"In view of SORD's well-known though debatable attitude toward record clubs, I can readily understand its support of the above situations. However, I would like to inject a note of caution. Mail order distribution of records through clubs, and the attendant problems which you claim result, are but one facet of our industry. Club distribution is not the cause of our principal problems, nor would discontinuance of that distribution be the cure. For your organization to single out one label or one artist for such ponderous preferential attention narrows your thinking within confines far too restrictive. Such an approach denies and ignores the positive, wholesome and beneficial efforts of dozens of other record companies and artists in projects and programs from which the record retailers of America constantly profit.

"I don't argue with your right to adopt your chosen approach; I protest its narrowness and its probable failure to benefit your members. I think it would be beneficial not only to applaud one label or artist for a given policy but to recognize at the same time the great support other labels are giving the retail dealer through their product, their excellent sales programs, and merchandising and advertising support.

"In short, retail dealers as well as manufacturers and distributors are mutually dependent on each other for growth and success. To single out an isolated situation for distorted emphasis can only operate to the disadvantage of those who look to SORD for guidance. For this reason, I strongly urge you to give equal attention and support to all activities which are of benefit to you."

**CAREER AHEAD**

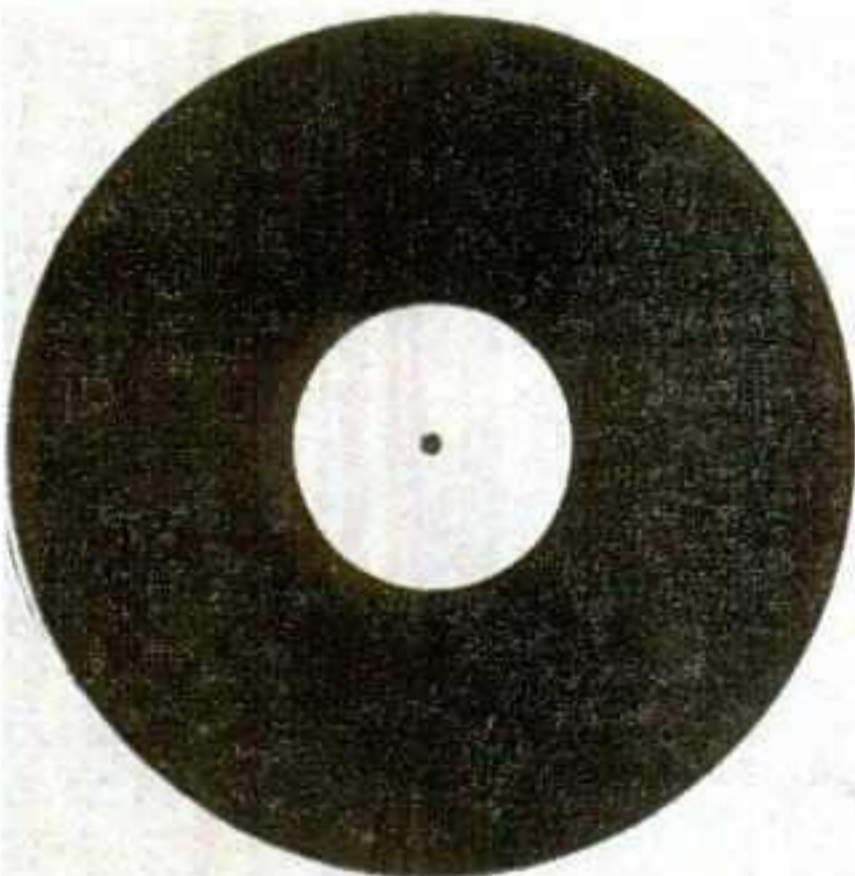
In The Air

On The Sea

Under The Sea

Naval training in your 80 major clubs in the new electronics

**NAVY**



# RSI RECORD ALBUM SERVICE INCLUDES ALL THE TOP LABELS!

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

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

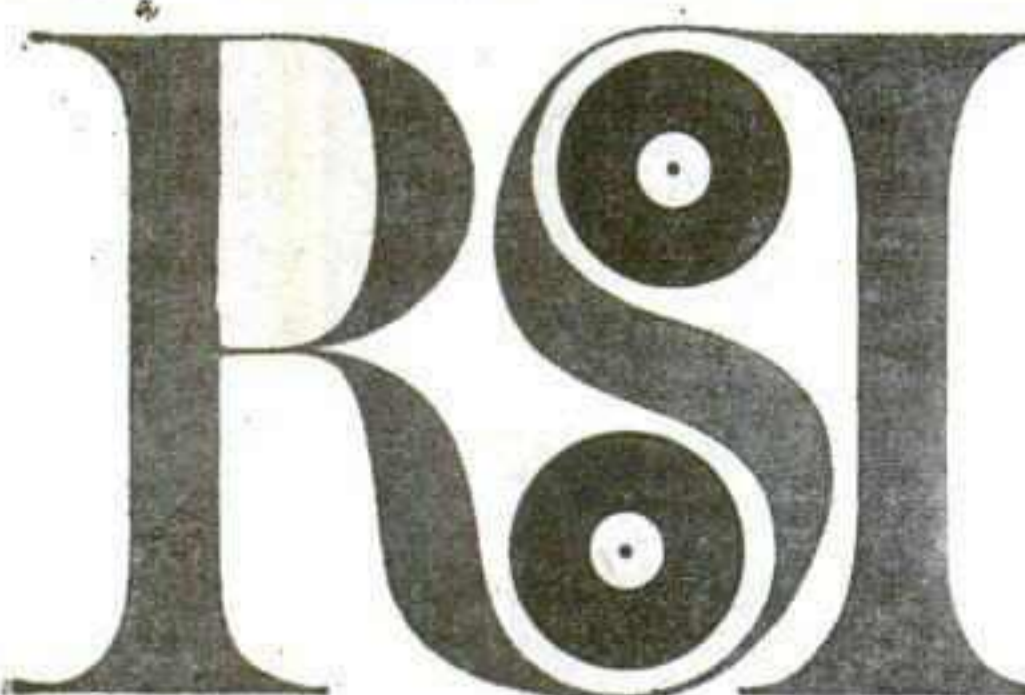
### Six different record services available

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

	58 Weeks	March 1st (U.S.) 18 Weeks
<b>"SPOTLIGHT" singles</b>		
"Hot 100"		
10 new records weekly	\$175.00	\$60.00
"Easy Listening"***		
6 new records weekly	110.00	40.00
"Country"		
5 new records every 2 weeks	50.00	(Not available)
<b>"SPOTLIGHT" albums</b>		
"Popular"***	18 Months	1 Month
10 new albums monthly	\$150.00	\$55.00
"Classical"		
10 new albums monthly	150.00	55.00
"Jazz"		
5 new albums monthly	75.00	30.00

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

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



RECORD SOURCE, INC.

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

Singles	58 Wks.	18 Wks.	Albums	18 Mos.	1 Mos.
"Hot 100"	<input type="checkbox"/>	<input type="checkbox"/>	"Popular"***	<input type="checkbox"/>	<input type="checkbox"/>
"Easy Listening"	<input type="checkbox"/>	<input type="checkbox"/>	"Classical"	<input type="checkbox"/>	<input type="checkbox"/>
"Country" Music	<input type="checkbox"/>	<input type="checkbox"/>	"Jazz"	<input type="checkbox"/>	<input type="checkbox"/>

Station Call Letters \_\_\_\_\_ Attention \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

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



## Contents: One Voice

Talent makes a record. Not the plastic. Not the label. Not the album cover. The talent of a voice or a group of voices, wrapped up and handled with care by the talents of many other people—A&R men, writers, arrangers, engineers—all highly skilled professionals. We like to think that the reason an unusually high percentage of Cadence records sell (we are acknowledged to have the highest percentage of hits in the industry) is that we constantly strive to properly combine all of these talents. However, we realize that Cadence doesn't make talent. Talent has made Cadence. Talent—and Time. It takes time to earn the kind of success Cadence has had. It takes time to produce our kind of records. But, it's the time that we take to produce quality...not quantity...that makes it more

probable that a Cadence release will hit the charts. Our current singles prove this. Check the positions of: The Chordettes' NEVER ON SUNDAY, Eddie Hodges' I'M GONNA KNOCK ON YOUR DOOR, Don Shirley's WATER BOY. The Everly Brothers' ALL I HAVE TO DO IS DREAM is moving up on the charts for the second time. (Remember? It was a million-and-a-half seller in 1958.) And check Johnny Tillotson's WITHOUT YOU. Our two newest releases have been wrapped up in this careful Cadence manner: Don Carroll's SEVEN UP AND ICE CREAM SODA and Florian Zabach's OCEANS OF LOVE. Watch them. As a matter of fact, watch every release you get from Cadence. We've taken great care to wrap up the right combination of talents that will make them play...and sell for you.

ALBUM COVER OF THE WEEK



PERCY HUMPHREY'S CRESCENT CITY JOY MAKERS—Riverside RLP 9378 and PETER BOCAGE WITH HIS CREOLE SERENADERS & THE LOVE-JILES RAGTIME ORCHESTRA—Riverside RLP 9379. Two striking jazz covers with eye-catching black-and-white photos. The band above the photo on the left is bright pink; on the right, deep violet. Both covers designed by Ken Deardoff and photos by Ralston Crawford. Prime display material.

LABEL-DEEJAY PROMOTIONS

Continued from page 14

WBT, Charlotte, N. C., in connection with Jackie Gleason's new Capitol LP, "Lover's Portfolio." Sections of the package were played on all their shows through the week with a tie-in contest. The contest, tagged "Second Honeymoon," called for the entrants to send in their name and the name of their spouse on a card to the station, with the winner to be drawn this week. The prizes are: the complete Jackie Gleason catalog; a weekend at the local Manger Motel, complete with meals and wine; theater tickets to any show in town; and a baby sitter for their children if necessary.

MERCURY PLUGS "BOLL WEEVIL" LP: To remind the deejays of Brook Benton's new Mercury LP, "The Boll Weevil Song," the label has sent a gimmicky promotion piece with a package of cotton and a reasonable facsimile of a boll weevil, to the nation's key jockeys. Included in the piece is a list of all the selections included in the package.

SEEN AROUND THE STATIONS: Strand recording artists Brock Peters and Myrna March guesting with Bryce Bond, all-night deejay at WGLI, Babylon, N. Y., to plug their latest Strand LP's, "Accent on Roots" and "Explosive Vocal Percussion." . . . Carlton Records now sending around a newsletter, called "PD Cues," to deejays with items about jockeys, records (Carlton, of course), stations, etc. Fred Blender, handling promotion for the firm's new Charlie Parker Records affiliate, will be glad to put you on the mailing list.

GUEST ARTISTS AT SING-ALONG: Cadence Records' Johnny Tillotson, Columbia's Cee Cee Joy, ABC-Paramount's Brian Hyland and Timi Yuro from Liberty Records were recently guest attractions at the KDKA, Pittsburgh, "Sing-Along" at a local shopping center. The recording stars, all on the road to plug their respective latest singles, were introduced by KDKA deejay Jim Williams, who served as emcee for the second of three summertime singing sessions being presented by the station. Five amateur singing groups competed for a place in the finals to be held this week at a local amusement park. A trip to New York City for auditions with major recording companies will be given the winners.

Zenith Debuts

Continued from page 16

speaker in phase with the speaker system of the companion FM radio.

Phonos

All the phonographs have dual-channel, hi-fi amplifying systems with up to 40 watts of EIA undistorted power output or up to 84 watts peak power output, and up to six hi-fi speakers. Cabinets are acoustically matched to the speakers, and all but one of the console and console combinations are in compact lo-boy or full base cabinets in veneers of genuine maple, mahogany, walnut, cherry fruitwood or blond oak and select hardwood solids.

Furniture designs include Scandinavian, Danish and American modern, American Provincial, Early American, French Provincial and Italian Provincial.

Optional, extra cost accessories available with certain instruments in the new line include dual radial remote speakers and reverberation.

Manufacturer's suggested retail prices range from \$299.95 to \$875 for the 11 AM-FM stereo FM console phonographs, from \$179.95 to \$450 for the six console hi-fi stereo phonographs, and from \$615 to \$895 for the four television console combinations.

VOX JOX

Continued from page 14

Stone, former program director of KJR, Seattle, has joined KOL, Seattle, as program director. Stone will also emcee an afternoon (3-6 p.m.) deejay show for KOL. . . . Veteran broadcaster Dale Jackson, who retired from KDKA, Pittsburgh, last February, died August 9 after undergoing surgery earlier last week. . . . Don DeRosac has taken over the 1-3 p.m. segment on WREM, Remsen, N. Y. . . . Deejays Fred Barr and Doc Wheeler, WWRL, New York, emceed an all-star show at the Apollo Theater last week.

New program director of KOMA, Oklahoma City, is Bill Adams, who replaces Phil Nolan. Nolan has taken over p.d. duties at WDCY, Minneapolis. . . . Ruth N. Just has been named director of promotion for WIL, St. Louis. . . . Art Allen, formerly with WKNX, Saginaw, Mich., has moved to WMTR, Lansing, Mich., in the 2:30-6 p.m. time period. Station WMRT went on the air for the first time last month, and Allen says he can use pop singles. . . . Dan Anderson, ex-WLOL, Minneapolis, has joined KEVE, Minneapolis, as a deejay-salesman. . . . Deejay Jack Karey has been subbing for Howard Miller on WIND while the last named is on vacation. . . . Johnny Quinn, WSBC-FM deejay, will byline a column for FM Guide. . . . Phil Green, former program manager of WSBC-FM, has been drafted. . . . Gene McGuane, former WCFL staffer, is one of the owners of the new Holiday key club in Chicago. . . . Sig Sakowicz, interviewer-deejay on WGN and WTAQ, recently was awarded a Citation of Merit by the Illinois department of the American Legion, Ladies' Auxiliary.

DISK DEALS FOR DEALERS

Continued from page 16

- COLUMBIA—Expires September 16, 1961. Started July 10, 1961. Ten per cent discount on new LP releases in addition to complete catalog. See page 1, July 31 issue, for details.
EPIC—Expires September 16, 1961. Started July 10, 1961. "Fall Merchandising Plan." Fifteen per cent discount on all new LP releases for August and September, plus the catalog. See page 1, July 31 issue, for details.
LIBERTY—Expires September 22, 1961. Started August 1, 1961. Label is offering 10 per cent discount on entire catalog, plus new releases on all LP's except The Chipmunks. See page 3, July 24 issue, for details.
WARNER BROS.—Expires September 22, 1961. Started July 24, 1961. Label is offering a 15 per cent bonus to dealers covering new releases and catalog. See page 3, July 31 issue, for details.
ROULETTE—Expires September 24, 1961. Started August 1, 1961. Qualified dealers are offered 15 per cent discount on all LP's including new releases. See page 4, August 7 issue, for details.
ANGEL—Expires September 30, 1961. Started August 14, 1961. Fall program. Dealers qualify by purchasing minimum of 30 LP's. Three parts: New releases and 100 specified titles offered at 20 per cent; 200 specified titles offered at 15 per cent; balance of catalog offered at 20 per cent. Deferred shipping available. See page 3, August 21 issue, for details.
ARGO-CHESS-CHECKER—Expires September 30, 1961. Started August 28, 1961. Straight 10 per cent discount on entire LP library, including six new releases.
CAPITOL—Expires September 30, 1961. Started August 14, 1961. Fall program. Dealers qualify by minimum order of 50 LP's. Twelve per cent special discount instead of normal 2 per cent cash discount on all purchases plus special co-operative advertising allowance equal to 3 per cent of program purchases. See page 3, August 21 issue, for details.
DELMAR—Expires September 30, 1961. Started August 28, 1961. Distributors are offered one free LP for every four purchased. Applies to August and September releases.
ELEKTRA—Expires September 30, 1961. Started August 22, 1961. Fall plan. Label is offering one free LP for every seven purchased. Program includes complete catalog plus three new releases which includes Ed McCurdy's "The Treasure Chest of American Folk Song," a two record bonus pack priced at \$4.98.
KAPP-MEDALLION—Expires September 30, 1961. Started August 1, 1961. Ten per cent discount on all Kapp new releases plus catalog; 15 per cent discount on all Medallion new releases plus catalog. See page 2, July 31 issue, for details.
MONITOR—Expires September 30, 1961. Started August 1, 1961. Ten per cent bonus on all MF, MC and MR series. Additional 10 per cent discount on MC series.
REQUEST—Expires September 30, 1961. Started July 31, 1961. For every purchase of 10 Request LP's the dealer may exchange at no charge three LP's of any other label, stereo or mono. LP's purchased under the program may be exchanged through December 31.
VANGUARD-RACH GUARD—Expires September 30, 1961. Starts September 1, 1961. Fifteen per cent discount on all series including low-price demonstration records.
VEE JAY—Expires September 30, 1961. Started August 28, 1961. One free copy of "Exodus to Jazz" by Eddie Harris for every five purchased.
PRESTIGE—Expires October 8, 1961. Started August 28, 1961. Dealer is offered two LP's free for every 10 purchased. Program covers International, Bluesville and Swingville series plus new releases.
ABC-PARAMOUNT—Expires October 20, 1961. Started July 17, 1961. "Fall LP Program." Distributors are offered 12 1/2 per cent discount on all LP purchases. Program covers complete catalogs and new releases on ABC Paramount Impulse and Chancellor labels. See page 8, July 3 issue, for details.
COLOSSEUM—Expires November 15, 1961. Started August 15, 1961. "Half Price Victory Sale." \$3.98 LP's to retail for \$1.99. Dealer cost \$1.23, f.o.b., warehouse. Label is owned by Bruno Hi-Fi Records.
PETER PAN—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven inch singles to dealers six for \$1.
AUDIO FIDELITY—No expiration date. Started August 1, 1961. One free album for every five purchased on entire catalog, all series included.
INDIGO—No expiration date. Started July 10, 1961. Entire LP catalog is offered on a two-free-for-every-10-purchased plan.
RIVERSIDE—No expiration date. Started February 6, 1961. Dealers buying the Riverside Pre-Pak a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.
TIME—No expiration date. Started April 1, 1961. Dealer is offered one LP free for every six purchased. Program covers complete catalog.
MONITOR—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4, Beethoven Piano Concerto No. 4 in G, Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.
KANDY—No expiration date. Started July 17, 1961. Label is offering seven LP's for price of six. Applies to Johnson's "Organ With a Beat" series. Same type of deal offered on singles.
WONDERLAND—No expiration date. Started August 23, 1961. Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.

INSTANTLY

another HIT from INSTANT!

"A VERY TRUE STORY"

b/w

"PACKIN' UP"

Instant #3234

CHRIS KENNER

INSTANT RECORDS

628 BARONNE STREET NEW ORLEANS, LA.

CORRECTION

UNIVERSE RECORD CO., INC., OF CALIFORNIA

CORRECT PHONE NUMBER IS:

DUnkirk 2-8261

# 7 CHART-BOUND SMASH SINGLES!

*Breaking wide open!*

**I REALLY LOVE YOU**

**The Stereos**

**CUB** K9095  
HIGH FIDELITY

*Exploding in 5 markets!*  
*(In Full Color Sleeve)*

**SWEET SORROW**

**Conway Twitty**

**MGM** K13034

*Joni's got a winner!*  
*(Full Color Sleeve)*

**YOU WERE WRONG and  
SOMEBODY ELSE IS  
TAKING MY PLACE**

**Joni James** **MGM** K13037

*Sure to be a smash!*

**DEVIL IN VELVET**

**The Harptones**

**CUB** K9097  
HIGH FIDELITY

*Solid DJ reaction!*

**LONELY ISLAND and  
TURN ME ON**

**Mark Dinning** **MGM** K13024

*Red hot!*

**ONE HOT DOG**

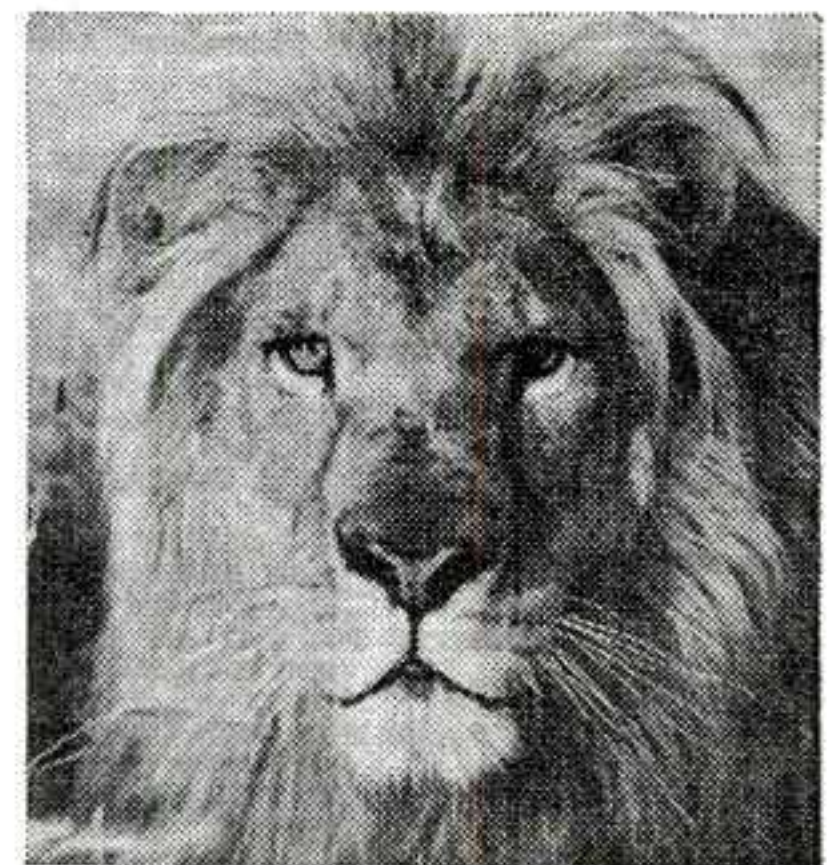
**The 5 Shades**

**MGM** K13035

*Lots of action!*

**GOOD LOVIN' TONIGHT and  
THE STARS FELL**

**Junior Waters** **MGM** K13027



**MGM RECORDS** THE STARPOWER LABEL

# BILLBOARD MUSIC WEEK HITS OF THE WORLD



## Europe

### BRITAIN

(Courtesy New Musical Express, London)

- This Last Week Week**
- 3 JOHNNY, REMEMBER ME—John Leyton (Top Rank)
  - 1 YOU DON'T KNOW—Helen Shapiro (Columbia)
  - 2 WELL I ASK YOU—Eden Kane (Decca)
  - 5 HALFWAY TO PARADISE—Billy Fury (Decca)
  - 12 REACH FOR THE STARS—Shirley Bassey (Columbia)
  - 4 ROMEO—Petula Clark (Pye)
  - 14 QUARTER TO THREE—U. S. Bonds (Top Rank)
  - 14 A GIRL LIKE YOU—Cliff Richard (Columbia)
  - 13 HELLO, MARY LOU—Ricky Nelson (London)
  - 11 DON'T YOU KNOW IT—Adam Faith (Parlophone)
  - 8 YOU ALWAYS HURT THE ONE YOU LOVE—Clarence Henry (Pye Int.)
  - 9 CLIMB EVERY MOUNTAIN—Shirley Bassey (Columbia)
  - 7 TIME—Craig Douglas (Top Rank)
  - 17 BABY, I DON'T CARE—Buddy Holly (Coral)
  - 6 PASADENA—Temperance Seven (Parlophone)
  - 18 THAT'S MY HOME—Acker Bilk (Columbia)
  - 20 CUPID—Sam Cooke (RCA)
  - 22 MARCHETA—Karl Denver (Decca)
  - 10 TEMPTATION—Everly Brothers (Warner Bros.)
  - 24 HOW MANY TEARS?—Bobby Vee (London)
  - 16 RUNAWAY—Del Shannon (London)
  - AIN'T GONNA WASH FOR A WEEK—Brook Brothers (Pye)
  - 21 WEEK-END—Eddie Cochran (London)
  - 29 MOODY RIVER—Pat Boone (London)
  - 30 WRITING ON THE WALL—Tommy Steele (Decca)
  - 27 NATURE BOY—Bobby Darin (London)
  - 23 QUITE A PARTY—Fireballs (Pye Int.)
  - 28 RUNNING SCARED—Roy Orbison (London)
  - WHAT KIND OF FOOL AM I?—Anthony Newley (Decca)
  - 19 BUT I DO—Clarence Henry (Pye Int.)

### ITALY

(Courtesy Musica e Dischi, Milan)

- This Last Week Week**
- 1 LEGATA A UN GRANELLO DI SABBIA—Nico Fidenco (RCA)
  - 3 RIVIERA—Umberto Bindi (Ricordi)
  - 2 NON ESISTE L'AMOR—Adriano Celentano (Jolly)
  - 5 IL MONDO DI SUZIE WONG—Nico Fidenco (RCA)
  - 4 TU SAI/VILLAGGIO SUL FIUME—Pino Donaggio (Columbia)
  - 6 CHITARRA ROMANA—Connie Francis (MGM)
  - 8 I MAGNIFICI SETTE—Al Caiola (UA); Felix Slatkin (London)
  - 10 NON DIMENTICAR LE MIE PAROLE—Caterina Valente (Decca)
  - PISCATORE 'E PUSILLECO—Peppino Di Capri (Carisch)
  - PARLAMI D'AMORE MARIU'—Peppino Di Capri (Carisch)
  - 7 TONIGHT MY LOVE, TONIGHT—Paul Anka (Columbia)
  - CREDERE—Milva (Cetra)
  - 9 PONY TIME—Chubby Checker (Galleria del Corso); Don Covay (Top Rank)
  - LA NOVIA—Tony Dallara (Music); Antonio Prieto (RCA)
  - LE STRADE DI NOTTE—Giorgio Gaber (Ricordi)

### SWEDEN

(Courtesy Show Business, Stockholm)

- This Last Week Week**
- 3 I'VE TOLD EVERY LITTLE STAR—Linda Scott (Sonet)
  - 1 PUTTI PUTTI—Jay Epae (Mercury)
  - 7 DEN SISTE MOHIKANEN—Little Gerhard (Karussell)
  - 8 FLAMING STAR/SURRENDER—Elvis Presley (RCA)
  - 2 EN GANG SKALL VI ATER MOTAS—Thory Bernhards (Polydor)
  - 5 DO WHAT YOU WANT—Damita Jo (Mercury)
  - 4 KARA MOR—Goingeflickorna (Joker)
  - TRAVELIN' MAN/HELLO MARY LOU—Ricky Nelson (California)

- 10 PER OLSSON/OSA SAND—Owe Thörnqvist (Phillips)
- PEPE—Jorgen Ingmann (Metronome)

### NORWAY

(Courtesy Verdens Gang, Oslo)

- This Last Week Week**
- 1 HELLO MARY LOU—Ricky Nelson (California)
  - 2 GREENFIELDS—Brothers Four (Phillips)
  - 3 A GIRL LIKE YOU—Cliff Richard (Columbia)
  - 9 SUCU SUCU—The Monn Keys (Triola)
  - 5 BUT I DO—Clarence Henry (Pye)
  - 4 BABY SITTING BOOGIE—Buzz Clifford (Phillips)
  - 6 PEPE—Jorgen Ingmann (Metronome)
  - 7 SURRENDER—Elvis Presley (RCA)
  - 8 MOODY RIVER—Pat Boone (Dot)
  - ROMEO—Petula Clark (Pye)

### GERMANY

(Courtesy Automaten-Markt, Braunschweig)

- This Last Week Week**
- 1 SCHONER FREMDE MANN (Someone Else's Boy)—Connie Francis (MGM)
  - 5 HELLO MARY LOU—Jan & Kjeld (Ariola); Ricky Nelson (London); Ricky-Boys (Phillips)
  - 4 CORINNA, CORINNA—Peter Bell (Fontana); Ray Peterson (Heliodor)
  - 6 ZUCKERPUPPE—Bill Ramsey (Polydor)
  - 2 AM SONNTAG WILL MEIN SUSSER MIT MIR SEGELN GEHN—Old Merry Tale Jazz Band (Brunswick)
  - 3 I BIN A STILLER ZECHER—Gus Backus (Polydor)
  - 19 DER SHERIFF VON ARKANSAS WAR 'NE LADY—Caterina Valente (Decca)
  - 7 HUH-A-HOH (Wheels)—Trio Kolenka (Phillips)
  - 8 IRENA—Rocco Granata (Columbia)
  - 13 SO LEBEN WIR—Der Flotte Franz u. s. Bierbrummer (Ariola)
  - 10 WHEELS—Billy Vaughn (London); String-A-Longs (London)
  - 12 MORGEN BIST DU ALLE SORGEN LOS—James Brothers (Polydor)
  - 9 UBER ALLE SIEBEN MEERE—Lolita (Polydor)
  - 5 BABY SITTING BOOGIE—Ralf Bendix (Columbia); Buzz Clifford (Phillips)
  - 11 WIEL DU MEINE GROSSE LIEBE BIST (Santa Lucia)—Gerd Botzcher und Detlef Engel (Decca)
  - 18 MEIN VATER WAR EIN COWBOY—Conny (Electrola)
  - 22 LA PALOMA—Freddy (Polydor)
  - 26 ANNA—Jorgen Ingmann (Metronome)
  - 15 AUF WIEDERSEHN—Gus Backus (Polydor)
  - 27 EIN ENGEL OHNE FLUGEL (I Can See an Angel)—Detlef Engel (Telefunken)

### HOLLAND

(Courtesy Platennieuws, Amersfoort)

- This Last Week Week**
- 1 HELLO MARY LOU—Ricky Nelson (Imperial)
  - 3 RUNAWAY—Del Shannon (London)
  - 4 TEMPTATION—The Everly Brothers (Warner Bros.)
  - 2 OCH, WAS IK MAAR—Johnny Hoes (Phillips)
  - 5 WHEELS—String-A-Longs (London)
  - 6 I FEEL SO BAD—Elvis Presley (RCA)
  - 7 I'M BREAKIN' IN A BRAND-NEW BROKEN HEART—Connie Francis (MGM)
  - 10 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Paramount)
  - 9 NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)
  - 8 ARE YOU SURE—The Allisons (Fontana)

### SPAIN

(Courtesy Discomania, Madrid)

- This Last Week Week**
- 1 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Hispavox)
  - 2 LA NOVIA—Antonio Prieto (RCA)

- 3 EXODUS—Duo Dinamico (La Voz de su Amo)
- 4 BLUE MOON—The Marceles (Colpix-Disophon)
- 7 QUISIERA SER—Duo Dinamico (La Voz de su Amo)
- 8 ENAMORADA—Jose Guardiola (La Voz de su Amo)
- 5 POETRY IN MOTION—Duo Dinamico (La Voz de su Amo)
- 6 MY HOME TOWN—Paul Anka (ABC-Hispavox)
- 9 DANCE ON LITTLE GIRL—Paul Anka (ABC-Hispavox)
- 10 ESTANDO CONTIGO—Marisol (Montilla)

### FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine, Mechelen)

- Two This Weeks Week Ago**
- 1 WHEELS—The String-A-Longs (London)
  - 2 PARASOL—The Cousins (Palette)
  - 10 RUNAWAY—Del Shannon (London)
  - 7 PEPITO—Los Machucambos (Decca)
  - 3 BABY SITTING BOOGIE—Buzz Clifford (Phillips)
  - 4 NON, JE NE REGRETTE RIEN—Edith Piaf (Columbia)
  - DANCE ON, LITTLE GIRL—Paul Anka (ABC-Paramount)
  - 6 BLUE MOON—The Marceles (Colpix)
  - APACHE—The Shadows (Columbia)
  - TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Paramount)

## The Americas

### MEXICO

(Courtesy Audiomusica, Mexico)

- This Last Week Week**
- 1 AGUJETAS, COLOR DE ROSA—Los Hooligans (Columbia)
  - 2 PRESUMIDA—Los Teen Tops (Columbia)
  - 3 ESCANDALO—Javier Solis (Columbia); M. A. Muniz (RCA)
  - 4 ENORME DISTANCIA—J. A. Jimenez (RCA)
  - 7 CAMINO OSCURO—M. A. Muniz (RCA)
  - 8 HACIENDOTE EL AMOR—Los Locos del Ritmo (Dimsa)
  - 5 Y...—Javier Solis (Columbia)
  - 10 RUEDAS (Wheels)—Billy Vaughn (Dot)
  - LUCES DE NUEVA YORK—Sonora Santanera (Columbia)
  - OJOS DE ACAPULCO—Los Dandys (RCA)

### CHILE

(Courtesy So. Africa & Lourenco Marques Radio)

- This Last Week Week**
- 1 WHEELS—The String-A-Longs (London)
  - 3 CORINNA, CORINNA—Danny Chilean (RCA)
  - 9 APACHE—Jorgen Ingmann (Top Rank)
  - 6 IT'S NEVER TOO LATE—Fresia Soto (RCA)
  - 4 THE GREEN LEAVES OF SUMMER—Frankie Avalon (Odeon)
  - 2 RUNAWAY—Del Shannon (London)
  - 7 HOW MANY TEARS—Pat Henry (Odeon)
  - 8 LITTLE DEVIL—Neil Sedaka (RCA)
  - DANCE ON LITTLE GIRL—Paul Anka (Polydor)
  - 5 LLORANDO ME DORMI—Bobby Capo (CRC)

### SOUTH AFRICA

(Courtesy So. Africa & Lourenco Marques Radio)

- This Last Week Week**
- 2 I'VE TOLD EVERY LITTLE STAR—Linda Scott (Columbia)
  - 1 MOODY RIVER—Pat Boone (Dot)
  - 4 SENTIMENTAL ME—Elvis Presley (RCA)
  - 3 SUMMER KISSES, WINTER TEARS—Elvis Presley (RCA)
  - 6 LITTLE DEVIL—Neil Sedaka (RCA)
  - 5 BEAT OUT DAT RHYTHM ON A DRUM—Cliff Richard (Columbia)
  - 8 TAKE GOOD CARE OF HER—Adam Wade (HMV)
  - 9 TRAVELIN' MAN—Ricky Nelson (Renown)
  - 6 ALL HANDS ON DECK—Pat Boone (Dot)
  - STICK WITH ME BABY—

- 7 TONIGHT MY LOVE, TONIGHT—Paul Anka (ABC-Par.)
- HELLO WALLS—Faron Young (Capitol)
- 10 THE FRIGHTENED CITY—The Shadows (Columbia)
- WHAT'D I SAY—Cliff Richard (Columbia)

### NEW ZEALAND

(Courtesy Utamatic, Tokyo)

- This Last Week Week**
- 3 DON'T TREAT ME LIKE A CHILD—Helen Shapiro (Decca)
  - 7 HALFWAY TO PARADISE—Tony Orlando (Phillips)
  - 6 TRAVELIN' MAN—Ricky Nelson (London)
  - 10 LOVE MY LIFE AWAY—Bill and Boyd (Phillips)
  - 9 SAN ANTONIO ROSE—Floyd Cramer (RCA)
  - SOMEBODY TO LOVE—Bobby Darin (London)
  - THEME FROM DIXIE—Duane Eddy (London)
  - RAINDROPS—Dee Clark (Top Rank)
  - 8 HELLO WALLS—Faron Young (Capitol)
  - PASADENA—The Temperance Seven (Parlophone)

### VENEZUELA

(Courtesy Notidiscos, Caracas)

- This Week**
- 1 CAMELITO—Conjunto Medano (Fidelity)
  - 2 EL HERRERO—Hugo Blanco y su Conjunto (Palacio)
  - 3 PITAGORAS—Los Hooligans (Columbia)
  - 4 HISTORIA DE MI AMOR—Cesar Costa (Orfeon)
  - 5 NO EXISTE EL AMOR—Adriano Celentano (Jolly)
  - 6 MI PUEBLO—Cesar Costa (Orfeon)

## Asia & Pacific

### INDIA

(Courtesy The Voice, Calcutta)

- This Last Month Month**
- WONDERLAND BY NIGHT—Eddie Calvert (DB)
  - RIDERS IN THE SKY—The Ramrods (HLU)
  - THE CONTINENTAL WALK—The Rollers (HLG)
  - WHEELS CHA CHA—Joe Loss Orchestra (POP)
  - GEE WHIZ, IT'S YOU—Cliff Richard (DC)
  - THE FRIGHTENED CITY—The Shadows (DB)
  - 7 YOU'RE SIXTEEN—Bill Forbes (DB)
  - GOODNESS GRACIOUS ME—Peter Sellers & Sophia Loren (R)
  - 9 THEME FOR A DREAM—Cliff Richard (DB)
  - 1 WHEELS—Billy Vaughn

### AUSTRALIA

(Courtesy Music Maker, Sydney)

- This Last Week Week**
- 1 SMOKEY MOKES—Joye Boys (Festival)
  - 2 I'M GONNA KNOCK ON YOUR DOOR—Eddie Hodges (London)
  - 3 SEA OF HEARTBREAK—Don Gibson (RCA)
  - 4 THE BATTLE'S O'ER—Andy Stewart (Top Rank)
  - 5 TRAVELIN' MAN—Ricky Nelson (London)
  - 6 DREAM GIRL—Bryan Davies (HMV)
  - 7 BABY FACE—Bobby Vee (London)
  - 8 SCOTTISH SOLDIER—Andy Stewart (Top Rank)
  - 9 SAMANTHA—Kenny Ball (Pye)
  - 11 YELLOW BIRD—Arthur Lyman (HiFi)
  - WELL I ASK YOU—Eddie Kane (Decca)
  - 12 TEMPTATION—Everly Brothers (WB)
  - 10 LITTLE DEVIL—Neil Sedaka (RCA)
  - 13 EXODUS—Ferrante & Teicher (Coronet)
  - 14 CUPID—Sam Cooke (RCA)

### HONG KONG

(Courtesy Utamatic, Tokyo)

- This Last Week Week**
- 2 MORE THAN I CAN SAY—Bobby Vee (Liberty)
  - 6 THE MAGNIFICENT SEVEN—Al Caiola (UA)
  - 4 SOMEONE ELSE'S BOY—Connie Francis (MGM)

### JAPAN

(Courtesy Utamatic, Tokyo)

- This Last Week Week**
- 1 CALENDAR GIRL—Neil Sedaka (Victor)
  - 2 LONELY SOLDIER BOY—Johnny Deerfield (Capitol)
  - 6 KIMI KOISHI—Frank Nagai (Victor)
  - 9 MOLIENDO CAFE—Hugo Blanco (Polydor)
  - 3 BROKEN PROMISES—Kobayashi Akira (Columbia)
  - 4 PLEIN SOLEIL—The Film Symphonic Orch. (Polydor)
  - 5 GINZA NO KOI NO MONOGATARI—Ishihara Yujiro (Teichiku)
  - 10 KITSUKAKE TOKIJIRO—Hashi Yukio (Victor)
  - 7 KITAKAMI YAKYOKU—Dark Ducks (King)
  - 11 MUJO NO YUME—Sagawa Mitsuo (Victor)
  - 8 MANGOKU NO YORU—Buckie Shirakata (Teichiku)
  - 15 LITTLE DEVIL—Neil Sedaka (Victor)
  - 12 G I BLUES—Elvis Presley (Victor)
  - 16 SENDO KOUTA—Sagawa Mitsuo (Victor)
  - 13 NORTH TO ALASKA—Johnny Horton (Columbia)

### SPAIN

## Summer Shows Good Disk Sales

By RAUL MATAS  
32 Av. Jose Antonio, Madrid

Virtually every Spanish theater or night club has adopted the idea of having a little record shop featuring material recorded by its past, present and coming attractions. Sales show unexpected figures. At the Mediterranean beach resorts, an estimated 5,000,000 visitors are spending their money, also in a big disk mart. "Half of Europe is having sun in Spain," say the reports. Because a summer vacation in Spain costs less than in almost any other place of the world, tourists invest in souvenirs and records. Thus, unlike other nations, summer helps the Spanish record industry.

### Summer Shorts

Abbe Lane and Xavier Cugat flew back to Las Vegas after their annual vacation here at S'Agaro in La Costa Brava... Andy Russell's job before coming to Europe will be to record the top Benidorm festival tune, "Enamorada," in Mexico... Martin Garea from Hispavox visits Mexico, then hopes to inaugurate new recording studios in Madrid as soon as he returns... French singer Denny Delmin who made a hit in Buenos Aires stayed a few weeks in New York and plans to debut in Madrid soon. He records for the Disc Jockey Company in Buenos Aires, owned by Rodriguez Luque, one of the pioneer disk jockeys in Argentina... Ricky Nelson's "Mary Lou" launched here by Polydor... "Llorando me dormi," Puerto Rican Bobby Capo's hit, among the possible future tops in Spain... Hermanos Rigual, Hector Cabrera, and Lila with the answer to that song, has been aired already.

## JAPAN

## Toshiba Records First Japanese Mountain Resort Jazz Festival

By J. FUKUNISHI

108 Kakinokizaka, Meguroku, Tokyo

Toshiba Records, an affiliate of Angel Records in Japan, has recorded for immediate release the first jazz festival staged in Japan, held at Karuizawa, famous mountain resort four hours out of Tokyo. Top ranking Japanese combos K. Yashiro Quartet, M. Yagi Quintet and Westliners performed for three nights from August 17 to 19 at the Haruyama Hotel. On the first night, dancing was permitted by the police to celebrate the opening of the festival.

Despite scanty advance publicity by the sponsors, Sogetsu Music Center of Tokyo, tickets sold fairly well. Encouraged by this, the sponsor plans to hold a second festival

## NORWAY

## New Viking Label Debuts in Oslo

By ESPEN ERIKSEN

Verdens Gang, Akersgaten 34, Oslo

A new Norwegian record company was born in Oslo last week. Viking Music intends to deal not only with recordings and disks, but also to arrange tours, make movies and involve itself with everything that has to do with music. The head of Viking Music is young orchestra leader Kjell Karlsen, who expects to benefit from his experience in working for record companies. Among the artists Viking Music has contracted are young

(Continued on page 43)

## HOLLAND

## Rain Provides Good Disk Sales Weather

By HEMMY J. S. WAPPEROM

Editor, Platennieuws  
P. O. Box 43 Amersfoort

Day after day, for weeks and weeks, it's been raining cats and dogs in this country. There are even no such things as clouds with a silvery lining. One good result of this blue period is that record shops have done well. The results of the 1961 clearance sale (July 15 to August 1) were satisfactory and business is still good while the "Season" has still to come in September.

The Everly Brothers disk "All I Have to Do Is Dream" came back after four years on the Billboard "Hot 100" in August. At the same

(Continued on page 43)

## PHILIPPINES

## Bayanihan Tour May Help Expose Disks

By LUIS MA. TRINIDAD

264 Escolta, Manila

The Bayanihan Philippine Dance Company left here by ship on August 18 for a year-long world-wide tour as the first "official cultural representative of the Philippines abroad," by designation from President Carlos P. Garcia according to a new law which enables him to make such an appointment annually. The law provides for the government to contribute to transportation and expenses overseas for the designated artists.

(Continued on page 43)

## HONG KONG

## Police Seize Bootleg Hits

By CARL MYATT

44 Mt. Kellett Road, the Peak

A series of anonymous letters delivered to record dealers here resulted in the Hong Kong police seizing a large shipment of pirated American and Hong Kong hit records. Revenue men swooped in on the freighter Szechuen when it arrived from Taiwan and confiscated 1,247 records.

This was the first big haul made in Hong Kong, the center for distribution of pirated disks. When the piracy story first broke here, revenue officers at first refused to believe the records were coming in by sea. "Our men have been checking these ships quite thoroughly," said one official. Now that it has been proved quite conclusively that the records are being brought in by sea, efforts will probably be redoubled.

## Disk Shorts

Jack Elliott, Kapp a.&r. man and Patti Page's musical director, had some rather revealing things to say about the American music industry when he stopped here en route to Manila for the Patti Page show. Jack said that taste has slipped considerably and that people in the record business must be on their guard.

"Up-quickly-down-quickly rec-

(Continued on page 43)

## NEW ZEALAND

## Viking Promo on 'Caravan'

By FRED GEBBIE

Box 2443, Auckland

Local boy Ronnie Sundin has signed a long-term contract with his old label, Viking. Sundin had some degree of success last year and put Viking on many charts. . . . Viking also obtained the rights to release Duane Eddy's new single, "Caravan," and Ron Dalton, of the label, tells BMW that this will get the biggest promotion ever accorded a Viking disk.

Festival Records' promotion on the Ampar and Impulse labels spot nine LP's out this week. Allied released the UA disk of "The Magnificent Seven" by Al Ciaolo and the BMW chart topper "Boogie Woogie" by B. Bumble and the Stingers. . . . Pye acquired the rights to the original by the Edsels "Rama Lama Ding Dong." . . . Ampar has the new Paul Anka "Dance On Little Girl."

## AUSTRALIA

## Australian Radio Bans Hit U. S. Disks Based on Classical Themes

By GEORGE HILDER

19 Todman Ave., Sydney

Norm Burns, a local Pye Records exec, is feeling very proud of the new sound which he created for "Li'l Ol' Me," an instrumental by a new Sydney group named the Brass Monkeys. Burns strapped two microphones to a piano, plugged them to an amplifier with a built-in echo chamber, and recorded the tune in a separate booth. The result is a weird jangling sound which could push the record into the best seller lists, and perhaps attract international interest.

## Classics Taboo

The staid BBC in London refuses to broadcast any pop adaptation of classics, and now, in Australia, too, a number of pop-classics have been banned. The list includes Della Reese's "Don't You Know," from "La Boheme," and Jackie Wilson's "Night" taken from "Softly Awakes My Heart." Only last week Steve Lawrence's "My Clair de Lune" based on Debussy's "Clair de Lune" was restricted by publishers. The restrictions do not apply only to classics: Frank Sinatra's new version of Kipling's "Road to Mandalay" was banned by Rudyard Kipling's daughter who holds the rights to his estate and it was withdrawn from the album "Come Fly With Me" in all British countries. A new version of "Pomp and Circumstance" on the Calliope label has also been banned in British countries by the heirs of the late Sir Edward Elgar, who objected to the new rocking treatment.

## September Releases

The Australian Record Company's September release is one of the biggest in the history of the company. Albums issued will include 14 mono and 14 stereo plus 10 singles, highlighted by the original cast album of "The Sound of Music," which opens in Melbourne in November. The sound track and single of "Never On Sunday" are both being re-released to

coincide with the opening of the film in Sydney August 24. Latest sing-along album to be added is the CBS-Coronet "Happy Times Sing Along With Mitch."

Andy Stewart's first single "A

(Continued on page 43)

## MEXICO

## Seeco Waxing Matancero

By OTTO MAYER-SERRA

Editor, Audiomusica  
Apartado 8688, Mexico City

Sid Siegel, president, and Raymond Irisarry, sales manager of Seeco Records, are in town planning new recordings of their Cuban orchestra Sonora Matancera. . . . Also arrived from New York is Dominican composer Eugenio Fonteur, who has rented the Bel Art Studios where he recorded a dozen of his songs. The records will be pressed and distributed by Peerless. . . . Paraguayan folk singer Kika Da Silva is recording for Peerless typical songs of her country, accompanied by Argentina harpist Juvenal Barbosa, several guitars and a mariachi band. Her record is meant to have South American flavor and a Mexican ambience!

Before leaving towards the end of the month for Puerto Rico, and later on for Buenos Aires, Olga Guillot will record for Musart an LP with songs by Maria Grever, many of them unpublished. . . . Conductor-Impresario Jose Sabre Marroquin associated himself with Robert W. Lerner (producer of the Spanish version of "My Fair Lady"). After having been very successful with the Hi-Lo's, they plan to bring to Mexico in the near future other outstanding American performers. . . . Chilean vocal group Hermanos Silva recorded for RCA two new songs by Spanish composer Augusto Alguero, "Estare Contigo" and "Carnavalito Gitano."

## BRITAIN

## Modern Cats Dig Trad, '20's Tunes

By DON WEDGE

News Editor, New Musical Express

The current British interest in traditional jazz—or more properly a local commercialization of it—has meant renewed action for old copyrights, supplementing the general world-pattern of revivals of more recent hits.

Acker Bilk's "That's My Home"

## BELGIUM

## 'Brigitte Bardot' Becomes a Belgian Smash Record Hit

By JAN TORFS

Stuivenbergvaart 37, Mechelen

Digno Garcia came back a few weeks ago with a new group from South America. He brought back from there two great hits: "Moliendo Cafe" (No. 1 in Argentina) and "Brigitte Bardot" (No. 1 in Brazil). With these two recordings, he made an EP which was released within eight days in France and Belgium. His version on "Brigitte Bardot" has had great reaction in Belgium and was the first version on the Dutch market. The

(Continued on page 43)

## GERMANY

## New Company Formed by Mendelson

By JIMMY JUNGERMANN

102 Ismaninger Street, Munich 27

German record producer Gerhard Mendelson has formed a new firm in Monte Carlo, the Monte Carlo Productions Musicales. The MPM manager will be Frau Friedl Seibert. In the future, Mendelson will produce in Vienna, Munich and Monte Carlo.

The MGM-Polydor label issued the first all-German Connie Francis record now produced by Gerhard Mendelson in Vienna, "Einmal Komm Ich Wieder," by Werner Scharfenberger, b.w. "Immer Und Uberall," by Erwin Halletz. An English version of these numbers is scheduled.

## Visitors

After his holiday in Italy, Swedish music publisher Felix Stahl arrived in Munich to meet composer Charles Wildman and discuss new recordings. There is good news for Stahl: Billy Vaughn recorded his "Blue Tomorrow," a new hit in Germany, via the London label; Bruce Low has sung the German version of "Blue Missouri" for the Ariola label, and Roger Williams, on Kapp, has recorded the "Riviera Concerto," by Wildman, published by Stahl. . . . Eberhard Von Berswordt, Ariola rep, arrived in Munich to start the new Zarah Leander record, "Wunderland Bei Nacht."

## New Label

Munich has a new record label, the Fanal. The first numbers are "Bambinella Cha Cha" and "Susse, Kleine Mademoiselle," published by Munich's Insel Ton. . . . The Ariola label will move from Gutersloh to Munich within the next 18 months.

## Promotion

Teldec is going all out on plugs for Warner Bros.' Connie Stevens on records, German TV, and radio. All leading German newspapers and mags are full of pix and news of her, and WB European chief Bobby Weiss introduced her to the German press in person.

(EMI-Columbia), now in its seventh week on the charts, stands at No. 16. A Columbia issue last week-end was the Terry Lightfoot Band's "Black Bottom Stomp" (coupled with the more recent "True Love"). There has been considerable success with music played in the style of the 'Twenties. Outstanding has been the Temperance Seven (EMI-Parlophone) whose "Pasadena," after 11 weeks on the chart still stands at No. 15. Earlier the group scored with "You're Driving Me Crazy," which topped the chart during its 13-week run this spring. Several other tunes have been waxed. Getting considerable air-play currently is "Frankfurter Sandwiches" by Rosemary Squires (EMI-Columbia). Also from the period is Monty Sunshine's waxing of "Creole Love Call." Although this trend has brought a lot of unanticipated revenue to the copyright holders there has been no marked interest in reviving the actual recordings of the period.

## Visitors Here

In for the taping a Granada-TV spec, Paul Anka brought Linda Scott over as guest star. Travelling with the singers were Anka's manager Irving Feld and Neil Galligan, president of Scott's label, Canadian-American, and conductor Hutch Davie. . . . Prestige sales manager Ron Eyre, here on vacation in his native land, called on

(Continued on page 43)

By BRIGITTE KEEB  
Music Editor, Automaten-Markt  
Braunschweig, Germany

The country and western trend in music here is growing rapidly. After ex-GI Gus Backus topped the charts with his hillbilly-like tune of "Da sprach der alte Hauptling" (There Said the Old Indian Chief) on Polydor, Caterina Valente was the next artist to zoom to the top with "Der Sheriff von Arkansas ist 'ne Lady" (Decca), which has reached the 100,000 sales mark within three weeks after its release.

Almost all German firms try to follow this new trend by releasing new product of this kind, such as "Ich muss ein Cowboy sein" by Belgian top artist Bobbejaan on Ariola, "Der Sheriff von Laredo" by the Merrymakers on same label, and "Wo ist der Sheriff" by Berlin teen-age duo Reni and Chris, also on Ariola. Conny has a best seller with "Mein Vater war ein Cowboy" on Electrola. "Texas Jimmy," second place song at German Song Festival 1961, was a remarkable success for the Missouri (Bert Berger and Michael Holm) on Telefunken. Polydor is to issue "Hillbilly Joe" by Helga Brendgen. Teldec released "Unser Sheriff ist O.K." by the Western Stars. And several others have been released or are still in preparation.

## Pubber Row

Melodie der Welt Publishing Company, Frankfurt, also representing the Francis, Day & Hunter Publishing organization here, has given the rights for "Marching Dixielanders" by Jochen Brauer Sextet (Ariola) to Schwarz Music, New York, for probable release in the States. The theme from "Aimez vous Brahms" will be released on a single by Ferrante and Teicher here on United Artists Records, distributed by Deutsche Grammophon. The standard "Yes, Sir, That's My Baby," the German rights of which are held by Melo-

(Continued on page 43)

# ALBUM PROGRAMMING & BUYING GUIDE

## TOP LP's BY CATEGORY

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

### VOCAL LP's

Title (Label)	(Stereo)	Mono	Top LP Rank
<b>Male Vocalists</b>			
All the Way (Cap)		(21)	42
Paul Anka Sings His Big 15 (ABC)			21
Chet Atkins' Workshop (RCA)			131
Belafonte at Carnegie Hall (RCA)		(26)	44
Belafonte Returns to Carnegie Hall (RCA)			145
Brook Benton Golden Hits (Mer)			90
Bobby's Biggest Hits (Cameo)			108
● <b>COME SWING WITH ME (CAP)</b>		(25)	51
Bobby Darin Story (Atco)			25
Dedicated to You (ABC)			43
Heavenly (Col)			81
Buddy Holly Story (Cor)			79
Johnny Horton's Greatest Hits (Col)			26
Hymns (Cap)			129
I'll Buy You a Star (Col)			80
It's Pony Time (Park)			118
Johnny's Greatest Hits (Col)			41
Johnny's Moods (Col)			130
● <b>JUMP UP CALYPSO (RCA)</b>			128
● <b>MOODY RIVER (DOT)</b>		(49)	38
● <b>MOST POPULAR GUITAR (RCA)</b>			119
Nice 'n' Easy (Cap)			64
● <b>PORTRAIT OF JOHNNY (COL)</b>			100
● <b>PORTRAIT OF MY LOVE (UA)</b>			120
Rick Is 21 (Imp)			8
Ring-a-Ding Dina (Rep)		(16)	11
● <b>SINATRA SWINGS (REP)</b>		(40)	50
Sinatra's Swinging Session (Cap)			112
● <b>SOMETHING FOR EVERYBODY (RCA)</b>		(18)	1
Touch of Your Lips (Cap)			136
Twist (Park)			113
Warm Col			110

### Female Vocalists

● <b>ALL THE WAY (DEC)</b>			147
● <b>AT LAST (ARGO)</b>			127
Connie's Greatest Hits (MGM)			56
Emotions (Dec)			30
Connie Francis at the Copa (MGM)			150
● <b>JUDY AT CARNEGIE HALL (CAP)</b>		(7)	17
Brenda Lee (Dec)			58
● <b>MORE GREATEST HITS (MGM)</b>			76
Roarin' 20's (WB)			82
This Is Brenda (Dec)			86

### Duos and Groups

Another Smash (Dol)			66
Best Music On/Off Campus (Col)			124
Encore of Golden Hits (Mer)			24
● <b>FOUR PREPS ON CAMPUS (CAP)</b>			53
From the Hungry i (Cap)			97
● <b>GOIN' PLACES (CAP)</b>		(13)	13
Hawaii (CA)			139
Here We Go Again (Cap)			63
Kingston Trio (Cap)			33
Kingston Trio at Large (Cap)			75
Make Way		(43)	32
Sold Out (Cap)			99
String Along (Cap)			95
Tonight in Person (RCA)		(36)	20

### Choruses

Happy Times Sing Along With Mitch (Col)		(41)	78
Memories Sing Along With Mitch (Col)			68
Mitch's Greatest Hits (Col)			101
More Sing Along With Mitch (Col)			54
Party Sing Along With Mitch (Col)			144
Saturday Night Sing Along With Mitch (Col)			98
Sentimental Sing Along With Mitch (Col)			102
Sing Along With Mitch (Col)		(20)	18
Still More Sing Along With Mitch (Col)			55
TV Sing Along With Mitch (Col)		(15)	6

### Mixed Voices

Oldies But Goodies (OS)			35
● <b>OLDIES BUT GOODIES, VOL. III (OS)</b>			52

### COMEDY LP's

An Evening With Mike Nichols and Elaine May (Mer)			141
Button-Down Mind of Bob Newhart (WB)			49
Button-Down Mind Strikes Back (WB)			37
● <b>STAN FREBERG PRESENTS THE U.S.A. (CAP)</b>			59
Here's Jonathan (Ver)			72
In Living Black and White (Colpix)			34
Inside Shelley Berman (Ver)			47
● <b>JOSE JIMENEZ AT THE HUNGRY i (KAPP)</b>			27
Kick Thy Own Self (RCA)			91
Knackers Up (Jub)			9
Moms Mabley at the U.N. (Chs)			45
● <b>MANNA OVERBOARD (DEC)</b>			107
Sinsational (Jub)			36
Woody Woodbury Looks at Love and Life (Stereodd)			104

### INSTRUMENTAL LP's

Title (Label)	(Stereo)	Mono	Top LP Rank
<b>Mood and Dance</b>			
Best of the Popular Piano Concertos (WB)			105
Blue Hawaii (Dot)			115
Calcutta (Dot)		(9)	19
● <b>EBB TIDE AND OTHER INSTRUMENTAL FAVORITES</b>		(30)	125
Italia Mia (Lon)		(19)	23
Memories Are Made of This (Col)		(35)	103
Orange Blossom Special and Wheels (Dot)		(22)	39
● <b>PIANO FORTE (RCA)</b>		(44)	106
Sail Along Silv'ry Moon (Dot)			137
Say It With Music (Col)		(38)	140
Songs to Remember (Lon)			87
Stars for a Summer Night (Col)		(1)	4
Temptation (Kapp)			114
Till (Kapp)			149
Wanderland by Night (Dec)			71
● <b>YELLOW BIRD (LIFE)</b>		(10)	29
● <b>YELLOW BIRD (DOT)</b>		(6)	40

### Jazz

● <b>DREAMSTREET (ABC)</b>		(46)	123
● <b>EXODUS TO JAZZ (VJ)</b>		(5)	2
Paris From the New Orleans (Cor)			93
● <b>GENIUS AFTER HOURS (ATL)</b>			148
Genius Hits the Road (ABC)			122
Genius of Ray Charles (Atl)			126
Genius Plus Soul Equals Jazz (Imp)		(27)	22
● <b>AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)</b>		(37)	111
● <b>TIME OUT (COL)</b>		(34)	60
● <b>WHAT'D I SAY (ATL)</b>			146

### SHOW MUSIC

<b>Original Cast</b>			
Bye Bye Birdie (Col)			84
Camelot (Col)		(3)	7
Carnival (MGM)		(14)	15
● <b>DONNYBROOK (KAPP)</b>			62
Fiorello (Cap)			116
Flower Drum Song (Col)			121
Gypsy (Col)			92
Music Man (Cap)		(31)	138
My Fair Lady (Col)		(23)	31
The Sound of Music (Col)		(8)	13
South Pacific (Col)			83
Tenderloin (Cap)			133
Unsinkable Molly Brown (Cap)		(32)	48
West Side Story (Col)		(39)	57
Wildcat (RCA)		(33)	74

### Sound Track

The Alamo (Col)			89
Ben-Hur (MGM)			73
Exodus (RCA)		(4)	5
G. I. Blues (RCA)		(48)	14
Gigi (MGM)			96
● <b>GONE WITH THE WIND (CAM)</b>			69
King and I (Cap)			61
Never on Sunday (UA)		(2)	3
Oklahoma! (Cap)		(47)	117
Porgy and Bess (Col)			132
South Pacific (RCA)		(17)	46
Student Prince (RCA)			143

### Music From Musicals, Films and TV

Film Encores (Lon)			65
Gone With the Wind (WB)			85
Great Motion Picture Themes (UA)		(11)	10
Mr. Lucky (RCA)			77
Music From Exodus and Other Great Themes (Lon)		(28)	28
Peter Gunn (RCA)			134
● <b>THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS (LON)</b>		(29)	88

### CLASSICAL & SEMI-CLASSICAL LP's

Beethoven: Wellington Victory (Mer)			(45)
The Lord's Prayer (Col)			94
Sixty Years of Music America Loves Best, Vol II (RCA)			109

## Reviews of New Albums

The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

### Pop

#### HE NEEDS ME



Gloria Lynne. Everest LPBR 5128—Gloria Lynne's highly emotional and personalized voice is wrapped around 12 standards on this set including the title tune which saw some "Hot 100" chart action. The songs are ballads for the most part, and Miss Lynne's warm voice makes them come alive. Among the other fine titles are "The Lamp Is Low," "I Thought About You," "I Got It Bad," "Greensleeves" and "Make the Man Love Me." Like most of the thrush's albums, this set should have dual appeal in both the jazz and the pop markets. The tasteful string and ork arrangements are by Jimmy Jones.

#### NEW PIANO IN TOWN



Peter Nero. RCA Victor LPM 2383 (Stereo & Monaural)—Nero hit the best selling charts solidly with his first album outing "Piano Forte," and this marks another helping of the listenable, and stylish Nero pianistic offerings, with their interesting Garnerish touches. The artist is in great form with "Body and Soul," "Maria," "Slow Boast to China," etc. This one can move off the shelves rapidly and should cause a stir with jocks.

#### THE SLIGHTLY FABULOUS LIMELITERS



RCA Victor LPM 2393 (Stereo & Monaural)—The group has created much noise both in singles and albums in the past year and this new package should do nothing to break the chain. The stylish trio turns out a bevy of folk material of varied derivation—Israeli, American, etc., to their own smart string accompaniment. Colorful cover finds the boys poised, arms outstretched, astride a foreign car. Set can do a lot of business.

#### WOODEN HEART



Joe Dowell. Smash MGS 27000 (Stereo & Monaural)—Joe Dowell currently has the No. 1 tune on the pop charts with "Wooden Heart" and this album should be a sock seller too. In addition to his hit single, the chanter turns in strong performances on "Corrina Corrina," "100 Lbs. of Clay," "Everyday," "Young Love" and "Dream Lover." Good teen wax.

### Sound

#### EXOTIC PERCUSSION



Stanley Black and his Ork. London SP 44004 — This should become one of the best selling items from London's new Phase 4 percussion line. Stanley Black has long been a solid seller for the label. Here he has some extra plus factors working for him. The colorful two-channel arrangements play up the pagan aspects of such tunes as "Temptation," "Old Devil Moon," "Misirlou," "Babalu," "Caravan," etc. And London's sound is startling real. It's all topped off with lavish packaging.

### Jazz

#### AL (HE'S THE KING) HIRT AND HIS BAND



RCA Victor LPM 2354 (Stereo & Monaural)—Al Hirt has a big selling album on Victor right now and this new set should be another winner for the horn man. His golden trumpet is heard in strong performances on "I Love Paris," "The Old Folks at Home," "Lover Come Back to Me" and "One o'Clock Jump" on this bright, swinging disk. The rest of the tunes are mainly familiar standards and the group backs him stylishly. Strong wax for the horn man's many fans.

### Children

#### BABES IN TOYLAND



Original Songs. Disneyland ST 3913—This is the second version of the music from "Babes in Toyland" on the label. It not only contains the entire score by Victor Herbert with its updated lyrics, but also a 12-page picture book that kids should enjoy. The recording is excellent with a narration that should make it easy for children to follow. Set should be a big seller, especially after the picture, which stars Annette and Tommy Sands, goes into release.

(Continued on page 34)



150 Best Selling

## MONAURAL LP's

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

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	8
2	3	EXODUS TO JAZZ Eddie Harris, Vee Jay 2016	14
3	4	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	32
4	2	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	13
5	10	EXODUS Sound Track, RCA Victor LOC 1058	33
6	7	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1428	13
7	6	CAMELOT Original Cast, Columbia KOL 5420	32
8	8	RICK IS 21 Ricky Nelson, Imperial LP 9182	14
9	9	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	43
10	11	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	31
11	13	RING-A-DING DING Frank Sinatra, Reprise R 1001	18
12	5	GOIN' PLACES Kingston Trio, Capitol T 1564	9
13	17	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	89
14	14	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	44
15	15	CARNIVAL Original Cast, MGM E 3946	14
16	33	DANCE TILL A QUARTER TO THREE Gary U. S. Bonds, LeGrand LLP 3001	4
17	38	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	5
18	12	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	163
19	16	CALCUTTA Lawrence Welk, Dot DLP 3359	31
20	18	TONIGHT IN PERSON Limeliters, RCA Victor LPM 2272	27
21	28	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	61
22	19	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	23
23	26	ITALIA MIA Mantovani, London LL 3239	14
24	21	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	77
25	32	BOBBY DARIN STORY Atco 131	15
26	20	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	27
27	34	JOSE JIMENEZ AT THE HUNGRY I Bill Dana, Kapp KL 3238	7
28	39	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	37
29	31	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	6
30	24	EMOTIONS Brenda Lee, Decca DL 4104	17
31	36	MY FAIR LADY Original Cast, Columbia OL 5090	282
32	22	MAKE WAY Kingston Trio, Capitol T 1474	27
33	23	KINGSTON TRIO Capitol T 996	145
34	25	IN LIVING BLACK AND WHITE Dick Gregory, Colpix CP 417	13
35	30	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	100
36	41	SINATURAL Rusty Warren, Jubilee JGM 2034	15
37	35	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	42
38	29	MOODY RIDDER Pat Boone, Dot DLP 3384	7
39	43	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	18
40	82	YELLOW BIRD Lawrence Welk, Dot DLP 3389	3
41	27	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	174
42	47	ALL THE WAY Frank Sinatra, Capitol W 1538	20
43	54	DEDICATED TO YOU Ray Charles, ABC-Paramount ABC 355	26
44	37	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	95
45	40	MOM'S MABLEY AT THE UN Chess 1452	18
46	42	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	179
47	44	INSIDE SHELLEY BERMAN Verve MG 15003	123
48	56	UNSIKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	36
49	45	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	68
50	102	SINATRA SWINGS Frank Sinatra, Reprise R 1002	3
51	103	COME SWING WITH ME Frank Sinatra, Capitol W 1594	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	101	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	3
53	113	THE FOUR PREPS ON CAMPUS Capitol T 1566	2
54	53	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	132
55	49	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	106
56	55	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	56
57	61	WEST SIDE STORY Original Cast, Columbia OL 5230	47
58	46	BRENDA LEE Decca DL 4039	54
59	48	STAN FREDERICK PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	9
60	83	TIME OUT Dave Brubeck, Columbia CL 1397	35
61	52	KING AND I Sound Track, Capitol W 740	243
62	58	DONNYBROOK Original Cast, Kapp KDL 8500	5
63	59	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	89
64	60	NICE 'N' EASY Frank Sinatra, Capitol W 1417	54
65	50	FILM ENCORES, VOL. I Mantovani, London LL 1700	162
66	51	ANOTHER SMASH Ventures, Dolton B 2006	10
67	57	SPANISH HARLEM Ben E. King, Atco 133	4
68	68	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	42
69	74	GONE WITH THE WIND Sound Track, Camden CAL 625	9
70	111	ON THE REBOUND Floyd Cramer, RCA Victor LPM 2359	3
71	63	WONDERLAND BY NIGHT Bert Kaempfer, Decca DL 4101	35
72	65	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	14
73	73	BEN-HUR Sound Track, MGM 1E1	70
74	62	WILDCAT Original Cast, RCA Victor LOC 1060	32
75	67	KINGSTON TRIO AT LARGE Capitol T 1199	113
76	75	MORE GREATEST HITS Connie Francis, MGM E 3942	9
77	76	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	65
78	77	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	25
79	66	BUDDY HOLLY STORY Coral CRL 57326	34
80	94	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	16
81	64	HEAVENLY Johnny Mathis, Columbia CL 1351	102
82	69	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	16
83	70	SOUTH PACIFIC Original Cast, Columbia OL 4180	377
84	72	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	44
85	85	GONE WITH THE WIND London Sinfonia (Mathieson), Warner Bros. W 1322	14
86	84	THIS IS BRENDA Brenda Lee, Decca DL 4082	38
87	92	SONGS TO REMEMBER Mantovani, London LL 3149	50
88	110	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London LL 3250	3
89	71	THE ALAMO Sound Track, Columbia CL 1558	38
90	109	BROOK BENTON GOLDEN HITS Mercury MG 20607	13
91	78	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LPM 2239	53
92	80	GYPSY Original Cast, Columbia OL 5420	91
93	79	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	33
94	81	THE LORD'S PRAYER Mormon Tabernacle Choir, Columbia ML 5386	72
95	86	STRING ALONG Kingston Trio, Capitol T 1407	55
96	87	GIGI Sound Track, MGM E 3641	165
97	97	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	133
98	89	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	54
99	91	SOLD OUT Kingston Trio, Capitol T 1352	71
100	—	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	1
101	88	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	26

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	90	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	60
103	98	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	29
104	95	WOODY WOODBURY LOOKS AT LOVE AND LIFE StereoDitties MW 1	77
105	96	BEST OF THE POPULAR PIANO CONCERTOS George Greeley, Warner Bros. X 1410	15
106	99	PIANO FORTE Peter Nero, RCA Victor LPM 2334	8
107	104	MANNA OVERBOARD Charlin Manna, Decca DL 4159	6
108	112	BOBBY'S BIGGEST HITS Bobby Rydell, Camco C 1009	27
109	114	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	44
110	100	WARM Johnny Mathis, Columbia CL 1078	108
111	116	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366	16
112	120	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	24
113	121	TWIST Chubby Checker, Parkway P 7001	43
114	106	TEMPTATION Roger Williams, Kapp KL 1217	34
115	108	BLUE HAWAII Billy Vaughn, Dot DLP 3165	71
116	117	FIORILLO Original Cast, Capitol WAO 1321	56
117	119	OKLAHOMA! Sound Track, Capitol WAO 595	252
118	124	IT'S PONY TIME Chubby Checker, Parkway P 7003	14
119	125	MOST POPULAR GUITAR Chet Atkins, RCA Victor LPM 2346	8
120	128	PORTRAIT OF MY LOVE Steve Lawrence, United Artists UAL 2150	3
121	129	FLOWER DRUM SONG Original Cast, Columbia OL 5350	113
122	122	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	47
123	105	DREAMSTREET Erroll Garner, ABC-Paramount ABC 365	10
124	107	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	29
125	148	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	2
126	145	GENIUS OF RAY CHARLES Atlantic 1312	57
127	141	AT LAST Etta James, Argo 4003	2
128	—	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	1
129	143	HYMNS Tennessee Ernie Ford, Capitol T 756	206
130	150	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	36
131	115	CHEAT ATKINS' WORKSHOP RCA Victor LPM 2232	20
132	126	PORGY AND BESS Sound Track, Columbia OL 5410	90
133	130	TENDERLOIN Original Cast, Capitol WAO 1492	34
134	123	PETER GUNN Henry Mancini, RCA Victor LPM 1956	106
135	93	GIRLS, GIRLS, GIRLS Duane Eddy, Jamie 3019	7
136	133	TOUCH OF YOUR LIPS Nat King Cole, Capitol W 1574	15
137	135	SAIL ALONG SILV'RY MOON Billy Vaughn, Dot DLP 3100	45
138	142	MUSIC MAN Original Cast, Capitol WAO 990	183
139	146	HAWAII Santo & Johnny, Canadian American CALP 1004	10
140	127	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	46
141	132	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury OCM 2200	32
142	149	WALK, DON'T RUN Ventures, Dolton B 2003	33
143	134	STUDENT PRINCE Mario Lanza, RCA Victor LM 1837	39
144	137	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	87
145	144	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	35
146	—	WHAT'D I SAY Ray Charles, Atlantic 8029	1
147	—	ALL THE WAY Brenda Lee, Decca DL 4176	1
148	—	GENIUS AFTER HOURS Ray Charles, Atlantic 1369	1
149	118	TILL Roger Williams, Kapp KL 1081	27
150	—	CONNIE FRANCIS AT THE COPA MGM E 3913	15

50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	13
2	2	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	15
3	4	CAMELOT Original Cast, Columbia KOS 2031	32
4	6	EXODUS Sound Track, RCA Victor LSO 1058	33
5	3	EXODUS TO JAZZ Eddie Harris, Vee Jay 2016	9
6	8	YELLOW BIRD Lawrence Welk, Dot DLP 25389	4
7	9	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	5
8	13	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	77
9	5	CALCUTTA Lawrence Welk, Dot DLP 25389	31
10	15	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life SLP 1004	6
11	12	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	32
12	7	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	76
13	16	GOIN' PLACES Kingston Trio, Capitol ST 1404	8
14	17	CARNIVAL Original Cast, MGM SE 2946	11
15	11	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	12
16	10	RING-A-DING DING Frank Sinatra, Reprise R 9-1001	14
17	14	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	114
18	19	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 2370	6
19	22	ITALIA MIA Mantovani, London PS 232	10
20	18	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	64
21	20	ALL THE WAY Frank Sinatra, Capitol SW 1538	20
22	24	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 25366	18
23	26	MY FAIR LADY Original Cast, Columbia OS 2015	114
24	21	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	84
25	40	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	2
26	33	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	92
27	23	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS-2	14
28	25	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	38
29	31	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London PS 242	3
30	50	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	2
31	30	MUSIC MAN Original Cast, Capitol SWAO 990	85
32	35	UNSIKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	33
33	37	WILDCAT Original Cast, RCA Victor LSO 1060	30
34	39	TIME OUT Dave Brubeck, Columbia CS 8192	4
35	29	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	26
36	32	TONIGHT IN PERSON Limeliters, RCA Victor LSP 2272	26
37	36	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LSP 2366	5
38	27	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	42
39	28	WEST SIDE STORY Original Cast, Columbia CS 2001	10
40	—	SINATRA SWINGS Frank Sinatra, Reprise R 9-1002	1
41	41	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8368	25
42	49	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817 SD	19
43	42	MAKE WAY Kingston Trio, Capitol ST 1474	27
44	43	PIANO FORTE Peter Nero, RCA Victor LSP 2334	5
45	38	BEETHOVEN: WELLINGTON VICTORY London Symphony Orchestra (Dorati), Mercury LPS 9000	16
46	47	DREAMSTREET Erroll Garner, ABC-Paramount ABCS 365	7
47	44	OKLAHOMA! Sound Track, Capitol SWAO 395	96
48	—	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	39
49	46	MOODY RIVER Pat Boone, Dot DLP 25384	5
50	48	DYNAMICA Ray Martin Orch., RCA Victor LSA 2287	3

**the sleeper hit of the year  
9 months in the making!**

**NOW A ROARING GIANT!**

# "MICHAEL"

**by THE HIGHWAYMEN**

UNITED ARTISTS RECORD NO. 258

IT'S

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ARTISTS  
RECORDS

ALL THE WAY!



the  
Highwaymen



BE SURE TO CASH IN  
ON THIS HOT SELLING  
ALBUM WHICH INCLUDES  
THE HIT, "MICHAEL"

UAS 6125 (STEREO)

UAL 3125 (MONO.)

STAR PERFORMERS—Selections registering greatest upward progress this week. **S** Indicates that 45 r.p.m. stereo single version is available. **△** Indicates that 33 1/3 r.p.m. mono single version is available. **△** Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
1	2	5	9	WOODEN HEART	(Muss I Denn) Joe Dowell, Smash 1708	10
2	1	1	1	TOSSIN' AND TURNIN'	Bobby Lewis, Beltone 1002	19
3	3	6	10	MICHAEL	Highwaymen, United Artists 258	8
4	4	3	3	LAST NIGHT	Mar-Keys, Satellite 107	8
5	6	11	15	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	Ral Donner, Gone 5108	8
6	5	2	2	I LIKE IT LIKE THAT	Chris Kenner, Instant 3229	14
7	10	10	16	SCHOOL IS OUT	Gary (U. S.) Bonds, LeGrand 1009	6
8	7	7	7	PRETTY LITTLE ANGEL EYES	Curtis Lee, Dunes 2007	9
9	11	16	25	DON'T BET MONEY HONEY	Linda Scott, Canadian-American 127	9
10	12	15	20	HURT	Timi Yuro, Liberty 55343	6
11	14	21	32	AS IF I DIDN'T KNOW	Adam Wade, Coed 553	6
12	17	22	26	I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges, Cadence 1397	11
13	21	32	41	MY TRUE STORY	Jive Five, Beltone 1006	9
14	16	24	28	I FALL TO PIECES	Fatsy Cline, Decca 31285	15
15	15	17	22	LET THE FOUR WINDS BLOW	Fats Domino, Imperial 5764	6
16	9	8	8	LET'S TWIST AGAIN	Chubby Checker, Parkway 824	11
17	8	4	4	DUM DUM	Brenda Lee, Decca 31272	11
18	13	9	6	TOGETHER	Counie Francis, MGM 13019	10
19	26	40	75	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Over Night)	Louie Donegan, Dot 15911	4
20	24	33	44	HILLBILLY HEAVEN	Tex Ritter, Capitol 4567	9
21	36	39	43	SEA OF HEARTBREAK	Don Gibson, RCA Victor 7890	△ 11
22	40	48	58	AMOR	Ben E. King, Atco 6203	5
23	31	41	87	TAKE GOOD CARE OF MY BABY	Bobby Vee, Liberty 55354	4
24	33	44	46	WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)	Barry Mann, ABC-Paramount 10237	4
25	25	26	34	I'M A-TELLING YOU	Jerry Butler, Vee Jay 390	6
26	61	—	—	LITTLE SISTER	Elvis Presley, RCA Victor 7908	△ 2
27	37	43	62	I JUST DON'T UNDERSTAND	Ann-Margret, RCA Victor 7894	△ 6
28	44	61	78	WITHOUT YOU	Johnny Tillotson, Cadence 1404	4
29	49	71	—	CRYIN'	Roy Orbison, Monument 447	3
30	32	36	42	PRINCESS	Frank Gari, Crusade 1022	9
31	34	49	84	I'LL NEVER SMILE AGAIN	Platters, Mercury 71847	5

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
32	42	68	85	THE MOUNTAIN'S HIGH	Dick and Dee Dee, Liberty 55350	5
33	35	42	51	I DON'T WANT TO TAKE A CHANCE	Mary Wells, Motown 1011	7
34	46	76	91	WHEN WE GET MARRIED	Dreamlovers, Heritage 102	5
35	48	67	—	A LITTLE BIT OF SOAP	Jarmels, Laurie 3098	4
36	43	54	61	NAG	Halos, Seven Arts 709	7
37	22	25	40	ONE SUMMER NIGHT	Diamonds, Mercury 71831	9
38	29	38	46	RIGHT OR WRONG	Wanda Jackson, Capitol 4553	10
39	18	12	14	I'LL BE THERE	Damita Jo, Mercury 71840	9
40	20	14	5	HATS OFF TO LARRY	Del Shannon, Big Top 3075	13
41	19	13	13	NEVER ON SUNDAY	Chordettes, Cadence 1402	11
42	56	64	74	IT'S GONNA WORK OUT FINE	Ike and Tina Turner, Sue 749	5
43	45	52	67	DON'T CRY BABY	Etta James, Argo 5393	4
44	47	53	—	STARLIGHT, STARBRIGHT	Linda Scott, Canadian-American 127	5
45	75	—	—	FRANKIE AND JOHNNY	Brook Benton, Mercury 71859	2
46	53	62	94	TRANSISTOR SISTER	Freddy Cannon, Swan 4078	5
47	68	84	98	SAN-HO-ZAY	Freddy King, Federal 12428	4
48	55	65	76	LET ME BELONG TO YOU	Brian Hyland, ABC-Paramount 10236	4
49	74	—	—	NOTHIN' BUT GOOD	Hank Ballard and the Midnighters, King 5535	2
50	57	73	—	LOVER'S ISLAND	Bluejays, Milestone 2008	3
51	58	66	72	WATER BOY	Don Shirley Trio, Cadence 1392	7
52	78	98	—	MORE MONEY FOR YOU AND ME	Four Preps, Capitol 4599	3
53	76	—	—	BIG COLD WIND	Pat Boone, Dot 16244	2
54	54	79	90	HULLY GULLY AGAIN	Little Caesar & the Romans, Del-Fi 4164	4
55	41	46	52	A THING OF THE PAST	Shirley, Scepter 1220	8
56	59	63	93	MISSING YOU	Ray Peterson, Dunes 2006	5
57	73	87	—	BLESS YOU	Tony Orlando, Epic 9452	3
58	67	81	82	NOW AND FOREVER	Bert Kaempfert, Decca 31279	5
59	69	91	—	MEXICO	Bob Moore, Monument 446	3
60	—	—	—	KISSIN' ON THE PHONE	Paul Anka, ABC-Paramount 10239	1
61	71	88	—	MAGIC MOON	Rays, XYZ 607	3
62	60	69	71	CANDY MAN	Roy Orbison, Monument 447	4
63	66	77	80	TEARDROPS IN MY HEART	Joe Barry, Smash 1710	5
64	70	72	88	LONELY STREET	Clarence Henry, Argo 5395	4

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wk. On Chart
65	94	—	—	BABY, YOU'RE RIGHT	James Brown, King 5524	2
66	—	—	—	(Marie's the Name) HIS LATEST FLAME	Elvis Presley, RCA Victor 7908	△ 1
67	82	90	95	EVERY BREATH I TAKE	Gene Pitney, Muscor 1011	4
68	81	92	—	ROLL OVER BEETHOVEN	Velates, Jamie 1198	3
69	—	—	—	ONE TRACK MIND	Bobby Lewis, Beltone 1012	1
70	72	83	—	BACK BEAT NO. 1	Rondells, Amy 825	3
71	79	80	89	DON'T CRY NO MORE	Bobby (Blue) Bland, Duke 340	4
72	80	85	92	SUMMER SOUVENIRS	Karl Hamml Jr., Arliss 1007	5
73	88	—	—	BABY, YOU'RE SO FINE	Mickey and Sylvia, Willow 23000	2
74	83	95	—	MUSIC, MUSIC, MUSIC	Sensations, Argo 5391	3
75	90	—	—	JEREMIAH PEABODY'S POLY UNSATURATED QUICK DISSOLVING FAST ACTING PLEASANT TASTING GREEN AND PURPLE PILLS	Ray Stevens, Mercury 71843	2
76	99	—	—	WIZARD OF LOVE	Ly-Dells, Master 251	2
77	—	—	—	SWEET LITTLE YOU	Neil Sedaka, RCA Victor 7922	△ 1
78	95	—	—	I WAKE UP CRYING	Chuck Jackson, Wand 110	2
79	86	100	—	PITTER PATTER	Four Sportsmen, Sunnysbrook 4	3
80	—	—	—	LOOK IN MY EYES	Chantels, Carlton 555	1
81	84	93	96	WELL-A, WELL-A	Shirley and Lee, Warwick 664	4
82	23	18	18	MY KIND OF GIRL	Matt Monro, Warwick 636	14
83	27	19	12	QUARTER TO THREE	Gary (U. S.) Bonds, LeGrand 1008	15
84	91	—	—	YEARS FROM NOW	Jackie Wilson, Brunswick 55219	2
85	92	—	—	BLACKLAND FARMER	Wink Martindale, Dot 16243	2
86	89	96	—	STARLIGHT	Preludes Five, Pk 231	3
87	97	—	—	KEEP ON DANCING	Hank Ballard and the Midnighters, King 5535	2
88	—	—	—	MY BLUE HEAVEN	Duane Eddy, Jamie 1200	1
89	—	—	—	BIG RIVER, BIG MAN	Claude King, Columbia 42043	△ 4
90	93	97	100	MY HEART'S ON FIRE	Billy Bland, Old Town 1105	4
91	—	—	—	ROMEO	Janie Grant, Caprice 109	1
92	28	20	11	BOLL WEEVIL SONG	Brook Benton, Mercury 71820	16
93	—	—	—	MY DREAM COME TRUE	Jack Scott, Capitol 4597	1
94	—	—	—	YOU'RE THE REASON	Joe South, Fairlane 21006	1
95	100	—	—	DONALD, WHERE'S YOUR TROUSERS	Andy Stewart, Warwick 665	2
96	98	—	—	DON'T FORGET I LOVE YOU	Butanes, Enrico 1007	3
97	—	—	—	YOU'RE THE REASON	Bobby Edwards, Crest 1075	1
98	—	—	—	THEME FROM SILVER CITY	Ventures, Dolton 44	1
99	—	—	—	I CAN'T TAKE IT	Mary Ann Fisher, Seg-way 101	1
100	30	27	33	QUITE A PARTY	Fireballs, Warwick 644	10

**HOT 100—A TO Z—(Publisher-Licensor)**

Amor (Peer, BMI)	22	I'm A-Telling You (Conrad, BMI)	25	Princess (Harvest-Recherche-E. V. Deane, ASCAP)	30
As If I Didn't Know (Winneton, BMI)	11	I'm Gonna Knock on Your Door (Sigma, ASCAP)	12	Quarter to Three (Pepe, BMI)	83
Baby, You're So Fine (Ben Ghazi, BMI)	73	It's Gonna Work Out Fine (Soma-Copa, ASCAP)	42	Quite a Party (Dundee, BMI)	100
Baby, You're Right (Lois, BMI)	65	J-remiah's Pills (Lowery, BMI)	75	Right or Wrong (Combine, BMI)	38
Back Beat No. 1 (Republic, BMI)	70	Kissin' on the Phone (Brighton-Flanka, ASCAP)	60	Roll Over Beethoven (Arc, BMI)	68
Big Cold Wind (GI, BMI)	53	Krep on Dancing (Lois, BMI)	87	Pomeo (Good Songs, BMI)	91
Big River, Big Man (Robbins, ASCAP)	89	Last Night (East, BMI)	4	San-Ho-Zay (Songo, BMI)	47
Blackland Farmer (Peer International, BMI)	85	Let Me Belong to You (East West, BMI)	48	School Is Out (Pepe, BMI)	7
Bless You (Aldon, BMI)	57	Let the Four Winds Blow (Commodore, BMI)	15	Sea of Heartbreak (Shapiro-Bernstein, ASCAP)	21
Boll Weevil Song (Play, BMI)	92	Let's Twist Again (Kalmann, ASCAP)	16	Starlight (Lonnie-RoAnn, BMI)	86
Candy Man (January, BMI)	82	Little Bit of Soap, A (Mellin, BMI)	35	Starlight, Starlight (Tybee, BMI)	44
Cryin' (Acuff-Rose, BMI)	29	Little Sister (Elvis Presley, BMI)	26	Summer Souvenirs (Jay Kay, BMI)	72
Does Your Chewing Gum Lose Its Flavor (Mills, ASCAP)	19	Lonely Street (Arc, BMI)	64	Sweet Little You (Aldon, BMI)	77
Donald, Where's Your Trousers (Kerr, BMI)	95	Look in My Eyes (Bea-Junior, BMI)	80	Take Good Care of My Baby (Aldon, BMI)	23
Don't Bet Money Honey (Figure, BMI)	9	Lover's Island (Code-Figure, BMI)	50	Teardrops in My Heart (Southern, ASCAP)	63
Don't Cry Baby (Advance, ASCAP)	23	Magic Moon (Conely, ASCAP)	61	Theme From Silver City (Electron-Hollyvins, BMI)	98
Don't Cry No More (Lion, BMI)	71	Mexico (Acuff-Rose, BMI)	59	Thing of the Past, A (We Three, BMI)	55
Don't Forget I Love You (Enrica, BMI)	96	Michael (United Artists, ASCAP)	3	Tr-g-ther (De Sylva, Brown & Henderson, ASCAP)	18
Dum Dum (Metric, BMI)	17	Missing You (Copar, BMI)	56	Tessin' and Turnin' (Lescaj, BMI)	2
Every Breath I Take (Aldon, BMI)	65	More Money for You and Me (Medley-Various)	52	Transistor Sister (Claridge, ASCAP)	46
Frankie and Johnny (Ben-Day, BMI)	45	Mountain's High, The (Odin, ASCAP)	32	Water Boy (Walbridge, BMI)	51
Hats Off to Larry (Vicki-McLaughlin, BMI)	40	Musical Music, Music (Cromwell, ASCAP)	74	Well-A, Well-A (Selma, BMI)	81
Hillbilly Heaven (Sage & Sand, SESAC)	20	*y Blue Heaven (Feist, ASCAP)	88	When We Get Married (Elsher, BMI)	34
His Latest Flame (Elvis Presley, BMI)	66	My Dream Come True (Wolfpack, SESAC)	93	Who Put the Bomp (Aldon, BMI)	24
Hully Gully Again (Kemo, BMI)	54	My Heart's on Fire (Maureen, BMI)	90	Without You (Ridge, BMI)	28
Hurt (Miller, ASCAP)	10	My Kind of Girl (Hollis, BMI)	82	Wizard of Love (Edith, BMI)	76
I Can't Take It (Gladis-Good Songs, BMI)	99	My True Story (Steven, BMI)	13	Wooden Heart (Gladys, ASCAP)	1
I Don't Want to Take a Chance (Jobete, BMI)	33	Nag (Selma, BMI)	36	Years From Now (Marrimac, BMI)	84
I Fall to Pieces (Pamper, BMI)	14	Never on Sunday (Esteem-Sidmore, BMI)	41	You Don't Know What You've Got (Sequence, ASCAP)	5
I Like It Like That (Tune-Kel, BMI)	6	*rthin' But Good (Ha-La, BMI)	49	You're the Reason—Joe South (American, BMI)	94
I Just Don't Understand (Hill & Range, BMI)	27	*ow and Forever (Roosevelt, BMI)	58	You're the Reason—Bobby Edwards (American, BMI)	97
I Like It Like That (Tune-Kel, BMI)	6	One Summer Night (Melody Lane, BMI)	37		
I Wake Up Crying (Bellinda, CAPAC)	78	One Track Mind (Lescaj, BMI)	69		
I'll Be There (Frying-Trio, BMI)	39	Pitter Patter (Fury, BMI)	79		
I'll Never Smile Again (Pickwick, ASCAP)	31	Pretty Little Angel Eyes (S-P-R, BMI)	8		

**BUBBLING UNDER THE HOT 100**

101. THE ASTRONAUT	Jose Jimenez, Kapp 409
102. YOU MUST HAVE BEEN A BEAUTIFUL BABY	Bobby Darin, Atco 6206
103. MR. PAGANINI	Ella Fitzgerald, Verve 10237
104. CINDERELLA	Paul Anka, ABC-Paramount 10239
105. IMPOSSIBLE	Gloria Lynne, Everest 19418
106. JUKE BOX SATURDAY NIGHT	Nino and the Ebb Tides, Madison 166
107. JOHNNY WILLOW	Fred Darian, JAF 2023
108. S. O. S. I LOVE YOU	Ronnie Hayden, Camay 101
109. BLUE MU MU	Annette, Vista 384
110. STICK SHIFT	Duals, Sue 745
111. PLAY IT AGAIN	Tina Robin, Mercury 71852
112. LET'S GET TOGETHER	Hayley Mills, Vista 385
113. FOOT STOMPIN' (PART I)	Flares, Felsted 8624
114. IT'S YOUR WORLD	Marty Robbins, Columbia 42065
115. ANNIVERSARY OF LOVE	Caslon, Seeco 6078
116. (HE'S THE) GREAT IMPOSTER	Fleetwoods, Dolton 45
117. THAT'S WHY	Curtis Knight, Gulf 031
118. SOMEBODY CARES	Zorra, Maske 107
119. CRAZY FOR YOU	Aquatones, Fargo 1016
120. YA YA	Lee Dorsey, Fury 1053



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# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

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

### NEW YORK

—IMPOSSIBLE  
Gloria Lynne, Everest

### CHICAGO

—STICK SHIFT  
Dwals, Sue

### LOS ANGELES

—I LOVE HOW YOU LOVE ME  
Paris Sisters, Gregmark

### PHILADELPHIA

—IMPOSSIBLE  
Gloria Lynne, Everest

### DETROIT

—YOU'RE THE REASON  
Joe South, Fairlane  
—PLEASE MR. POSTMAN  
Marvelettes, Tamla

### BOSTON

—MR. PAGANINI  
Ella Fitzgerald, Verve  
—THIS TIME  
Troy Shondell, Liberty

### SAN FRANCISCO

—I LOVE HOW YOU LOVE ME  
Paris Sisters, Gregmark

### PITTSBURGH

—I CAN'T TAKE IT  
Mary Ann Fisher, Seg-way  
—I REALLY LOVE YOU  
Stereos, Cub

### CLEVELAND

—SATIN DOLL  
Billy Maxted, K & H

### BALTIMORE

—YOU'RE THE REASON  
Bobby Edwards, Crest

### CINCINNATI

—SAD MOVIES (MAKE ME CRY)  
Sue Thompson, Hickory

### SEATTLE

—OLD SLEWFOOT  
Johnny Horton, Columbia  
—YOU'RE THE REASON  
Hank Locklin, RCA Victor  
—PRIVATE EYE  
Bob Luman, Warner Bros.

### WASHINGTON, D. C.

—IMPOSSIBLE  
Gloria Lynne, Everest  
—SLEEPLESS NIGHTS  
Tony Williams, Reprise

### NEWARK

—MR. PAGANINI  
Ella Fitzgerald, Verve

### MIAMI

—I DON'T LIKE IT LIKE THAT  
Bobbettes, Gone  
—LET'S GET TOGETHER  
Hayley Mills, Vista

### HOUSTON

—YA YA  
Lee Dorsey, Fury

### DALLAS-FORT WORTH

—THEME FROM SILVER CITY  
Ventures, Dolton

### DENVER

—THEME FROM SILVER CITY  
Ventures, Dolton  
—YOU'RE THE REASON  
Joe South, Fairlane

## BEST BUYS IN RECORDS

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

### POP

- \*LITTLE SISTER ..... (Elvis Presley, BMI)
- \*(Marie's the Name) HIS LATEST FLAME, ELVIS PRESLEY .....  
(Elvis Presley, BMI) RCA Victor 7908
- IT'S GONNA WORK OUT FINE, IKE & TINA TURNER .....  
(Sona-Capa, ASCAP) Sue 749
- \*FRANKIE AND JOHNNY, BROOK BENTON. .... (Ben-Day, BMI) Mercury 71859
- \*TRANSISTOR SISTER, FREDDY CANNON. .... (Claridge, ASCAP) Swan 4078
- \*SAN-HO-ZAY, FREDDY KING ..... (Sonlo, BMI) Federal 12428
- \*LET ME BELONG TO YOU, BRIAN HYLAND. ....  
(East West, BMI) ABC-Paramount 10236
- \*NOTHIN' BUT GOOD ..... (Ha-lo, BMI)
- \*KEEP ON DANCING, HANK BALLARD & THE MIDNIGHTERS. ....  
(Lois, BMI) King 5535
- MORE MONEY FOR YOU AND ME, FOUR PREPS. .... (Various) Capitol 4599

### C&W

- DIGGY LIGGY LO, RUSTY & DOUG. .... (Acuff-Rose, BMI) Hickory 1151
- COZY INN, LEON McAULIFF. .... (Pamper, BMI) Cimarron 4050

### R&B

- \*AMOR, BEN E. KING. .... (Peer, BMI) Atco 6203
- \*NOTHIN' BUT GOOD, HANK BALLARD & THE MIDNIGHTERS. ....  
(Ha-Lo, BMI) King 5535
- MUSIC, MUSIC, MUSIC, SENSATIONS. .... (Cromwell, ASCAP) Argo 5391
- \*HURT, TIMI YURO. .... (Miller, ASCAP) Liberty 55343
- \*AS IF I DIDN'T KNOW, ADAM WADE. .... (Winneton, BMI) Coed 553
- \*A LITTLE BIT OF SOAP, JARMELS. .... (Mellin, BMI) Laurie 3098
- I LOVE YOU, YES I DO, BULLMOOSE JACKSON. . . (Lois, BMI) Seven Arts 705

## Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

### Pop

#### RAY CHARLES



**THE DANGER ZONE** (Tangerine, BMI) (2:22) — A haunting, slow-tempo ballad with a bluesy flavor is handed a moving reading by Charles. Artist should have another hot single with this showmanly waxing. Flip is "Hit the Road Jack" (Tangerine, BMI) (2:00).  
ABC-Paramount 10244

#### FARON YOUNG



**BACKTRACK** (Vanadore, BMI) (2:03)—**I CAN'T FIND THE TIME** (Pamper, BMI) (2:34)—Young sings "Back-track"—a smart, moderate-paced item with a south-of-the-border flavor—with style and verve. Flip is an expressive weeper-type ballad, reminiscent in mood of Young's big hit "Hello Walls." Both sides have solid potential for both pop and c.&w. markets.  
Capitol 4616

#### ROY DRUSKY



**I WENT OUT OF MY WAY** (Moss-Rose, BMI) (2:26)—The warbler has a standout weeper here and he sells it with authority over first-rate pop-styled support. Should step out briskly in both pop and country markets. Flip is "I've Got Some" (Moss-Rose, BMI) (2:03).  
Decca 31297

#### NAT COLE



**CAPPACHINA** (No Publisher Listed) (2:46)—**LET TRUE LOVE BEGIN** (Winneton, BMI) (2:27)—Nat Cole could have two hits with these fine efforts. Top side is a bright Italian tune that could happen here due to smart singing and a strong arrangement. Flip is a catchy ballad with a Latin touch.  
Capitol 4623

#### TONY ROSSINI



**WELL I ASK YA** (Hollis, BMI) (2:08)—The bright catchy tune already released by Kay Starr is vanded a sock rendition by 14-year-old Tony Rossini on this strong disk. It could be big. Flip is "Darpena" (Hi Lo, BMI) (2:35).  
Sun 366

#### MARY MILLER



**YOU CAN KNOCK ON MY DOOR** (Sigma, ASCAP) (1:47)—This is the answer song to the current Eddie Hodges hit, and the young thrush sells it with feeling aided by a good arrangement. Flip is "Back to You" (Osborne, BMI) (2:30).  
First 100

#### RAY PRICE



**HERE WE ARE AGAIN** (Cedarwood, BMI) (2:44)—**SOFT RAIN** (Pamper, BMI) (2:49) — Price's familiar haunting, heartbreak quality shines through on two fine tunes, both in the weeper tradition. Both are powerful and the play can go either way.  
Columbia 42132

#### WEBB PIERCE



**HOW DO YOU TALK TO A BABY?** (Cedarwood, BMI) (2:43)—**WALKING THE STREETS** (Buna, BMI) (2:40) —Pierce has two of his very finest sides here. First up is a sad tale of a man who wants to leave his wife for a new love but he can't figure out how to tell his child. Flip is another touching weeper with equal potential. Watch both.  
Decca 31298

### Country & Western

#### COWBOY COPAS



**SIGNED, SEALED AND DELIVERED** (Lois, BMI) (2:40)—Tune that was a big hit for Copas in his King days has been re-recorded by the chanter and should be a big hit for him again. He sells the oldie with feeling and it adds up to a winning performance. Flip is "New Filipino Baby" (Starday, BMI) (2:45).  
Starday 559

(Continued on page 36)

THE NATION'S TOP TUNES

# HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING SEPT. 3

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	1	WOODEN HEART (Muss I Denn)	By Wise-Weisman-Twomey-Kaempfert—Published by Gladys (ASCAP)	6
2	2	MICHAEL	By Dave Fisher—Published by United Artists (ASCAP)	5
3	3	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Steven (BMI)	13
4	7	LAST NIGHT	By Mar-Keys—Published by East-Bias (BMI)	6
5	9	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	By Hampton-D. Burton—Published by Sequence (ASCAP)	5
6	15	AS IF I DIDN'T KNOW	By Kusik David—Published by Winneton-Glenville (BMI)	3
7	6	I LIKE IT LIKE THAT	By Chris Kenner—Published by Tune-Kel (BMI)	9
8	4	DUM DUM	By Sharon Sheeley-Jackie DeShannon—Published by Metric (BMI)	9
9	8	PRETTY LITTLE ANGEL EYES	By Lee-Boyce—Published by S-P-R (BMI)	6
10	14	SCHOOL IS OUT	By Anderson-Barge—Published by Pepe (BMI)	5
11	12	DON'T BET MONEY HONEY	By Scott—Published by Figure (BMI)	4
12	13	HURT	By J. Crane-A. Jacobs—Published by Miller (ASCAP)	4
13	19	I FALL TO PIECES	By Harlan Howard & Cochran—Published by Pamper (BMI)	3
14	24	MY TRUE STORY	By Adams-Rene—Published by Lescay (BMI)	2
15	20	I'M GONNA KNOCK ON YOUR DOOR	By Wayne-Schroeder—Published by Sigma (ASCAP)	3
16	16	LET THE FOUR WINDS BLOW	By A. Domino-D. Bartholomew—Published by Travis (BMI)	4
17	10	TOGETHER	By De Sylva, Brown & Henderson—Published by De Sylva, Brown & Henderson (ASCAP)	9
18	18	HILLBILLY HEAVEN	By Dean-Sothorn—Published by Sage & Sand (SESAC)	3
19	5	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)	22
20	28	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (on the Bedpost Overnight)	By Rose-Bloom-Breuer—Published by Milk (ASCAP)	2
21	11	LET'S TWIST AGAIN	By Mann-Appell—Published by Kalmann (ASCAP)	7
22	—	LITTLE SISTER	By Doc Pomus-Mort Shuman—Published by Elvis Presley (BMI)	1
23	—	SEA OF HEARTBREAK	By Hal David-Paul Hampton—Published by Shapiro-Bernstein (ASCAP)	1
24	—	AMOR	By Skylar-Ruiz-Mendez—Published by Peer (BMI)	1
25	—	I JUST DON'T UNDERSTAND	By Marijohn Wilkins-Kent Westbury—Published by Cedarwood (BMI)	1
26	—	WHO PUT THE BOMP (in the Bomp, Bomp, Bomp)	By Barry Mann-Jerry Goffin—Published by Aldon (BMI)	1
27	27	I'M A-TELLING YOU	By Butler-Mayfield—Published by Conrad (BMI)	3
28	—	TAKE GOOD CARE OF MY BABY	By King-Goffin—Published by Aldon (BMI)	1
29	—	WITHOUT YOU	By Johnny Tillotson—Published by Ridge (BMI)	1
30	—	A LITTLE BIT OF SOAP	By B. Russell—Published by Mellin (BMI)	1

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RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. WOODEN HEART (Muss I Denn) — Joe Dowell, Smash 1078; Gus Backus, Fono-Graf 1234; Dave Kennedy, Cuca 1036.
2. MICHAEL — Highwaymen, United Artists 258.
3. TOSSIN' AND TURNIN' — Bobby Lewis, Beltone 1002.
4. LAST NIGHT — Mar-Keys, Satellite 107.
5. YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It) — Ral Donner, Gone 5108.
6. AS IF I DIDN'T KNOW — Adam Wade, Coed 553.
7. I LIKE IT LIKE THAT — Chris Kenner, Instant 3229.
8. DUM DUM — Brenda Lee, Decca 31272.
9. PRETTY LITTLE ANGEL EYES — Curtis Lee, Dunes 2007.
10. SCHOOL IS OUT — Gary (U. S.) Bonds, LeGrand 1009.
11. DON'T BET MONEY HONEY — Linda Scott, Canadian-American 127.
12. HURT — Timi Yuro, Liberty 55343.
13. I FALL TO PIECES — Patsy Cline, Decca 31205.
14. MY TRUE STORY — Jive Five, Beltone 1006.
15. I'M GONNA KNOCK ON YOUR DOOR — Eddie Hodges, Cadence 1397.
16. LET THE FOUR WINDS BLOW — Fats Domino, Imperial 5764.
17. TOGETHER — Connie Francis, MGM 13019; Steve Gibson, ABC-Paramount 10105; Guy Lombardo, Decca 27560.
18. HILLBILLY HEAVEN — Tex Ritter, Capitol 4567.
19. NEVER ON SUNDAY — Lale Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United Artists 304.
20. DOES YOUR CHEWING GUM LOSE ITS FLAVOR ON THE BEDPOST OVER NIGHT — Lonnie Donegan, Dot 15911.
21. LET'S TWIST AGAIN — Chubby Checker, Parkway 824.
22. LITTLE SISTER — Elvis Presley, RCA Victor 7908.
23. SEA OF HEARTBREAK — Don Gibson, RCA Victor 7890.
24. AMOR — Ben E King, Ato 6203; Bing Crosby, Decca 23914.
25. I JUST DON'T UNDERSTAND — Ann-Margaret, RCA Victor 7894.
26. WHO PUT THE BOMP (in the Bomp, Bomp, Bomp) — Barry Mann, ABC-Paramount 10237.
27. I'M A-TELLING YOU — Jerry Butler, Vee Jay 390.
28. TAKE GOOD CARE OF MY BABY — Bobby Vee, Liberty 55354.
29. WITHOUT YOU — Johnny Tillotson, Cadence 1404.
30. A LITTLE BIT OF SOAP — Jarmel, Laurie 3098.

The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 24

Children Low Price

SONGS OF THE FLINTSTONES

Original TV "Voices." Golden LP 66—The cartoon characters are top-rated TV show stars and this package should fare accordingly high in the low-priced kiddie disk field. Comedy songs are sung with showmanship by the series characters—Fred and Wilma Flintstone and Barney and Betty Rubble. Displayable cover, too.



## SPECIAL MERIT ALBUMS

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

Pop

★★★★ DANCING ON SUNDAY

MANOS HADJIDAKIS. United Artists UAS 6146 (Stereo & Monaural)—This album is a follow-up to the smash waxing of the music from the Greek film "Never on Sunday" featuring more lively and entertaining Greek songs. Many of them were penned by Manos Hadjidakis, the cleffer of the "Never on Sunday" music. The tunes feature the sound of the bouzouki, which was spotlighted in the "Never on Sunday" film. The tunes on this new album are not from a picture, but are composed by top Greek pop writers. They include "Dancing on Sunday," "Seven Songs," "The Flower," "Margerita" and "Bring Me Wine." Many of them could become popular here, and the album should have strong appeal.



Classical

★★★★ THOMSON: THE PLOW THAT BROKE THE PLAINS; SUITE FROM "THE RIVER"

Symphony of the Air (Stokowski). Vanguard VSD 2095 (Stereo & Monaural)—Two delightful performances of the familiar Virgil Thomson suites for the movies "The Plow That Broke the Plains" and "The River." They were both written in the 1930's and have been turned into orchestral suites which are played here by Leopold Stokowski and the Symphony of the Air. The orchestra is excellent and the recording is a fine one. A set that could turn into a collector's item.



★★★★ RAMEAU: SELECTED HARPSICHORD WORKS

Anton Heiller, Harpsichord. Vanguard BG 614—The program of 14 short works included here number some of the most colorful and delightful harpsichord compositions extant that they have been neglected far too long. They are played to the hilt by Anton Heiller, who is treated to extraordinarily vivid sound. This is virtuoso material deserving of contemporary recognition, which it should derive from this disk. Keyboard and classical collectors will spread the word.



(Continued on page 40)

Best Selling Sheet Music in U. S.

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	NEVER ON SUNDAY	—Esteem-Sidmore (BMI)	8
2	1	EXODUS	—Chappell (ASCAP)	40
3	5	CALCUTTA	—Pincus-Symphony House (ASCAP)	35
4	6	LAST DATE	—Acuff-Rose (BMI)	36
5	7	WONDERLAND BY NIGHT	—Roosevelt (BMI)	32
6	3	WOODEN HEART	—Gladys (ASCAP)	4
7	4	MICHAEL	—United Artists (ASCAP)	5
8	14	AS IF I DIDN'T KNOW	—Winneton-Glenville (BMI)	2
9	—	TOSSIN' AND TURNIN'	—Lescay (BMI)	28
10	9	WHEELS	—Dundee (BMI)	28
11	11	HEY, LOOK ME OVER	—Morris (ASCAP)	31
12	13	APACHE	—Regent (BMI)	25
13	15	SAN ANTONIO ROSE	—Bourne (ASCAP)	9
14	10	TOGETHER	—De Sylva, Brown & Henderson (ASCAP)	5
15	8	DUM DUM	—Metric (BMI)	4

# WARD

and the Medallion Strings  
record the new hit by

**HADJIDAKIS**

writer of

**NEVER ON SUNDAY**

# 'ADIOS MY LOVE'

from the new  
motion picture

"Dream Land of Desire"



# KAPP-MEDALLION

M-606



## SPECIAL MERIT SINGLES

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

### Pop Disk Jockey Programming

#### VARDI AND THE MEDALLION STRINGS

★★★★ ADIOS, MY LOVE (THE SONG OF ATHENS) (Peter Schaeffers, ASCAP) (2:16) Medallion 6017

### Pop Talent

#### ERMA FRANKLIN

★★★★ WHAT KIND OF GIRL (B. F. Wood, ASCAP) (2:13) Epic 9468



### STRONG SALES POTENTIAL

### POPULAR

#### SKETER DAVIS

★★★★ Optimistic—RCA VICTOR 7928—The girl has a nice ballad here. Good multi-tracking and strong string background make for an appealing disk. Strong wax. (Big D) Neillrae, BMI) (1:57)

★★★★ Blueberry Hill—The standard is up for another turn on this swinging treatment by Skeeter. Multi-tracking of the girl's voice, fine string writing and punching medium tempo rhythm all make for a fine side. (Chappell, ASCAP) (1:58)

#### WADE FLEMONS

★★★★ Please Send Me Someone to Love—VEE JAY 389—The chanter prays for Heaven to send him someone to love, on this pretty ballad. He sings it with a lot of feeling over good support from the ork. Watch this one. (Venice, BMI) (2:10)

★★★★ Keep On Loving Me—Attractive novelty is sold with spirit by the singer while the ork and strings add a good beat. Two listenable sides with the flip having a slight edge. (Conrad, BMI) (2:16)

#### THE CAPRIS

★★★★ My Island in the Sun—OLD TOWN 1107—This is not the tune associated with Harry Belafonte. Instead, it's a medium-beat rocker, done against a bells background. Good performance much in the current groove. (Maureen, BMI)

★★★★ Girl in My Dreams—The group turns in a soft rockballad, done to triplets in slow tempo. Group backs the lead with a who-who-styled backing. Side is worth a listen. (Modera, BMI)

#### VARDI AND THE MEDALLION

★★★★ Adios, My Love (The Song of Athens)—MEDALLION 6017-8—From the film, "Dream Land of Desire" comes the tune. Side is an instrumental with a bright melody. (Peter Schaeffers, ASCAP) (2:16)

★★★★ Theme From "King of Kings"—The instrumental creates a compelling mood with its stately rhythm and fine arrangement. (Robbins, ASCAP) (2:32)

#### ERMA FRANKLIN

★★★★ What Kind of Girl—EPIC 9468—Erma Franklin, sister of Aretha, bows on the label with a smart and stylish performance of a clever tune that has been out on another label. Strong reading could turn this into a hit. (B. F. Wood, ASCAP) (2:13)

★★★★ Don't Blame Me—Another potent singing job by the lass, supported warmly by the large ork. Gal is a comer, with a lot of heart and strong pipes. Two good sides. (Robbins, ASCAP) (2:49)

#### RICHARD HAYMAN

★★★★ Night Train—MERCURY 71869—The great blues standard is accorded a solid instrumental treatment with standout harmonica lead by Hayman. Spinnable. (Frederick, BMI) (2:21)

★★★★ Moon River—Hayman's tasteful harmonica solo work is featured on a poignant theme from a big new movie "Breakfast at Tiffany's." Should pull plenty of jockey play. (Famous, ASCAP) (2:00)

#### JERRY WALLACE

★★★★ Lonesome—CHALLENGE 9117—Pretty tune with wistful lyric is sung with tasteful simplicity and heart by Wallace. Nice ork backing with femme chorus provide an added assist. (Jopel, ASCAP) (2:59)

★★★★ Eyes (Don't Give My Secret Away)—Unusual handling of lyric theme (man torching for ex-girl asks his eyes to practice self-control) is highlighted on a feelingful rockballad. (4-Star Sales, BMI) (2:40)

#### KITTY FORD

★★★★ Don't Play No. 9—SMASH 1713—Solid country-styled thrashing job, featuring some effective multi-tracking, is spotlighted on a plaintive theme. (Aldon, BMI) (2:10)

★★★★ Flanders Keepers (Losers Weepers) Moving performance by the gal on a wistful country weeper. Two good sides by the girl. (Aldon, BMI) (2:39)

#### JONI JAMES

★★★★ You Were Young—MGM 13037—Miss James offers a torchy-styled tune with dual-track effects and a Floyd Cramer backing. Side has a smart sound and it could pull spins. (Karolyn, ASCAP) (2:00)

★★★★ Somebody Else Is Taking My Place—The tune was once a hit for Peggy Lee with Benny Goodman and Miss James turns out a listenable version against triplets. Side has a chance. (Shapiro-Bernstein, ASCAP) (2:41)

#### LAWRENCE WELK

★★★★ My Love for You—DOT 16237—A pretty melody is done with bells, harpichord, strings and chorus here in a side that builds. Pretty wax that could easily take off. (Harry Von Tilzer, ASCAP) (1:56)

★★★★ Riders in the Sky—A reprise of the old hit song is done instrumentally here with a fender guitar sound abetted by an insistent rhythm pattern and a chorus. An effective effort. (Edwin H. Morris, ASCAP) (1:53)

#### EDEN KANE

★★★★ Well, I Ask You—LONDON 1993—This has been a smash in England, No. 1 for some weeks and the classy performance by the chanter, against an effective backing can move out here as well. Side should be watched. (Hollis, BMI) (2:10)

★★★★ Before I Lose My Mind—Kane chants a strong piece of country ballad wax. It's worth spinning but interest will focus on the flip. (Moss Rose, BMI) (2:50)

#### JOHNNY PRESTON

★★★★ She Once Belonged to Me—MERCURY 71865—Emotion-packed performance by Preston on a moving a.&r.-flavored ballad with good weeper-type lyrics. (Big Bopper, BMI) (2:15)

★★★★ Let Them Talk—Interesting country-styled tune with good lyrics is sung with sincerity and showmanship by Preston. A c.&w. and pop side. (Big Bopper, BMI) (2:07)

#### THE PARLAMENTS

★★★★ My Only Love—USA 719—A Latin-based rocker by the group with a theme that should appeal deeply to teens. Melody is delivered in heartfelt tones, with the group effecting a wild vocal backing. (Conrad, BMI) (1:35)

★★★★ To Be Alone—A slow ballad, again done with sincerity by the group. The boys work much in a harmony style here. Flip has a better chance. (Amer, BMI) (2:05)

#### ACE KENNEDY

★★★★ I Made a Mistake—SWAN 4080—Here's a confessional tune in which the chanter admits to "Momma" that he made a mistake with his chick. A smart hunk of material, well scored and sung. Side merits spins. (Conley, ASCAP) (2:25)

★★★★ Buck Dancin'—A good, r.&b.-based rhythm tune. Kennedy gets support from a band and chorus. Flip is better. (Claridge, ASCA) (2:14)

#### THE BRIGADIERS

★★★★ Dixie Brigade—MALA 441—A rocker instrumental, based loosely on the melody of "Dixie," with guitar and honking horn infiltrated with shouts and hand-

clapping. Arrangement modulates upward throughout the side. A swinging effort. (Greta, BMI) (2:14)

★★★ Cry of the Wild Goose—More rocking instrumental wax, with guitar in the lead followed by a chattering tenor sax. (American, ASCAP) (2:18)

#### MICHAEL HOLLIDAY

★★★★ Dream Boy, Dream—KING 5517—Holliday has an attractive rockballad that's based on an interesting theme here. Self delusion in love is the lyric thought, and the Latin-tinged rhythm, with femme chorus make the side appealing. (Hill & Range, BMI) (2:33)

★★★ I Wonder Who's Kissing Her Now—The old ballad gets a nice enough reading from the boy. The side is done at a bouncy tempo with choral effects and simple combo backing as pleasant backdrop. (E. B. Marks, ASCAP) (2:08)

#### LEROY HOLMES

★★★★ Theme From "Bridge to the Sun"—MGM 13036—Tune from the new flick of the same name is played in warm instrumental fashion here by the Leroy Holmes ork. Good wax worth a lot of spins. (Robbins, ASCAP) (2:40)

★★★ Ada—Here's another lucious theme from a new Hollywood flick, called "Ada." The tune has a bright, snappy quality to it and it has a chance for exposure. (Miller, ASCAP) (2:46)

#### WENDY HILL

★★★★ Since You Went Away—ERA 3055—A breezy rock and roller of the old school. The gal gets a good rhythm beat with chimes in the backing. Side is worth a listen. (Ace Cee Mnn, BMI) (2:14)

★★★ Without Your Love—A slow and pulsing ballad is sung in thin-voiced style by the gal. Flip is stronger. (Ace Cee Mnn, BMI) (2:20)

#### TOBIN MATTHEWS

★★★★ Think It Over—USA 718—A blues with Matthews belting and shouting the medium-rhythm tune in effective style. A good girl vocal group works with him. Nice sound. (Cedarwood, BMI) (1:35)

★★★ Love Has Its Funny Ways—A minor-flavored chant in medium rhythm by Matthews. Backing starts with only a guitar and builds. (1:40)

#### THE 3 FRIENDS

★★★★ Go On to School—IMPERIAL 5773—In the pattern of the old Coasters' hits is this rocking effort about the forthcoming return to school of the teen-agers. Tune moves and the boys sell it sharply. (Travis-Escort, BMI) (2:15)

★★★ You're a Square—Okay novelty effort receives a fair reading from the Three Friends. (Travis-Escort, BMI) (2:12)

#### JOHNNY REBB

★★★★ Two Ton Tease—DOT 16253—A cute rocker side in which the chanter tells all about his girl friend. He's assisted by a bright femme chorus. Side has a chance. (Sea-Lark, BMI) (2:26)

## SINGLES REVIEW POLICY

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

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

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

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

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

★★★ All of Me—A hiccupy, rock version of the familiar standard. Good performance but flip gets the nod. (Bourne, ASCAP) (1:54)

#### JACK JONES

★★★★ Donkey Serenade—KAPP 419—Jones recreates a tune once identified with his father, Alan Jones. The younger Jones does it hip style with a big band backing in up-beat Latin rhythm. Jocks may give this a whirl. (G. Schimer, ASCAP) (2:35)

★★★ When a Man Cries—A ballad with sad overtones. Jones handles it smartly, again with big band backing. (Roosevelt, BMI) (2:18)

#### OTIS WILLIAMS

★★★★ Panic—KING 5527—The Williams chorus has a hard-swinging rocker in medium tempo on this side. As the tune unfolds it becomes obvious that the panic develops from a love leaving. Simple rhythm backing keeps things moving. (Pandora, BMI) (2:40)

★★★ Pardon Me—A rockballad is sung by the lead on this side. Tune has a nice sound and simple backing from the rest of the vocal group and tripleting piano and rhythm should get it some listens. (Jay-Cee, BMI) (2:45)

#### ROY HAMILTON

★★★★ There We Were—EPIC 9466—Beethoven's beautiful "Moonlight Sonata," theme is accorded a rich vocal stint by Hamilton. Strong side. (Dickson, ASCAP) (2:22)

★★★ If—The expressive old hit is sung with emotion and fervor by Hamilton. Lushly dramatic backing. (Shapiro-Bernstein, ASCAP) (2:38)

#### RONNIE MITCHELL

★★★★ But Are You Sure?—SEVILLE 115—Here's a swinging side and it carries a good vocal by the chanter. Tune is a bright rocker and the arrangement and the ork work support the chanter's delivery neatly. (Tideland, BMI) (2:24)

★★★ Boco Raton—Ronnie Mitchell sells this happy item with spirit over good support by chorus and ork. Lad can sell a tune in the Sam Cooke manner and the disk could get spins. (Tideland, BMI) (2:10)

#### FIVE SHADES

★★★★ Sherlock Jones—MGM 13035—A happy, bouncy rocker, done somewhat in Coasters style. The boys hand it a solid performance and the message could have appeal to teens. A spinnable side. (Merna, BMI) (2:25)

★★★ One Hot Dog (And an Orange Drink)—A blues, done in a good rockin', shouting style by the boys. (Merna, BMI) (2:22)

#### SHIRLEY SISK

★★★★ I Forgot to Remember to Forget—SUN 365—Sentimental country-flavored theme is accorded an interesting ork treatment featuring organ and sax solo stints with relaxed r.&b. beat. (Hi Lo, BMI) (2:37)

★★★ Other Side—A lightly swinging organ solo interpretation of a catchy rhythm item. (Katrina, BMI) (2:14)

#### TRAVIS & BOB

★★★★ What a Change—MERCURY 71866—Wistful reading by the boys on an appealing country-flavored ballad with pretty melody. Could get some action. (Raleigh, BMI) (1:54)

★★★ The Spider and the Fly—Folksy tune is wrapped up in a plaintive reading by the duo with effective backing. (Four Star, BMI) (2:02)

#### THE BLUE DIAMONDS

★★★★ In a Little Spanish Town—LONDON 2002—The group from Holland turns out a smart, updating of the oldie. The boys sing well and they get a stylish instrumental backing. (Warock, ASCAP)

★★★ My Grandfather's Clock—Another nice performance by the boys, again of an oldie. (BIEM) (2:06)

#### CLEVELAND POPS ORK (Lane)

★★★★ Theme From "Fanny"—EPIC 9467—Lush, symphonic ork treatment of the tender title theme of one of the biggest box-office movies around. Standout jockey side. (Chappell, ASCAP) (2:22)

★★★ It Might As Well Be Spring—Lyrical theme from old "State Fair" film is done in lightly romantic semi-symphonic instrumental treatment. Nice deejay wax. (Chappell, ASCAP) (3:22)

#### THE PIANO OF KOKOMO

★★★★ Piano Rhapsody—FELSTED 8628—The man with the souped up piano turns in a bright sounding reading of a version of Liszt's "Hungarian Rhapsody." Good juke wax that could grab a lot of spins. (Barbro, ASCAP) (1:54)

★★★ Sweet Memories—Here's a rippling piano side with sweeping strings and it's based on the melody of "Liebestraum." Two spinnable sides. (Barbro, ASCAP) (2:30)

#### ELSON SMITH

★★★★ With a Banjo on My Knee!—

FRATERNITY 886—Here's a bright, happy, Civil War styled effort with the banjo up front against a smart arrangement with a big drum sound. Well styled wax also features organ effects. (Karolyn, ASCAP) (2:10)

★★★ Little Pied Piper!—The banjo here is applied to a medium beat theme with touches of the calypso rhythm. Two listenable sides. (Karolyn, ASCAP) (2:16)

JERRY SAYLOR AND THE MARK FIVE  
★★★★ What a Friend—SPIN IT 101—The boy has a lovely ballad here that's got a touch of Latin in the rhythm. Fine multi-tracking effect and string arrangement make the side a good one. (Ruler, BMI) (2:25)

★★★ (Do the) U. T.—Another version of the dance step tune. Side has a bit of the "Quarter to Three" sound but flip is better (Ruler, BMI) (2:25)

#### THE GRIFFIN BROTHERS

★★★★ Just Want You to Know—CHOICE 6201—Nice harmonizing in this relaxed, rhythm side, with an arrangement featuring plucked strings and horns. (Lynn, BMI) (2:00)

★★★ Trickle, Little Star—A slight ballad on this side that's sung passably by the boys. Flip is better. (Lynn, BMI) (2:03)

#### JIMMY BOWEN

★★★★ Somebody to Love—CREST 1085 Jimmy Bowen returns to records with this bouncy debut waxing for the label. Tune is a bouncy novelty and the chanter gives it a good go. Watch it. (American, BMI) (2:06)

★★★ Don't Drop It—The old Terry Fell hit receives a sock reading by Jimmy Bowen over bright support. It has a chance to take off. (American, BMI) (2:00)

#### CORNELL BLAKELY

★★★★ You Ain't Gonna Find—RICH 71853—Cornell Blakely bows on the new label with a smooth reading of a pleasant rocker aided by a femme voice accompanying him Worth exposure. (Jobete, BMI) (2:10)

★★★ Who Knows—Chanter sells this bouncy effort with a gospel flavor, while a femme group supports him warmly. (Jobete, BMI) (2:11)

#### RITCHIE HART

★★★★ Her Singing Idol—RAMCO 3707—A sad tale of a lass who unknowingly falls in love with a singing idol who turns out to be her brother. Interesting wax. (Renda, BMI) (2:42)

★★★ Vacation Time—Pleasant summery ballad receives a nice reading by the lad. (Renda, BMI) (1:52)

#### HOLDER NEWTON AND THE PYGMIES

★★★★ Lost on the River Nile—CAPITOL 4601—Novelty, detailing nutty adventures on the great river. Jungle drums, rock and roll and other odd ingredients will get some play for this one. (Exbrook, BMI) (2:09)

★★★ On Safari—More of the same in the pith helmet groove. Worth some laughs. (Exbrook, BMI) (2:03)

#### CURTIS KNIGHT

★★★★ Voodoo Woman—GULF 031—Blues-oriented and folksy is this novelty. Chanter sings the lyric with extreme voice breaks and gimmicks. (Saxon, BMI) (2:16)

★★★ That's Why—Similar in quality is this side with same voice breaks and a touch of church style. (Saxon, BMI) (2:22)

#### CLYDE STACY

★★★★ Sittin' Down Cryin'—LEN 1015—Stacy chants the vocal here with a touch of church style, to a noisy backing, which nevertheless catches some excitement. (Ladd, BMI) (2:27)

★★★ You're Satisfied—Relaxed and rhythmic is this side, with a fetching figure in the arrangement behind the vocal. (Ladd, BMI) (2:25)

#### THE VICEROYS

★★★★ Uncle Sam Needs You—LITTLE STAR 1008—This singing group comes through with a sock vocal effort built on the calling up of reservists for the armed services. After a martial opening, the boys swing into a hard-hitting vocal studded with humor to a hully gully beat. Could go.

★★★ I'm So Sorry (It's Ending With You)—Lead takes the spotlight for this rockballad. His pleasant singing work is nicely supported by the rest of the boys and nice string writing. (Hidle, BMI) (2:10)

#### THE CADILLACS

★★★★ What You Bet—SMASH 1712—Expressive reading by the lead singer and group on an appealing r.&r. theme with attractive trumpet solo work on the bridge. (R-T, BMI) (2:35)

★★★ You Are to Blame—Heartfelt rendition by the lead singer of a feelingful up-tempo rockballad with good lyrics. (Painted Desert, BMI) (1:55)

(Continued on page 42)



**OUR HIT MACHINE  
DOES IT AGAIN!**

**A GREAT NEW ACT!**

**THE**

# **DOVELLS**

**A GREAT NEW DANCE!**

# **BRISTOL STOMP**

**B/w OUT IN THE COLD AGAIN**

**Parkway #827**



# **CAMEO/PARKWAY**

Philadelphia, Pa.

## NEW RELEASES

EMBRACEABLE YOU  
POSIN'

Johnny (Guitar) Watson 5536

THE NEAREST THING TO  
HEAVEN

## HEY NURSE

The Frontiers 5534

## THE BUZZARD

## THE HAWK

Freddy Robinson 24005

## IT DOESN'T MATTER

## GIRLS, GIRLS, GIRLS

The Targets 5538

## THESE TEARS

## LOST LOVE

Mary Johnson 24001



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## WITH THE COUNTRY JOCKEYS

Continued from page 14

diskeries revise their mailing lists accordingly. . . . Marvin McCullough, deejay at KRMG, Tulsa, Okla., took a two-week vacation from the turntables to promote his new Boyd Records release, "Just for a Little While" b.w. "Maybe, My Baby," among Southern deejays. Two members of Marvin's band, vocalist Jimmy Hall and steel guitarist Rock Caple, record for Razorback Records. . . . Pamper Music, Inc., 119 Two-Mile Pike, Goodlettsville, Tenn., has available a limited number of deejay copies on Ralph Emery's "Hello, Fool," on Liberty. Put your request on your station's letterhead.

After an absence of some five years, while the station programmed according to formula, CKOY, Ottawa, Ont., has resumed regular daily c.&w. programming, according to Johnny Murphy, station program director. "We now feature two daily segments of 55 minutes each," writes Murphy. "Due to long absence of this type of music from the station's line-up, we have been deleted from most of the mailing lists supplying country music samples. In many cases we do not even get the country releases from the major labels. I'm sure a note in your column will do the trick. So serious are we on country programming that we have hired one of Canada's outstanding country personalities, Ted Daigle, to host one of the daily segments."

Pat Boyd, femme c.&w. deejay at WLAV, Grand Rapids, Mich., took her country sounds to Allegan, Mich., July 29 for a special remote aired from WOVE. . . . Tom Reeder took a four-week leave of absence from WYAL, Scotland Neck, N. C., to aid in the opening of WARI, Abbeville, Ala., which took to the air last week. Tom says he's in need of records of all kinds for the new station. Reeder reports that his firm hopes to launch its other new station, WDYL, Ashland, Va., covering the Richmond market, early in September.

Ray Harris has been named top hand at KCNW-FM, formerly KXOA - FM, Sacramento, said to be the only FM c.&w. station in the State. Harris has spent the last 20 years in the c.&w. field in various capacities. Harris reports that the new FM station "took off like a rocket" from the very first day five weeks ago. Assisting Harris in the spinning of the country wax are Saddle Bag Sam, Tiny Moore, Wes Parsons, Billy Jack Wills, Buck Duane and Bob McCray. . . . Deejays may obtain a copy of Jimmie Skinner's new EP on Mercury by writing to Jimmie on their station letterhead. Address is 222 East Fifth Street, Cincinnati.

"We have been on the air with full country and gospel music the last seven years," writes J. Mack Allen, of WTCR, Ashland, Ky.-Huntington, W. Va., "yet we still find it difficult to get the new releases unless we go out and buy them. Most needy from a record standpoint is 'Town and Country Hit Parade,' on which I try to feature the newest in the country field when I can get them. We cover the entire Tri-State area of Kentucky, West Virginia and Ohio." Allen says further that he has copies of the Bluegrass Playboys'

new release which he'll mail to jocks who'll write him on their station letterhead.

Ford Dickson and Red Smith, country deejays at KLEA, Lovington, N. M., put in a plea for programming material, as does Mike Hoyer, who spins the c.&w. wax at KMA, Shenandoah, Ia. . . . If you've been missed in the mailing of Glenn Barber's new United Artists platter, "Night Without End," a request on your station letterhead to Gabe Tucker, Dee Music, 314 East 11th, Houston 8, will fetch you a sample. . . . For a copy of Rex Allen's Mercury release, "Marines, Let's Go" b/w "Heartaches of a Fool," drop a line on your station's letterhead to Walt Breeland, 8618, Anacortes Street, Houston 17. "Heartaches" is a Willie Nelson tune.

Denny Walker has resigned his platter-spinning post at WJMM, Lewisburg, Tenn., and has been replaced by Jim Travis, who is conducting two c.&w. shows, "Record Ranch" and "Tennessee Hayride," plus the nightly r.&r. show, "The Big Seven." Also back at WJMM after a long absence is Perry Gillum who, in addition to his job of news and sports director, is doing the early morning c.&w. show, "Early Riser Club, and the mid-morning seg, "Hayloft Jamboree."

"We're happy to announce the addition of our third c.&w. radio station since going into the broadcast end of the business January 1 of this year," writes Robert E. Cobbins, executive director of WYAL Radio, Scotland Neck, N. C. The firm's WARI, Abbeville, Ala., went on the air two weeks ago, with Vice-President Tom (Cat) Reeder setting up the operation. The company's WDYL, serving the area around Richmond, Va., is slated to go on the air around September 15. A fourth station is skedded to make its bow early in 1962, Cobbins says. "All of the stations," Cobbins writes, "have been new stations and as such were without any record library whatsoever. Up to now, service from artists, publishers and diskeries have been a bit sluggish. We will particularly need all current releases, as well as all the backlog material we can get for all our stations."

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FOLK TALENT  
& TUNES

Continued from page 8

night (28). Among those donating their services for the occasion will be Claude King, Billie Jean Horton, Tommy Tomlinson, Merle Kilgore and Jimmy Jay. . . . Claude Gray, currently plugging his "My Ears Should Burn," has just out his first LP for Mercury. It's slated for fall release. . . . Ernest Tubbs and His Texas Troubadours hop to San Antonio September 17 to work a benefit show for Mrs. Jimmy Rodgers.

Upcoming bookings set by Curtis Artist Production, Goodlettsville, Tenn., are: Ray Price and His Cherokee Cowboys, Savannah, Ga., August 31-September 1; Charlotte, N. C., 2; Huntington, W. Va., 3-4; Columbus, Ga., 6; Jacksonville, Fla., 8-9; Greenville, S. C., 29, and Montgomery, Ala., 30; Jim Reeves and the Blue Boys, Almonessen, N. J., August 24; Mountainside, Pa., 25; Lakehurst, N. J., 26; Lawton, Okla., 30; Austin, Tex., 31; Fort Worth, Tex., September 1; Oklahoma City, Okla., 2, and Lubbock, Tex., 3; Buck Owens, Secaucus, N. J., August 25; Fredericksburg, Pa., 26; Carl Butler, Springfield, Ill., September 3; Roger Miller, San Bernardino, Calif., August 24; Claremont, Calif., 25; Ventura, Calif., 26; Long Beach, Calif., 27 (day); Oxnard, Calif., 27 (night); Long Beach, Calif., 28; Disneyland, Anaheim, Calif., 29; Lompoc, Calif., 31; San Jose, Calif., September 1; Redding, Calif., 2; Lodi, Calif., 3; Bakersfield, Calif., 6-7, and San Bernardino, Calif., 8-9; Charlie Walker, El Paso, Tex., September 15-16.

Cowboy Howard Vokes is dropping the Cowboy prefix from his name and henceforth will be known simply as Howard Vokes. He and his Country Boys appeared August 20 in Luray, Va., along with Bill Phillips and Johnny and Jack and Kitty Wells. Vokes and his lads show their wares at Kent, Conn., August 25, and Warren, Conn., August 26. . . . Paul (Mississippi) Simpkins, who weaves the country melodies at WBAM, Montgomery, Ala., appears with Faron Young, Skeeter Davis, Darrell McCall and Johnny Seay at the Football Stadium, Andalusia, Ala., September; with the Martha White Show, featuring Flatt and Scruggs, Stringbean, Mother Maybelle, Porter Wagoner, Minnie Pearl and Ray Price and band, at the State Coliseum, Montgomery, September 30, and at the South Alabama Fair, Montgomery, where he'll emcee the grandstand revue, October 9-14. Simpkins is in his eighth year at WBAM, where he's heard, Monday through Friday, from 5 a.m. until noon.

A new Saturday night country music show, "KMA Bandstand, Country Style," has just made its debut on Station KMA, Shenandoah, Ia., with deejay Mike Hoyer first in command. This is the first time in 10 years that the station has had a country music show other than mighty early in the morning. Prior to that, KMA was a bulwark for live country talent. It was on that station that the Everly Brothers got their start, at the time their parents, Ike and Margaret, were members of the staff there. Among others who made their first broadcasts on KMA were the Blackwood Brothers and Rex Rinehart.

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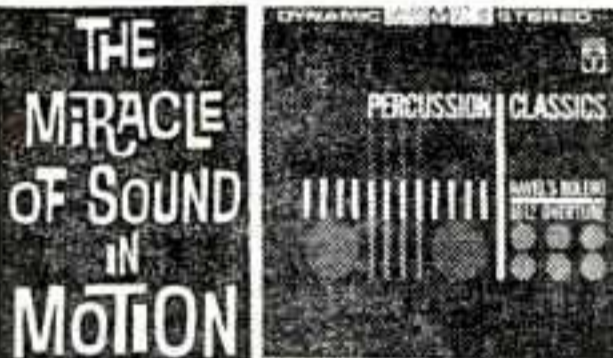
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**NEW SOUND EFFECTS ALBUM!**

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

**Bruno Seeking  
Broader Retail  
Representation**

NEW YORK — Bruno Records, the label owned by Bruno Ronty in Wilton, Conn., is offering dealers in certain territories a chance to become "accredited Bruno dealers" and purchase their disks direct from the label. The offer is being made to dealers in areas where Bruno does not have distribution, according to Ronty. Dealers who take on a Bruno dealership will be sent a ribbon saying "Accredited Bruno Hi-Fi Dealer" to be displayed in windows.

Under the plan, Bruno dealers are expected to keep in stock complete lines of Bruno LP's, which include international classical and folk disks. Dealer who accept the plan will receive one copy each of five to 10 LP's issued by the label each month, with 100 per cent exchange privileges, plus an extra 10 per cent discount. Cost to the dealer will be \$2.22 per disk. Dealers who order five or more records will get an extra 5 per cent, making their cost \$2.11 per disk.

Bruno also handles the Colosseum label and is offering these disks at a special 50 per cent discount during September. Cost to dealers of Colosseum Records is \$1.23 with the retail price set at \$1.99.

**N. England ARD  
Sets Meeting**

WALTHAM, Mass. — The Associated Record Dealers of New England convened last Tuesday (22) at the Charterhouse Motor Hotel here, to discuss plans for a forthcoming New England dealer convention next month and to hear an explanation of the recent application to the Federal Trade Commission for a disk industry trade practices convention.

The convention of New England record dealers has been tentatively set for September 26. Boston's Sheraton Plaza Hotel was mentioned as the probable locale. The meeting was also featured by the election of George Gavriles as the group's new president.

**Cap Kiddie Wax**

• *Continued from page 2*

Other LP's in the September release include "Walt Disney's Sorcerer's Apprentice," "Sparky's Magic Piano," "Rusty in Orchestraville," "Little Toot and other Walt Disney Favorites," Bugs Bunny and His Friends, and the Claude Rains "Bible Stories." Prices will be pegged at \$1.98 for the 12-inch LP's, \$2.98 for the Record Reader albums, and \$2.35 for the "Bozo" Compact Double.

The advent of TV was blamed for the kiddisk business taking a nose dive during the past decade. However, indications are that the children's record field is regaining its strength. According to Capitol, many of its children's selections are still selling in the 45-r.p.m. form. Capitol feels that its forthcoming kiddisk drive will create a new sales impetus in the field.

**Goodman Tops**

• *Continued from page 2*

mours and Smothers Brothers. The Diamonds, who have had numerous hits on Mercury, are now on the charts with "One Summer Night." Jay Epae is the top artist in Sweden with his recording of "Putti Putti."

Sunset, in addition to representing talent, will also do record production and will supervise artists in all fields.

Another member of the Sunset operation is Belford Hendricks, noted arranger.

**MUSIC AS WRITTEN**

• *Continued from page 6*

ley's last week for Vassar Records; Willie Nelson and June Carter were in recently for Liberty sessions, and Grandpa Jones was in for Monument etchings directed by Fred Foster. . . . Eddy Arnold was at the RCA Victor Studio last week to etch a musical note for the Muscular Dystrophy Drive. Doyne Agency's Betty McMillen penned music and lyrics for the radio spot. . . . Chet Atkins starts another album at RCA Victor Studio for the label this week. . . . The Spear Family was at the RCA Victor Studio for etchings for Skylite Records August 21; Monument Records was booked into RCA Victor for Norris Wilson's first session for the label Thursday (24); Hickory's Joe Melson is slated for sessions at RCA Victor Studio Tuesday (29), and Warner Bros. has booked a string of dates in the studio this week for the Everly Brothers.

Bill McElheiny produced a jingle for the Edwin Huster Agency, Knoxville, at the RCA Victor Studio here last week. . . . Harold Twitty was at the Bradley Studio last week for Doyne Advertising Agency, producing a jingle etched by the Jordonaires. . . . Hank Snow, due in right away from his trip to Germany, has a new RCA Victor single release, "I Know" c/w "The Restless One." Latter side was penned by Snow. . . . "To You and Yours (From Me and Mine)" is the new George Hamilton IV single release, and is also the title of the RCA Victor artist's first album for the label. . . . RCA Victor's Roger Miller is on a West Coast promo trip. Pat Twitty.

**Milwaukee**

Chico Holiday, former RCA Victor artist, has signed to cut several sides for New Phoenix Records, of Hartland, Wis. . . . Jay Albrent has taken over the London Records territory in this State. He replaces Marty Schwartz, who moved out to the West Coast. . . . Joe Dowell, Smash Records artist, drew a strong turnout for downtown Gimbel's teen-age fashion show, August 22d. . . . Henry (Bing) Biedrzycki, 56, who headed Decca's shipping department here the last 15 years, died recently while on vacation. At one time he sang in the old Sammy Kaye orchestra under the name of Allan Foster.

Jazz expert Bob Rippey, Triangle Music in Waukesha, was recently promoted to full colonel in the Air Force Reserve. . . . Brenda Lee is slated for a weekend personal appearance at the Escanaba (Mich.) Free Fair. . . . W. L. Zalsman, head of marketing and creative developments for Philips International, visited Garmisa Distributors of Wisconsin this week. . . . In town for a disk jockey hop were the Diamonds. The Mercury group also made an appearance in Madison, Wis. Benn Ollman.

**Hollywood**

Liberty Records will time a new Chipmunk LP with the debut of the disk characters' CBS-TV series, "The Alvin Show," and will name it after the program. . . . Angel Records will devote its September release to Maria Callas as its "Artist of the Month" and will feature a new stereo recording of the complete opera, "Norma." . . . Warner Bros. Records has signed singer-actress-dancer Elaine Dunn to an exclusive recording contract. She was featured in the national companies of "Flower Drum Song" and "Bye Bye Birdie." . . . Arthur Wong, owner of the Far East Terrace Restaurant here, tossed a farewell luau at his home for Hi Fi Records' the Surfers on the eve of the four-some's departure for Hawaii, where they will play a three-month engagement at the former Don the Beachcomber's. Lee Zhito

**SHOWBIZ MAG  
COVERS DISKS**

NEW YORK — The record industry received unprecedented coverage in the consumer field in the first issue of Playboy magazine's new publication Show Business Illustrated this month.

The mag spotlighted 192 album reviews — pop, classical, jazz, folk, and spoken word. Record reviews are not credited to anyone on the mast head, but Don Gold is the mag's records editor. Bill Ewald is senior editor in charge of reviews and listings (a capsule review section including many catalog items.)

Nat Hentoff does most of the jazz reviews and Gene Lees, formerly of Downbeat magazine, handles the pop section. Some reviews are also done by Gold and other regular staffers. Ewald said Show Business Illustrated plans to run about 150 such reviews in each issue. This includes lengthier reviews of new releases.

"The 10 at the Top," a list of the 10 best selling LP's according to BMW's chart survey, is also carried in each issue.

**Capitol Revives  
Lyrics Contest**

HOLLYWOOD—Capitol is going back more than a decade to unearth a lyric-writing contest album for its "Songs Without Words" LP being released this week. It contains 10 original melodies (pop, rock 'n' roll, country and western) for which contestants must provide original lyrics for at least one or as many as three tunes. The author of the lyric judged best will be awarded a \$500 royalty advance and a songwriter contract. In addition, one song in each of the above categories will be recorded by Capitol for national release.

The label released a similar lyric-writing contest album in 1950. It was the brainchild of Capitol Vice-President Alan Livingston, who last week recalled for BMW: "We put out the album at a time when the battle of the speeds brought the industry's album sales to the lowest ebb. It paid off in sales 20 times more than any other album we had on the market." In addition, the contest resulted in a strong-selling single, "When April Comes Again."

Livingston expects the new contest, which terminates January 21, 1962, to top the sales excitement stirred by its 11-year-old predecessor, as the new package embraces three separate song categories while the 1950 album covered only the pop field.

**Smash Singles!!**

**New Releases**

TERRIFIC RESPONSE ALREADY — SURE TO REACH THE TOP IN ALL THE CHARTS

**The Girls In My Life**

b/w

**Come On Baby**

by

**JOE HINTON**

Backbeat 535

Breaking Fast!

**Bye Bye Blackbird**

b/w

**You Ought To Know Him**

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**JACKIE VERDELL**

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**HAYLEY MILLS**

"LET'S GET TOGETHER"  
b/w "COBBLER, COBBLER"

from  
"THE PARENT TRAP"

Vista F-385



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**SUE THOMPSON**

**SAD MOVIES**

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**A Great Instrumental!**

Theme from

**"COME SEPTEMBER"**

**DICK JACOBS**

Coral #62275



**"GOING GREAT"**

**"TEASIN' MELODY"**

b/w

A New Version of

**"MARCHETA"**

Savoy #1604

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

# Reviews of New Albums

Continued from page 34

## POP LP'S

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ DOUBLE EXPOSURE**  
Les Brown and Vic Schoen. Medallion ML 7523 (Stereo & Monaural)—The Les Brown band and an organization of top-flight recording musicians under Vic Schoen make the highly vital and shimmering music on this impressive set. Schoen also composed and arranged the nine originals that make up the set. Stereo buffs will have a wild time showing off their rigs with this LP, for the two brass sections perform some acoustically ambitious feats. Good solos also abound.

**★★★★ IMMORTAL MUSIC FROM THE MOVIES**  
Whittemore and Lowe. Capitol ST 1599 (Stereo & Monaural)—The twin piano artistry of Arthur Whittemore and Jack Lowe is applied to 12 well-known movie themes on this very lush LP. Each of the themes is a production in itself filled with soaring strings, and classy choral effects from a huge mixed chorus. Among the more prominent titles are "Gone With the Wind," "The High and the Mighty," "Love Letters," "Spellbound" and "Moulin Rouge." Glenn Osser, along with the two pianists, is responsible for the arrangements.

**★★★★ PEANUT BUTTER**  
The Marathons. Arvec A 428—This group had a fair-sized hit with the title theme "Peanut Butter," and this package should appeal to their fans. In addition to the title tune, it includes rocking vocal treatments of such okay novelties as "You Bug Me Baby," "Tutti Frutti," "Gee" and "High Blood Pressure." Should move in r.&b. as well as pop circles.

**★★★★ ROCKIN' HOT**  
Fabian. Chancellor CHL 5019 (Stereo & Monaural)—Fabian isn't as high on the best selling single chart as he once was, but his pulling power with teen-agers is still strong and this album should fare well, sales-wise, in that market. Selections—sung

in bouncy, r.&r. fashion, include "Hey Little Girl," "My Baby," "Nobody" and "Written in the Book." Displayable cover features three photos of Fabian.

**★★★★ AND HERE SHE IS—ANN-MARGRET**  
RCA Victor LPM 2399—The Swedish thrush has been steadily moving up the singles chart with her hit, "I Just Don't Understand," and here's a whole helping of the gal's unique style applied mostly to standards, familiar tunes like "Bye Bye Blues," "I Should Care" and "Blame It on My Youth." Cover shows the gal in her leotard and red sweater in a series of colorful poses. Good, displayable item.

★★★  
**MODERATE SALES POTENTIAL**

**★★★ MAURY LAWS FOR DANCING**  
Time S-2040.

**★★★ TWO SIDES OF LOVE**  
Dick Williams. Capitol ST 1600 (Stereo & Monaural).

**★★★ MAGNIFICENCE IN BRASS**  
Jerry Fielding and his Ork. Time S-2042

**★★★ THE MODERNAIRES SING THE GREAT GLENN MILLER INSTRUMENTALS**  
Ultra Audio WWS 8510.

## CLASSICAL LP'S

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ SIBELIUS: SYMPHONY NO. 5 IN E FLAT MAJOR, OP. 82, FINLANDIA**  
The Philharmonia Ork (Von Karajan) Angel S 35922 (Stereo & Monaural)—Sibelius' noted symphony receives a beautiful performance here. Sound is excellent and the surfaces are glossy. Herbert Von Karajan's baton brings out the nobility of the work.

★★★  
**MODERATE SALES POTENTIAL**

**★★★★ J. C. BACH: HARPSICHOARD CONCERTO IN D MAJOR; HARPSICHOARD CONCERTO IN G MAJOR; C.P.E. BACH: HARPSICHOARD CONCERTO IN D MINOR**  
The Wiener Solisten (Bottcher). Vanguard BGS 5040 (Stereo & Monaural).

## JAZZ LP'S

★★★★  
**STRONG SALES POTENTIAL**

**★★★★ A DATE WITH THE MASTERSOUNDS**  
Fantasy 3316—Taste is the key word in describing this LP. The Mastersounds perform handsomely on this low-keyed, relaxed but nonetheless swinging jazz LP in the modern groove. The group is no longer a working aggregation, since two of its members, Bud and Monk Montgomery, have other fish to fry with another brother, Wes, in a quartet that bears their family name—the Montgomery Brothers. But this doesn't affect the high quality of the music here. In addition to the fine soloing of Buddy on vibes, Richie Grabtree on piano is truly a standout. Drummer Benny Barth completes the organization.

**★★★★ THE JAZZ SOUL OF PORGY AND BESS**  
Bill Potts. United Artists WWS 8517—A reissue of a package originally released about two years ago, this remains a quality issue in content and packaging. Bill Potts has provided original arrangements here for 10 songs from the Gershwin classic, and they are performed by a collection of star soloists. The result remains a dynamic effort that frequently can be called inspired. Two other selections from the original release appear to have been dropped. Elaborate pictorial liner notes add to luxury look of the release.

## LP REVIEW POLICY

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

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

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

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

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

## SPECIALTY LP'S

★★★★  
**STRONG SALES POTENTIAL**

## LATIN AMERICAN

**★★★★ GUITARRAS A MEDIA NOCHE (GUITARS AT MIDNIGHT)**  
Cuca Sanchez. Columbia EX 5014—This is a re-issue (at \$1 reduction in list), probably for the Latin export market, of an LP released originally as part of the label's "Adventures in Sound" series. The only things changed are the album cover and the time of day in the title. The original was titled "Guitars at Twilight." The material should have much appeal in Latin outlets, since Cuca Sanchez, one of Mexico's top composer-singers, performs with great emotion and personality, accompanied by harp and guitar.

## FOLK

**★★★★ SHOUTS AND BLUES**  
Sonny Terry and Brownie McGhee. Fantasy 3317—Sonny and Brownie need no introduction to blues collectors. They are well recorded here in a series of folk-oriented performances, accompanied by funky guitar and harmonica. The swampy down home sound predominates. Starts with the classic "John Henry" and includes "Take This Hammer," and "Louise."

**★★★★ EWAN MacCOLL SINGS BRITISH INDUSTRIAL BALLADS**  
Vanguard VRS 9090—Ewan MacColl is one of Britain's top folk singers and collectors of folk songs. He is a pioneer in the field of British industrial folk songs, and he sings a collection of them here which should have special appeal to folk fanciers. He does a fine job on this new album, accompanied by his wife Peggy Seegar on guitar and banjo. Tunes include "The Work of the Weavers," "Four Pence a Day," "The Collier Laddie," "Twenty One Years" and "Poor Paddy Works on the Railway." Some of the songs were written by MacColl, and he has added new lyrics to many of the traditional tunes.

## SPECIALTY

**★★★★ SONGS WITHOUT WORDS CONTEST**  
Jack Marshall. Capitol ST 1601 (Stereo & Monaural)—If even a small percentage of the nation's would-be songwriters buy this LP, it can roll up startling sales. Capitol has a catchy gimmick here by providing budding lyricists with 10 tunes, cleft by famous pros. Buyers may write lyrics for three tunes and enter them in a competition which ends January 31. There are six pop songs, two country items and two rockers. Best lyric for each of the 10 songs will win a \$500 advance against royalties, and some will be recorded.

## CHILDREN'S

**★★★★ FRERE JACQUES-ALOUETTE**  
Martine Havel and the Fleur de Lis Singers. Kapp KL-1249—Here's a mighty cute album—sort of a French sing-along for youngsters. It features a group of kids singing some of the best-known French

songs for children. They sing such items as "L'Alouette," "Frere Jacques" and "Petit Papa," with youthful enthusiasm. The tunes are sung in French, of course, and the French words are printed on the back of the sleeve. Good wax for the 6 to 11 set.

★★★  
**MODERATE SALES POTENTIAL**

## COUNTRY & WESTERN

**★★★ GARY WILLIAMS**  
Manito R 1604.

**★★★ HOWARD VOKES AND HIS COUNTRY BOYS**  
Dal-Ray LB-502-3EP.

## INTERNATIONAL

**★★★ THE GREEK WAY**  
Gus Vall. United Artists UAS 6148 (Stereo & Monaural).

**★★★ GREGORIAN CHANTS**  
The Edmundite Novices. Folkways FR 8954.

**★★★ TRADITIONAL FOLK SONGS OF JAPAN (2-12")**  
Ryutaro Hattori. Folkways FE4534 C-D.

## SPOKEN WORD

**★★★ CAREERS IN SELLING**  
Alfred C. Fuller. Folkways FH 5541.

**★★★ RUSSIAN POETRY AND PROSE**  
Vladimir Markov. Folkways FL 9961.

**★★★ FRENCH SHORT STORIES (VOL. 2)**  
Various Artists. Folkways FL 9938.

**★★★ 19TH CENTURY FRENCH POETRY**  
Paul A. Mankin. Folkways FL 9936.

## FOLK

**★★★ PASSIN' THROUGH WITH WALT CONLEY**  
Premiere P 6101.

## Epic Contests Keyed to Lanin Album Promotion

NEW YORK — Epic Records is putting a special promotion push behind Lester Lanin's new LP "The Madison Avenue Beat" — designed to assure the package of special deejay attention.

The album features instrumental treatments of 58 TV-radio commercials (billed on the cover as "America's most familiar music").

Since there is a possibility some stations might balk at playing commercial melodies (even without sales pitch lyrics) for free, Epic promotion chief Herb Linsky has set up audience-appeal contests with a flock of stations around the country, including outlets in Boston, Hartford, Conn.; San Francisco, and Cleveland. Jockeys in these cities are asking listeners to identify the commercial jingles as played instrumentally in the Lanin album. Free copies of the LP are donated by Epic to those coming up with the correct answers.

The album also provides a useful gimmick for stations to use with advertisers, according to Linsky. Neil McIntyre, musical director of WHK, Cleveland, for example, has bought several copies of the album to present as gifts to station sponsors.

The album was conceived by Richard Blake, ex-Ted Bates copy writer, who cleared the 58 jingles ("Chiquita Banana," "Mr. Clean," etc.) through the ad agencies that created them after promising that competing products wouldn't be coupled in the same medley. The advertisers get a free display ride on the back of the LP, which features photos of all their products.

## Dion Show to Australia

NEW YORK—Dion is making his first personal appearance in Australia, starting September 6, when he will join Roy Orbison, Ray Peterson, Freddy Cannon, and Jack Scott in an all-star package tour Down Under.

The unit, packaged by Jim Noal, owner of the Embers nitery in Melbourne, is booked for Melbourne, September 6; Brisbane, September 7, and Sydney, September 8 and 9.

## SPIRITUAL

**★★★ WALK-ON**  
Pilgrim Jubilee Singers. Peacock PLP 105.

## MUSIC INSTRUCTION

**★★★ THE ART OF SINGING (2-12")**  
Carlo Menotti. Chancellor CHLX 5020

## SACRED

**★★★ FRIENDLY FIVE SINGERS**  
Atwell EP 151.

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If you are a recording company, recording star or top band here is the chance of a lifetime! You can get the words & music to a new Christmas song which is sure to be the smash hit of the 1961 season. It costs you nothing to look. Principals only write Box 7156, Duluth, Minnesota.

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**"LATE DATE"**

by THE PARKAYS

10242

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Wm. W. Brown Distributors, 304 North Minnesota Street, New Ulm, Minn., are exclusive distributors for Pleasant Peasant Records, "The Gold Plate of Old Time," in Minnesota, Wisconsin, North and South Dakota, Iowa, Nebraska and Montana.

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**CLAY COLE**

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HAROLD DORMAN

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*Spotlight on*  
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*featuring*  
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1520 No. Gower  
HOLlywood 9-5831

● **Reviews of New Singles**

● *Continued from page 36*

★ ★ ★  
**MODERATE SALES POTENTIAL**

**POPULAR**

- ROSS ANDERSON**  
★★★ You Are My Love—★★★ Tam-Bu Theme. CHANNEL 7002.
- SONNY STELLE**  
★★★ Sweet Ways About You—★★★ Mine, Mine, Mine. REPUBLIC 2020.
- JIMMY BROWN**  
★★★ Hootchi Koo — ★★★ I Wanna Walk With You. KENO 1001.
- ANDIO DIO.**  
★★★ Rough and Bold — ★★★ Bonnie Jean. CRUSADE 1023.
- MURLE RICHARDSON**  
★★★ Mean and Cruel—★★★ Care for Me. CARON 6103-4.
- STERLING BLYTHE**  
★★★ I Don't Know — ★★★ Away From It All. K STAR 402.

- HELMUS ZACHARIAS AND HIS MAGIC VIOLINS**  
★★★ Bermuda Shorts — ★★★ Adios My Love (The Song of Athens). DECCA 31296.
- JACKIE VERDELL**  
★★★ Bye Bye Blackbird — ★★★ You Ought to Know Hlm. PACOCK 1905.
- THE HAMILTONS**  
★★★ Side By Side—★★★ Hey Baby Say. ACCENT 1071.
- ARLENE MARTELL**  
★★★ My Heart Is Telling Lies Again—★★★ Little Ship. CUB 9098.
- CARL AND THE COMMANDERS**  
★★★ Cleanin' Up — ★★★ Farmer John. CAMEO 197.
- THE PLAYMAKERS**  
★★★ Bubble Gum — ★★★ Hurry, Hurry. TAP 501.

- SAL RAIMONDI**  
★★★ The Spider and the Fly—★★★ Someone Must Wean (Someone Must Lose). CORAL 62282.
- THE SILVERTONES**  
★★★ Hong Kong — ★★★ Chance's Boogie. USA 717.
- DARLENE PAUL**  
★★★ Say It Isn't So—★★★ On the Other Hand. KAPP 422.
- THE NEPTUNES**  
★★★ Curiosity Killed the Cat—★★★ This My Love. RCA VICTOR 7931.
- DANCING PANTHER DANCEBAND**  
★★★ Who's That Foolin' With the School Bell — ★★★ Combustion (Me Sizzle-You Flame). WARNER BROS. 5237.
- JOEY PROFETA**  
★★★ Sunshine Baby—★★★ Lou Anne. PYRAMID 711.
- TONY MITCHELL**  
★★★ Just for Laughs—★★★ Nobody But Nobody. DECCA 31299.
- GLORY KENNEDY**  
★★★ Dixie's Land—★★★ Cannonball Twirl. PATHE 1001.
- JERRY WOODARD**  
★★★ Romeo and Juliet—★★★ Lonely Man—HEART 336.
- THE JAYS**  
★★★ Turn to Me — ★★★ Stanwyck Theme. BARRY 103.
- DINAH SHORE**  
★★★ This Is a Changing World—★★★ Mississippi Mud. CAPITOL 4618.
- RON GOODWIN**  
★★★ Romanoff and Juliet — ★★ El Morocco Tea Rooms. KING 5509.
- RICKY VAC AND THE ROCK-A-WAYS**  
★★★ Colleen — ★★★ How Do You Think I Feel—HILLTOP 1871.
- KENNY DINO**  
★★★ Your Ma Said You Cried In Your Sleep Last Night—★★★ Dream a Girl. MUSICOR 1013.
- SHANE KAI-RAY**  
★★★ Living on Borrowed Time—★★★ Limbo, Limbo. LODESTAR 39-61.
- THE TOLEDOS**  
★★★ John Smith's Body—★★★ This Is Our Night. DOWN 2003.
- THE MARKEES**  
★★★ Lonely Paradise — ★★ I'll See You Soon, Mr. Moon. ARCO 4630.
- THE KEY-TONES**  
★★★ Until Eternity—★★★ A Love Song for You. BROSH 400.

- FRED DARIAN**  
★★★ Rib-Bone — ★★★ That Is How Things Are. GARDENA 122.
- JIMMY FLINT AND THE STONES**  
★★★ Have You Been There?—★★★ Piasano. WARNER BROS. 5236.
- JERRY LEE TRIO**  
★★★ Warpath — ★★★ Banshee — NORTHWAY SOUND 1001.
- THE NUGGETS**  
★★★ Before We Say Goodnight—★★★ Angel on the Dance Floor. RCA VICTOR 7930.
- GEORGE CAMERON**  
★★★ Toy of Love—★★★ My Heart Tells Me So. PORTRAIT 104.
- HUEY SMITH & THE CLOWNS**  
★★★ Sassy Sara — ★★★ More Girls. IMPERIAL 5772.
- THE IMPRESSIONS**  
★★★ As Long As You Love Me—★★★ Gypsy Woman. ABC-PARAMOUNT 10241.
- BOBBY MELL**  
★★★ Dedication Time — ★★★ Lost the One I Love—DORE 612.

- ★ ★ ★ ★**  
**STRONG SALES POTENTIAL**
- COUNTRY & WESTERN**
- LATTIE MOORE**  
★★★★ If the Good Lord's Willing and the Creek Don't Rise—KING 5526—A happy country item from Moore on this side. The boy sings the novelty slanted tune with much enthusiasm while simple country accompaniment is effective. (Lowery, BMI) (2:17)
- ★★★★ Sundown and Sorrow—A country weeper is taken at a quick stepping pop-like tempo but accompaniment is still in the traditional groove. Side moves along nicely but flip has the edge. (Acuff-Rose, BMI) (2:34)
- BOB GALLION**  
★★★★ You Don't Know (Or You Don't Care)—HICKORY 1154—A happy hoo-down side, with Gallion supported by a pounding drum and some fancy country fiddling. Good wax that could step out. (Acuff-Rose, BMI) (2:20)
- ★★★★ Sweethearts Again—Gallion sings a weepy country ballad with sincerity and meaning. Solid reading which merits exposure. (Acuff-Rose, BMI) (2:35)**

**BREAKING IN CHICAGO!!!**  
and  
**SPREADING NATIONALLY**  
**"I DON'T LIKE IT LIKE THAT"**  
by **THE BOBBETTES**  
**GONE RECORDS**  
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**SLEEPER HIT OF THE YEAR!**  
**JUST OUT OF REACH**  
(OF MY TWO ARMS)  
**SOLOMON BURKE**  
Atlantic 2114

**CHART BREAKER!**  
**A LITTLE BIT OF SOAP**  
**The Jarmels**  
LAURIE 3098

His Newest Smash!  
**ADAM WADE**  
**"AS IF I DIDN'T KNOW"**  
Coed #553  
**COED RECORDS**  
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New York, N. Y.

**JUBILEE SURE SHOT!**  
**SHENANDOAH**  
by the  
**DEAXVILLE TRIO**  
Jubilee #5404

**★ ★ ★ ★**  
**STRONG SALES POTENTIAL**

**SPIRITUAL**

**THE IMPERIAL GOSPEL SINGERS**  
★★★★ This Friend of Mine—GOSPEL 1057—An impassioned male lead shouts out the message here on a moderate-paced chant. He's well assisted by organ, piano and the mixed group. Good wax for the spiritual field. (Volunteer, BMI)

★★★★ Keep On—A fem lead shouts out the lyrics on the fast-paced effort. She really gets carried away in an artful vocal performance. Organ and piano again lead the backing. (Volunteer, BMI)

**SACRED**

**LESTER FLATT AND EARL SCRUGGS**  
★★★★ Where Will I Shelter My Sheep?—COLUMBIA 42141 (33)—The boys sing this attractive sacred tune with feeling and sincerity over good backing. Should have strong appeal with their many fans in the country markets. (White Oak, BMI) (2:18)

★★★★ Go Home—A fine sacred tune with a wonderful message is handled in

**★ ★ ★**  
**MODERATE SALES POTENTIAL**

**LEWIS PRUITT**  
★★★ This Little Girl (Has a Magic Touch)—★★★ I'll Never Forget You. Decca 31295.

**JIMMY HEAP**  
★★★ Little Bluebird — ★★★ Is It Wrong. WINSTON 1058.

**JERRY SMITH**  
★★★ There Was a Time—★★★ Too Late to Worry (Too Blue to Cry)—AD 9366-7.

**★ ★ ★ ★**  
**STRONG SALES POTENTIAL**

**SPIRITUAL**

**THE STRIPES OF GLORY**  
★★★★ O Send the Fire — ★★★ The Denial. PEACOCK 1837.

'Trad' Fad Rocking British Isles

● *Continued from page 6*

erally recognized as Britain's leading exponent of trad, had a hit with "Petit Fleur." The recording became a gold disk item, an honor reserved for records which sell one million copies throughout the world. A Barber LP album, "Barber in Berlin," sold about 40,000 copies and other albums of his have held at about that level, indicating that British traditional jazz far outsells its counterpart in the States.

The pre-occupation with trad has manifested itself in other ways, too. One British jazz publication recently suggested in a controversial front page article that the demand for trad has begun to outstrip the supply of available musicians.

What's behind the burgeoning trad boom? Harold Pendleton, executive secretary of the National Jazz Federation, believes there is one important reason for its success.

"Britain has always been a dance-crazy nation," says Pendleton. "Trad appeals to people because of its simple, danceable rhythms."

After absorbing the ABC's of New Orleans jazz, British trad musicians (most of whom started out as hobbyists playing strictly for kicks) developed a totally original British sound, in Pendleton's

opinion. There is still the same stress on ensemble playing characteristic of classic New Orleans jazz, but a different reliance of more modern riffs and the elements of modern percussion.

The main vehicle for this spirited appreciation of jazz is that unique institution—the British jazz club, and it has played an important role both in educating the public to jazz and in stimulating the sale of jazz records. In the latter regard, Doug Dobell observes that most jazz club habitués begin buying single records, go on to more ambitious record-collecting and soon drop their membership in the clubs. There are about 120 clubs in Greater London, about 25 in the West End alone.

Jazz Shows, London's leading traditional jazz club and perhaps the only real money maker of all the city's jazz clubs, also publishes a regular newsletter which is sent to all of its members. This summer, too, it has been successfully staging "floating jazz festivals"—boat rides up and down the Thames with music provided by Britain's leading trad combos.

United Artists Album Plan Nets Big Gross

NEW YORK — United Artists Records expects to chalk up almost a \$1,700,000 gross on its fall LP program, which concludes September 1, according to Vice-President and General Manager Art Talmadge. The plan features 15 new albums.

Meanwhile, UA's newly appointed National Sales Manager Jerry Raker has made two distributor changes, effective immediately. Henceforth UA will be handled by Weimar Sales in Phoenix, Ariz., and El Paso, Tex.; and Southern Record Distributors, Nashville, will add the Memphis territory to its coverage for the label.

**Mills HIT REMINDERS**

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**LONNIE DONEGAN and his Skiffle Group**  
**THAT'S MY DESIRE**  
**PAT BOONE • Dot**

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**★ ★ ★**  
**MODERATE SALES POTENTIAL**

**LEWIS PRUITT**  
★★★ This Little Girl (Has a Magic Touch)—★★★ I'll Never Forget You. Decca 31295.

**JIMMY HEAP**  
★★★ Little Bluebird — ★★★ Is It Wrong. WINSTON 1058.

**JERRY SMITH**  
★★★ There Was a Time—★★★ Too Late to Worry (Too Blue to Cry)—AD 9366-7.

**★ ★ ★**  
**MODERATE SALES POTENTIAL**

**RHYTHM & BLUES**

**BOBBY COLQUITT**  
★★★★ I'm Gone — ★★ Million Dollar Play Girl—COLT 620.

**POLKA**

**WILHELM WALTHER**  
★★★ Rocket Pilot — ★★★ Saturday Night Waltz. PLEASANT PEASANT 18-61.

**SPIRITUAL**

**THE STRIPES OF GLORY**  
★★★★ O Send the Fire — ★★★ The Denial. PEACOCK 1837.

**MR. RECORD MANUFACTURER:**

I'm 45, with a youthful outlook and years of experience in many phases of the business. Retail, wholesale, packaging, programming—the works. Strong on classics, R & B, folk and pop. I have ideas on selling, packaging, repertory and dealer relations that will make money for any outfit that will use them. I can even write liners that make sense.

I'm single and can live anywhere in the world. Money is no problem; I want what I'm worth to help YOU make a profit.

One thing is important. The job you offer me must be a challenge. I'm employed now and like my employer, but I feel I'm at a dead end.

Please contact me at  
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1564 Broadway, New York 36, N. Y.

**POPULAR**

**TONY PENN**  
I Won't Cry Anymore—That's What I Like. P R I 7017.

**BETTY EVERETT**  
Happy I Long to Be—Your Loving Arms. C. J. 619.

**DAVE ROMAINE**  
Night Train—Romaine Salad. NEWPORT 102.

**GEORGE BRYAN**  
A Dancing Pair of Shoes—On My Bended Knees. SILVER 101.

**LALO GUERRERO**  
Pancho Lopez (Davy Crockett)—Do You Believe (In Reincarnation). DENA 828.

**BETTY MARIE AND THE BOBOLINKS**  
One Little Wish—Blue Smoke. TUNE 229.

**THE TIDES**  
Dear Mr. President—Ring a Ding Ding. DORE 611.

**ARCHIE & GILE**  
Baby Doe—The Wishing Song. UP-START 415.

**BERNADETTE**  
Set Me Free—Don't Count Your Dreams. BEACH 1003.

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**LA DOLCE VITA**  
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**COUNTRY & WESTERN**

**BILL HAYES**  
You're Everything to Me—Who Comes Around? TUNE 228.

**SACRED**

**THE GOLDEN TONES**  
If Jesus Came to Your House—Moments. LODESTAR 38-61.

**EVELYN GEORGE**  
The Old Time Religion—23rd Psalm and Lord's Prayer. MAUNAY 106.

**I'M A LITTLE MIXED UP**  
**BETTY JAMES** Coe-Jay #583  
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# British Cats Dig Traditional Jazz

Continued from page 23

British affiliates... Travelling to the Continent, MGM prexy **Arnold Maxin** had discussions with EMI, some of his British artists including **Vera Lynn** and **Cyril Ornadel**, and also the vacationing **David Rose**. ... Taping interviews in London is **Hong Kong deejay Kit Masters**. ... Attorney **Paul Marshall** was in for talks with EMI executives.

## Publisher Business

New chairman of Boosey and Hawkes is **Leslie Boosey**, who succeeds the late **Geoffrey Hawkes**. Boosey is president of honour and also chairman of the executive council of the Performing Rights Society. ... A new Tin Pan Alley Music subsidiary, **One Four Two Music**, has been launched to publish Irish song material. One of its copyrights, "The Ballad of **John F. Kennedy**," has been recorded by **Peter Tomelty** (Fontana) with a particular eye of the U. S. market. ... EMI's publishing firm **Ardmore and Beechwood** is this week moving into new offices above the

firm's own retail outlet. ... "My Heart," an Italian song, has English lyrics by **Marcell Stellman**; published by **Chappell**, it has been recorded by **Eydie Gorme**. ... **Lee Pincus** has arrived in London to operate the British branch of **Pincus Music Corporation**.

## Disk Business

**Decca** presented **Edmundo Ros** with a Gold Disk marking the sales of a million LP's at a lunch to celebrate his 21st anniversary as a broadcasting bandleader. ... Rank's main investment in the disk industry, the distributing firm of **Thompson, Diamond and Butcher**, is now handling **Associated Recordings**—a leading indie classical line. ... **Polydor** discussing a deal with indie producer **Denis Preston** to handle the recordings of top British trad personality **Monty Sunshine**. ... **J. P. Engels** becomes managing director of **Philips Electrical** in Britain succeeding **G. F. Hofman**, who retires after 40 years with the firm.

**Ron Goodwin** (Parlophone-Capitol) penned the background score for **MGM Films'** forthcoming "Murder She Said." ... **John Woods** assumed charge of **Pye Records** in **Eire** from **J. Kavanagh**, who has gone to **Pye, New Zealand**. ... Outstanding seller of EMI's new low-price pop 50 album series **Encore** has been **Frank Sinatra's** "When Your Lover Has Gone." Factory vacations meant a dealer shortage in some areas. ... Moving towards the chart is **Chubby Checker's** "Let's Twist Again" (EMI-Columbia).

## New Releases

Holidays over, EMI resumed last week with one of the biggest singles supplements ever — 19 new releases. Among them were **Ella Fitzgerald's** "Mr. Paganini" (HMV from **Verve**); **Linda Scott's** "Don't Bet Money Honey" (Columbia from **Canadian - American**); "That's What Little Girls Are Made For" by the **Spinners** (Columbia from **Tri - Phi**); the **Regents** singing "Runaround" (Columbia from **Roulette-Gee**); the **Platters** version of "I'll Never Smile Again" (Mercury); **Damita Jo's** "I'll Be There" (Mercury); and two Top Rank releases, the **Shirelles** singing "What a Sweet Thing That Was" (from **Scepter**), and **Freddy Cannon's** "Transistor Sister" (Swan). Capitol re-issued **Peggy Lee's** "Manana" (with the **Dave Barbour** Ork) and a British-made **Gene Vincent** disk, "I'm Going Home." Main British artists' releases were confined to instrumentals. **Pye** rushed out **Lonnie Donegan's** "Michael Row the Boat"—his own version of the current U. S. hit.

## Norse Newsnotes

Continued from page 23

songstresses **Laila Dahlseth** and **Anita Thallaug**.

The number of labels selling in Norway now has passed 100, excluding a couple of religious labels. The biggest selling record labels in Norway are **Columbia**, **Philips**, **RCA**, **Triola**, **London**, **Capitol** and **Pye**.

## Norwegian Progress

The Norwegian vocal quartet, the **Monn Keys**, this week moved up five places on the Top 10, as their disk "Sucu Sucu" on **Triola** advanced from No. 9 to No. 4 position. It is the only Norwegian record in the Top 10, which is still topped for the sixth week by **Ricky Nelson** and his "Hello Mary Lou" on **California**.

## New Releases

A new **Elvis Presley** EP was issued in Norway this week. On the **RCA** label he sings "Frankfurt Special" and "Flaming Stars." **NERA**, representative of **RCA** in Norway, also this week issued a couple of new records in the **Camden** series, among them LP records by **Bunny Berrigan**, **Jimmy Cook** and the **Living Strings**.

**Philips** presents **Marty Wilde's**

"Hide and Seek," **Les Paul** and **Mary Ford's** "Jura" and **Johnny Horton's** "They'll Never Take Her Love From Me."

## New Low Price Line

The **Egil Monn-Iversen** diskery will start releasing a low price LP line called **Tops** this fall, presenting all kinds of music. The classical line will be **Norwegian** issues of the **U. S. American Home Library**. The price will probably be the same as for **Pye's** **Golden Guinea** records, about \$3, about half the price of the ordinary LP in **Norway**.

## Aussie Newsnotes

Continued from page 23

"**Scottish Soldier**" became a smash seller and has been followed up with "The **Battle's O'er**" which is enjoying similar success, while his album, "A **Scottish Soldier**" is creating big sales.

**Jim Noall** of **Melbourne** will promote teen-age concerts throughout **Australia**, and has just booked **Dion**, **Ray Peterson**, **Freddy Cannon**, **Tony Orlando** and **Jack Scott**. ... The next **Lee Gordon** "Big Show" for **September** will star **U. S. Bonds**, who will be supported by a group of rock and rollers yet to be announced. ... **Chequers Night Club's** latest importation from the **U. S.** includes **Stan Wilson**, guitarist, **Lenin Castro** and **Doris Lee**.

**Toni Williams** who is in **Sydney** on vacation from **New Zealand**, is recording two songs given him by **Al Leiner**. The numbers, "I'm Tired of the Rain" and "Show Me a Man," were recorded at the **2.G.B.** studios under the watchful eye of **Leiner** who departed the following day with **Jimmy Robers** for **Hong Kong**. The disks are for release in **New Zealand** on the **La Gloria** label and for the world market.

## Dutch Newsnotes

Continued from page 23

time the single was sold in the clearance sale for less than half price on the **Heliodor** label.

The new disk from the **Esmeralds**, "Ricardo" b-w "Mirame," sung in **Spanish**, has been released by **L. C. Rood** in **Holland**, **Belgium** and **Germany** at the same time. The **Esmeralds** are a successful Dutch teen-age group. ... The latest rock sensations from **England**, **Nero** and the **Gladiators** on **Decca**, are doing well with "Entry of the **Gladiators**," an adaptation of the well-known composition by **Julius Fucik**.

Moving toward the top of the **BMW** "Hot 100" is "Miachel" by the **Highwaymen**, just released in **Holland** by **L. C. Phonogram** on **United Artists**. ... **Belgian** singer **Jacques Brel** has been proved to be a hit-maker with his "Marieke." His newly released single here is sung in **Dutch** and called "De **Apen**" (The **Monkeys**) b-w "Men Vergeet Niets" (People Don't Forget).

## Hong Kong News

Continued from page 23

ords are being aimed at young people between the ages of 11 and 13. This I term the shock level. It is the screamers who can communicate at this level, a level which is a little primitive. New groups are being taken off the street and recorded and a monster is in the process of being created," he said.

Traveling with **Elliott** is **Miss Page's** manager, **Jack Rael**. He has received offers from various night clubs for **Miss Page** to perform here. He is expected to cable his reply back from **Manila** after consulting **Miss Page**, who is flying there direct from the **U. S.** Whether she performs or not, **Miss Page** is due to visit **Hong Kong** about **August 31**.

## EIRE

# Only One 'Beat' Rocks Irish Air

By **KEN STEWART**  
**Dublin Evening Mail**

"The **Downbeat Club**," emceed by **Noel Andrews** and broadcast every **Sunday** night over **Radio Eireann** (the Republic's only radio station) is satisfying many hitherto frustrated "pop" music enthusiasts and providing an important exposure medium for new disks.

In the past year there has been a particularly intensified and widespread campaign to secure more radio programs with a beat. One of the results of a regular flow of letters to the national press is the "Downbeat Club." This is a 30-minute session recorded before an audience in **Dublin's Phoenix Hall**. Requests for favorite waxings to be aired on the show are welcomed, and the club's mailbag includes letters from various parts of the **British Isles**. The novel feature of the program is that after each disk is played the audience applauds.

There are generally strong rumors circulating that certain **American** and **British** performers are about to tour this country. These are usually without foundation. The last **U. S.** package show, consisting of **Conway Twitty**, **Freddy Cannon** and **Johnny Preston**, did a one-night stand at **Dublin's** massive **Theatre Royal** in **May, 1960**. ... A few weeks ago, **Patti Page** and her **Irish-American** husband, **Charles O'Curran**, had a

short, unheralded (and almost undetected) vacation here. ... Another unannounced trip to **Ireland** lately was one made by **Jerry Lewis**.

In the past week there have been no new waxings issued here. "King **Creole**," the **Elvis Presley** movie originally rejected by the **Irish** film censor, has now been passed for exhibition. Screening started in **Dublin** on **August 25**. **Irish Record Factors**, distributors of **RCA** here, hope renewed interest in the movie will stimulate sales of the album.

The song that folk singer **Johnny Cash** wrote and recorded, "Forty **Shades of Green**" (**Philips**) is currently the best selling waxing of its kind. **Johnny** penned it following an **Irish** vacation two years ago. The only cover version issued so far is by local girl **Maisie McDaniels** on **Beltona**.

Both **Patrick O'Hagan** (**Beltona**) and **Peter Tomelty** (**Fontana**) have cut versions of "The **Irish Patrol**," which is a tribute to the ill-fated patrol that went to the **Congo** on **U.N.** duty. The flipside of **Tomelty's** disk, "The **Ballad of Jack Kennedy**," is a song in praise of **President Kennedy**, whose grandfather was born in **County Wexford**. Both sides may stir some international interest.

## Philippine News

Continued from page 23

The **Bayanihan** troupe has made two previous international tours and is well known for its LP recordings of the distinctive music to which it dances. In the **U. S.**, these are released on **Monitor**. The sales of these disks are expected to be spurred by the group's latest appearances.

The tour will start in **San Francisco** on **September 18** and will cover 61 cities in 14 states in the **United States** through **December 17**. This will be followed by the **European** (**January 2** to **May 20, 1962**) and **Middle Eastern** (**May 21** to **June 27, 1962**) legs which between them will cover 15 nations. The tour will conclude with appearances in **Australia** and **South-east Asia** from **June 27** through **July 1962**.

Another group appearing abroad is the **Filippinescas**, under director-choreographer **Leoner Orosa-Guilingco**, which have already given successful performances in **France** and **Germany**, and are at present in **Spain**. Still a third is the group rounded up by **Steve Parker Productions** of **Tokyo**, which will leave on **September 3** to start its performance tagged "Holiday in the **Philippines**," on **September 14**.

Unlike the **Bayanihan** and **Filippinescas** groups, which primarily consist of students, the "Holiday in the **Philippines**" contingent are all pros, numbering some of the top names from local show biz.

## German Newsnotes

Continued from page 23

die der Welt, will be issued for the first time in 35 years in a vocal version, just recorded by the **Holidays** and **Willy Berking** ork on **Polydor**.

## First Stereo Broadcast

The concert of **Van Cliburn** on **August 28** in **Berlin** will be broadcast by **Sender Freies Berlin** as the first official stereo program in **Germany**.

According to the **Teldec** sales department, the **Ricky Nelson** record "Hello **Mary Lou**" b-w "Travelin' **Man**" has reached the 200,000 sales mark. Besides **Elvis Presley**, **Nelson** is the only **U. S.** artist in a long time to reach a top position in the **German** charts with an **English** lyric.

**Sonet**, distributed by **Metronome** of **Hamburg**, will issue the deluxe albums of **Frankie Avalon** and **Fabian**, each featuring a big four-color portrait of the artist.

## Belgian Newsnotes

Continued from page 23

song is becoming a new craze all over the country. The hit was created at the **Belgian** coast where our teen-agers keep singing and screaming "Brigitte **Bardot**, **Bardot**" all day long. **Fonior** released the original version of the "Carnival at **Rio-Brigitte**" by **Jorge Veiga** on **Barclay** and **Roberto Seto** brings us a very fine interpretation (we consider it the best one) on **Vogue**.

**Camillo's** new **German** record will be released soon in the **Benelux** states on the **Palette** label. Up till now he has made recordings for **Electrola** and **Telefunken**.

Among the other fine recordings this week, we notice: "Without **You**" by **Johnny Tillotson** (**Heliodor** from **U. S. Cadence**) and "Baby, I Don't **Care**" an old **Buddy Holly** hit (**Coral**).

**Marcel Amont**, **French** vocalist made his first recordings in the language: "Wielen" (**Wheels**) and "Trouw, **Trouw**, **Trouw**" (**True, True Happiness**) on the **Polydor** label. **Polydor** has also released a fine LP with all the **German** hits of 1961 including recordings of **Freddy**, **Peter Alexander**, **Lolita**, **Ted Herold**, **Peter Kraus** and **Connie Francis**.

If you're a man who takes pride in his work, you're a man who reads his businesspaper carefully. Cover to cover. Advertising as well as editorial pages. Why? Because—as a man who gets a kick out of doing a great job—you know there's no better place to get so many good, practical ideas you can put to work with extra profit to yourself, and your firm than in . . . your businesspaper.



PHOTO ON LOCATION BY ENHREBERG

Where there's business action, there's a businesspaper

## BILLBOARD MUSIC WEEK

One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS



**SPECIAL**  
**APR. 24 to DEC. 18**

Radio—Air-Conditioned Parking

HEADQUARTERS FOR SHOWPEOPLE IN MIAMI AREA

The **Atlantis** HOTEL POOL CABANA CLUB

ON THE OCEAN at 27th ST.

**Miami Beach**

\$350 daily per person  
dbl. occ. Eur. Plan

\$605 daily per person  
dbl. occ. INC. MEALS

Incl. Oceanview Rms. Incl. Oceanfront Rms.

Add. \$1 per person daily July & August.

## CMC Makes Last-Ditch Plea To Coin Industry for Funds

By NICK BIRO

CHICAGO—A last desperate appeal for operator, distributor and manufacturer support is being made this week by the Coin Machine Council by means of a giant broadside mailing to some 13,400 prospects.

The mailing is the official follow-up to the recent CMC announcement that it would be forced to disband unless it receives much needed financial support within the next 90 days (BMW, August 14).

CMC's last-ditch bid includes a frank letter of appeal from Louis Casola, president, and a montage reproduction showing some headline results of CMC's public relations effort.

Notes Casola: "Too few have been willing to back up their praise

and conviction (in CMC and the need for public relations) by becoming members of the council. In plain talk, the Coin Machine Council cannot continue its work without adequate backing by all segments of the industry—operators, distributors and manufacturers. Without sufficient money in the till, the council will be forced to discontinue operations."

The CMC call for help earlier this month came after some two years of public relations effort by the council on behalf of the coin machine industry. Officials noted that initial enthusiasm in the program cooled to where lately a disproportionate amount of money had to be expended to gain new members and promote the council within the industry itself.

A look at some figures is reveal-

ing. In the operator category, CMC started 1960 with 244 on the rolls. Of these, 117 renewed memberships for 1961. In addition, CMC picked up 160 new operator members this year, giving the association a current operator membership total of 277, a slight increase over the 1960 total of 244.

### Distributors Drop

In the distributor category, however, CMC started 1960 with 77 members, but could only get 33 renewals and three new members in 1961, giving a current total of 36, less than half of the 1960 figure.

Consider the finances involved. Operator memberships go for \$10 each. (A few large operators contribute \$25 and fewer still contribute \$50.) Distributor memberships, however, go for \$200 each.

(Continued on page 54)

## Hy Lesnick Elected Virginia Music Op President During Third Annual Meeting

VIRGINIA BEACH, Va.—Hy Lesnick, Richmond, Va., operator, was elected president of the Music Operators of Virginia at the organization's third annual meeting held recently at the Cavalier Hotel here. Lesnick, who had been Seeburg distributor in Richmond and Baltimore, succeeds A. P. Loudon of Portsmouth, Va.

Other officers elected were Vernon E. Martin, Portsmouth, first

vice-president, and M. L. (Moe) Holland, Roanoke, Va., second vice-president.

Elected to the board of directors were Gilbert Bailey, Gloucester; Mrs. Harry Lubman, Petersburg; Tony Colbert, Danville; Edgar Hudson, Bristol; Harry L. Fake, Strasburg; John D. Chandler, Richmond; Robert H. Minor, Richmond; E. Walter Harvey, Kilmarnock; William C. Colgate, Chase

City; Bernard Inge, Norfolk; Harry Lubman, Petersburg, and A. P. (Al) Loudon, Portsmouth.

The operators were greeted by Mayor Frank A. Dush of Virginia Beach.

Talks were given by Frank Mitchell, Rock-Ola; Bill Prutting, Seeburg, and Jack Bess, Roanoke Vending, substituting for George Klersey of AMI.

The ASCAP bill and how it relates to the juke box operator was discussed by J. Westwood Smithers, Richmond city councilman and professor of law at the University of Richmond.

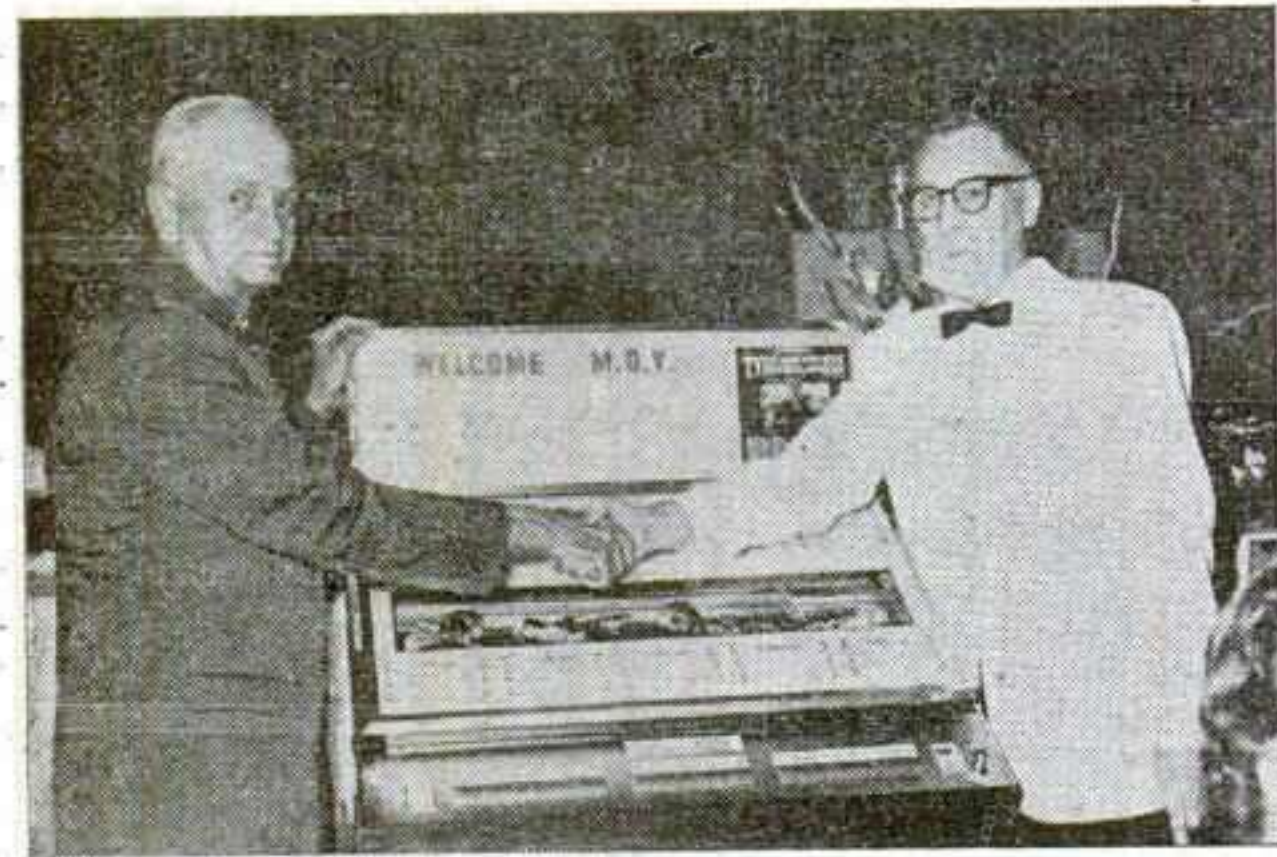
Another guest speaker was Jim Hutzler, past president of the Music Operators of West Virginia and a director of the Music Operators of America.

A tongue-in-cheek talk about coin machine merchandising was given by Al Dodge, executive vice-president in charge of sales for the Goldberg-Tiller Corporation, Richmond.

Invocation was offered by the Rev. Edmond Berkley.

Carl Keesling won a new Seeburg, donated by Seeburg and Eastern Distributors, Baltimore. Robert Bryant won a 21-inch television set, donated by Roanoke Vending and William C. Colgate won a Polaroid camera, donated by General Vending Sales, Baltimore.

Other prize winners included Bobby Christiansen, who won a clock donated by Pat's One-Stop, Richmond, and Robert H. Monor, who won an electric shaver donated by the Music Operators of Virginia.



CARL KEESLING, Salem, Va., operator, is congratulated by Al Loudon (right), outgoing president of the Music Operators of Virginia, on winning a brand-new Seeburg.

## 200 Expected at W. Va. Music Ops Assn. Bash

CHICAGO—Some 200 operators and guests are expected to attend the annual business and pleasure bash being put on by the West Virginia Music Operators Association at the Holiday Inn, Huntington, W. Va., September 8-9.

The session is the group's seventh annual convention and will feature business sessions, social programs and informal operator get-togethers.

In addition to the regular attendance of operators and coin machine industry traders, a number of civic and State officials will be on hand.

Huntington Mayor John Durkin will deliver the welcoming address at the group's Saturday evening banquet. Other guests at the dinner will be Richard Kyle, administra-

tive assistant to the governor of West Virginia, and Chester Tinsley, commissioner of the tobacco division of the State tax council.

Richard Funk, legal counsel for the National Automatic Merchandising Association, will address the group at a special legislative session Friday (8) evening.

The annual election of officers will be held Saturday (9) afternoon at an open executive session.

The two-day session will start Friday, with an executive session at 1 p.m. All sessions are open to operators.

Entertainment at the Saturday evening banquet and dance will be provided by the Varsiteers band. The group is also producing a special floorshow.



HY LESNICK

### EDITORIAL

## Yellow Journalism

The New York Mirror has a unique solution for fighting crime. It would put the victims of organized racketeering out of business so the hoodlums would have no source of income.

The Mirror, in an editorial, has called for the outlawing of juke boxes in New York City. Here is how it all came about:

Last week, an assassination attempt was made on Lawrence Gallo, a Brooklyn mobster. Gallo and his brother, Joey "the Blond," also known as "Crazy Joey," had at one time attempted to shake down local juke box operators, using a paper labor union and strong-arm techniques as weapons. The activities of the Gall brothers had been reported in detail in The Billboard and had been further examined by the McClellan Committee. All this is on the record.

Despite the fact that there is not one shred of evidence linking the assassination attempt to the juke box business, New York daily newspapers refer to the Gallos as "juke box racketeers" in their lead paragraphs and in their headlines. The "juke box racketeers," by the way, refers to outside influences, not to juke box operators.

But the Mirror goes one step further. Here is part of the Mirror editorial:

"The police have been able to determine that the incipient gang warfare is related to the juke box racket."

"If that is the case, the racket must be stopped."

"We don't need juke boxes that bad."

"What is imperative is that there be no revival of the era that spawned Dutch Schultz, 'Legs' Diamond, Vincent (Mad Dog) Coll, Owney Madden and their ilk."

"It is almost impossible, we know, to get victims to testify about gangland extortions."

"But if the juke box has become an instrument of extortion, it is entirely within the public interest to eliminate the juke box."

"It can be outlawed under the police powers of the city; certainly by special legislation."

The recommendation that juke boxes be outlawed is based on the premise that the assassination attempt had some connection with juke boxes. However, a check of the news stories in the Mirror and in the other New York dailies disclosed not one reference to this connection. Perhaps such a connection exists, but in this case, we doubt it.

And, assuming that the attempt to kill Gallo could be traced to the thug's one-time excursion into the juke box field, is that sufficient reason to put the overwhelming majority of honest operators out of business?

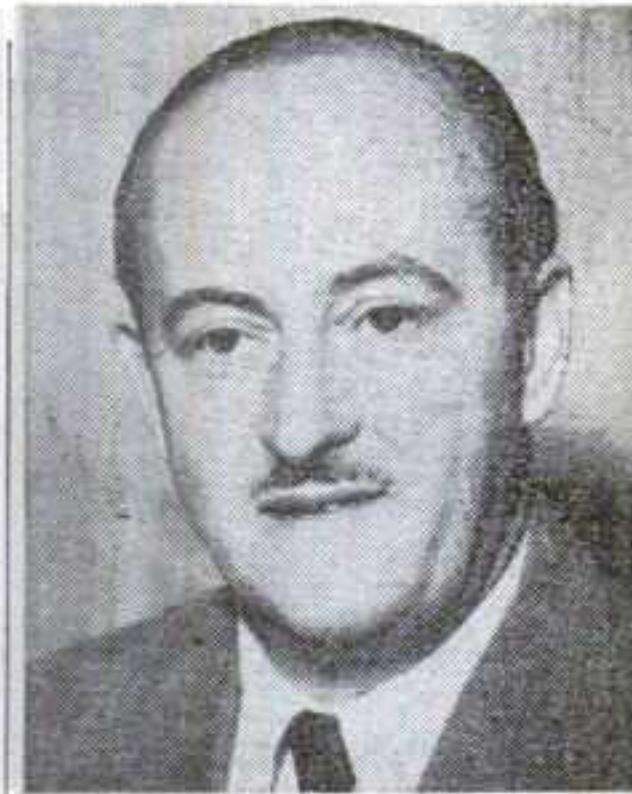
At various times, juke box operators have been innocent victims of hoodlums like the Gallos. They deserve the protection of the law. You don't fight racketeering by punishing its victims.

The Mirror's editorial, by the way, comes with poor grace from a publication that at one time printed winning policy numbers so that New York racketeers could communicate with the poor suckers who supported them.

## CMC's L. Casola Defends Industry



LOU CASOLA



AL DENVER

NEW YORK — An editorial in The New York Mirror, suggesting that juke boxes be banned in the city (see editorial) brought instant retorts from Al Denver, president of the Music Operators of New York, and from Lou Casola, president of the Coin Machine Council.

Denver sent the following wire to The Mirror:

"Your editorial of August 24 ('Smash the Racketeers') contains statements about the juke box industry that are incorrect and unsubstantiated. Since the editorial maligns a legitimate business conducted by hundreds of small businessmen, may I ask that you extend the courtesy of assigning a reporter to interview me so that he may ob-

tain the facts on our industry."

Denver's wire got results. The Friday (25) edition of The Mirror carried a five-column story which related how juke box operators have been victimized by racketeers and quoted Denver as saying: "We are a legitimate, honorable industry." The Friday story reshaped the disclosures of the McClellan Committee but failed to connect the current acts of violence with the coin machine industry.

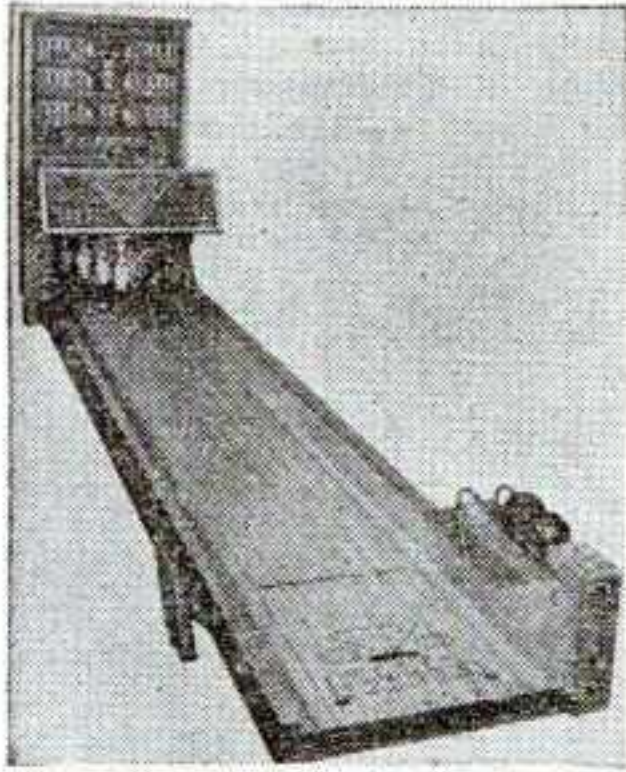
Casola's wire is as follows:

"The New York Mirror's editorial, 'Smash the Racketeers' (August 24) uses the recent attempted gangland slaying of racketeer Lawrence Gallo and the wounding of a

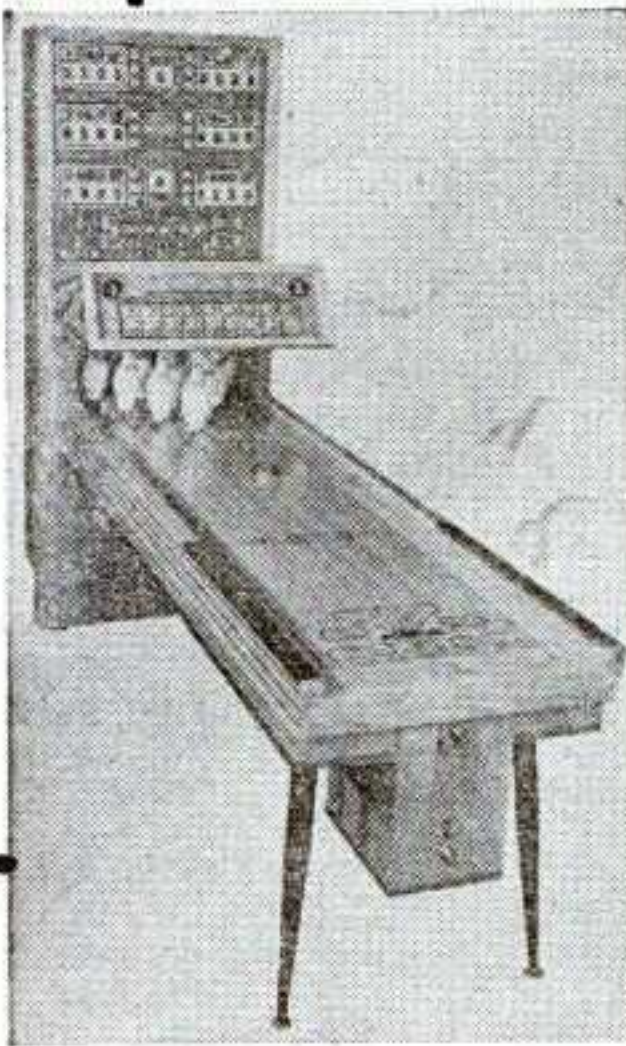
(Continued on page 54)



# United Debuts Viking Shuffle, Frolics Bowler



DELUXE FROLICS BOWLER



VIKING SHUFFLE ALLEY

CHICAGO — Flash scores and skill shot timing is featured in a pair of new United games—Viking Shuffle Alley and DeLuxe Frolics Bowler.

Both games also have the more familiar Progressive, Regulation, Advance and Spares—300 games. Up to six can play at one time, and selection is made with a selector button at the front of the alley.

Flash scoring features traveling lights on the playfield and pinhood registering changing values for strikes and spares. For strikes, the score values range from 300 to 800, with spares 200 to 600.

Both games feature high-speed play with no wait between throwing the first and second ball or puck. The alleys have stainless steel rails and are housed in United's new modernized cabinet. Both games come in standard lengths.

## Princess Paraded For Nebraska Ops

OMAHA — The new Rock-Ola Princess was shown to local operators last week by the H. Z. Vending & Sales Company.

Among the Omaha operators present were Frank Morosco, Abe Alutsky, Howard Ellis, Harry Witt, Harry Abramson and Joe Rothkop.

Other Nebraska operators attending were C. B. Casey, Laurel; George Eckhardt, Alma; Noel Anderson, North Platte; David Van Dyke, Alma; Roy Smith, White Clay; Romeo Cleveland, Orchard; Ted Dutton, Lincoln, and Ted Nichols, Fremont.

Iowa operators who turned out included D. C. Williams, Creston; Basil Barnhill, Fort Dodge; Dick Miller and Douglas Johnson, both of Sioux City, and Vince Jorgensen, Mason City.

# DOUBLE-PLAY DISKS

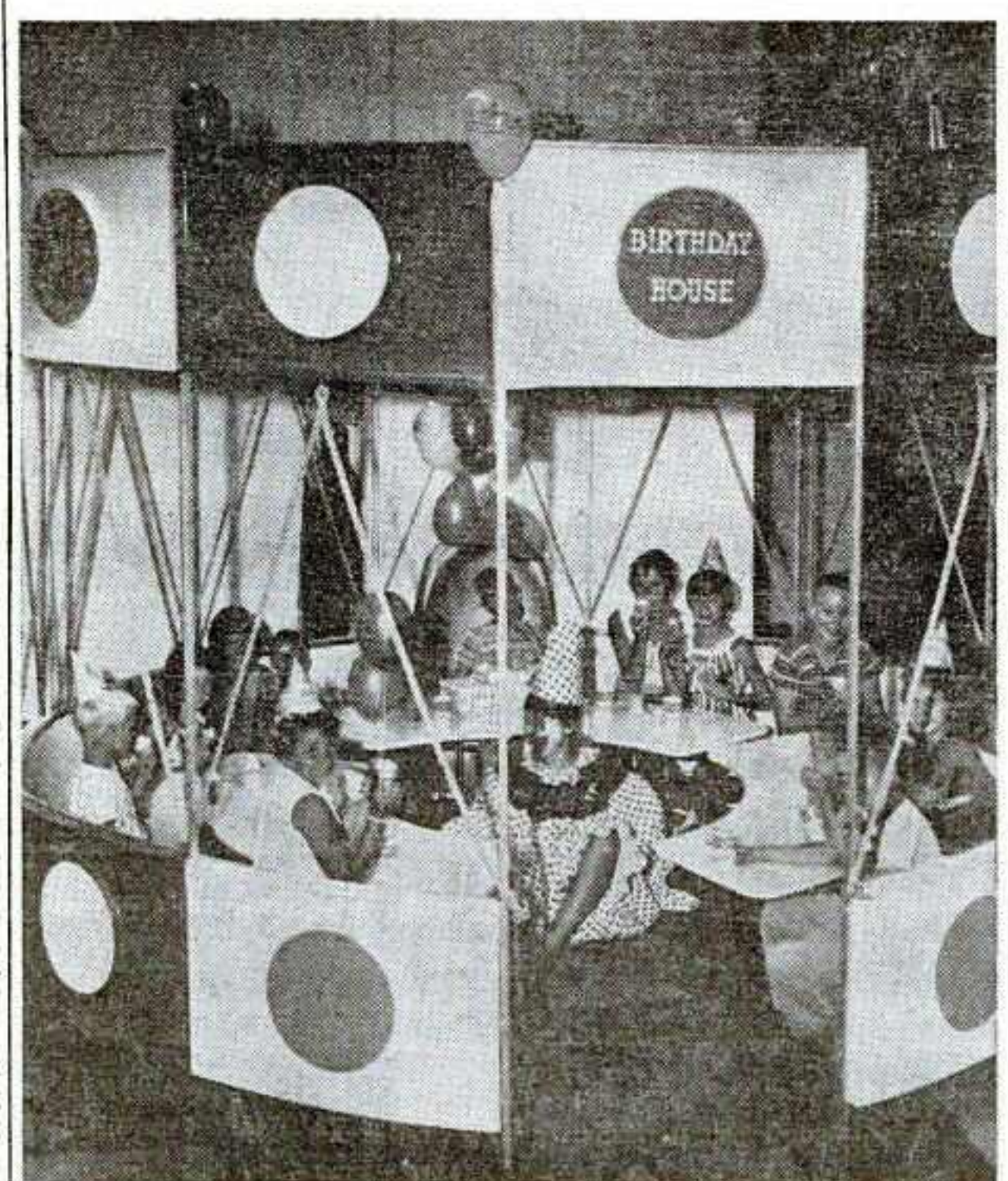
Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It) AND CLOSE TO HEAVEN	RAL DONNER Gone 5108
DON'T BET MONEY HONEY AND STARLIGHT, STARBRIGHT	LINDA SCOTT Canadian-American 127
LET THE FOUR WINDS BLOW AND GOOD HEARTED MAN	FATS DOMINO Imperial 5764
DUM DUM AND EVENTUALLY	BRENDA LEE Decca 31272
TOGETHER AND TOO MANY RULES	CONNIE FRANCIS MGM 13019
CRYING AND CANDY MAN	ROY ORBISON Monument 447
NOTHIN' BUT GOOD AND KEEP ON DANCING	HANK BALLARD AND THE MIDNIGHTERS King 5535

1961		JUNE		1961	
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
MAY 29	MAY 30	MAY 31	JUN 1	JUN 2	JUN 3
1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

MONTHLY PROMOTION CALENDARS suggest ideas for operator and location.

MONTHLY PROMOTION CALENDARS suggest ideas for operator and location.



DRAWING CARD FOR THE MOPPETS in the Birthday House.

# 'Fun Fair' Promos Important to ACC

NEW YORK—Bert Lane, pioneer kiddie ride manufacturer and head of the Automatic Concessions Corporation of America, feels that the success or failure of the Fun Fair concept for juke box and amusement game operators will depend largely on how well this concept is promoted (Billboard Music Week, August 21).

Briefly, Fun Fair is a packaged set-up which includes a major ride, banks of kiddie rides and coin-operated games, a vending installation and a Birthday House for moppet parties. The deal goes to franchised operators, with ACC getting retail locations for the package.

Don Greene Associates, New York advertising agency, has prepared a promotion manual to serve as a guide for co-ordinating locations and operator activity. It includes a market survey to determine the most effective media for publicizing the venture, a six-month promotional plan and a grand opening campaign.

Plans call for an ACC representative to visit local newspapers, radio stations and television outlets for advance coverage, with a press preview about 10 days before the official opening.

At the same time, recommendations for advertising will be made, with ACC providing artwork and copy for local ads. A direct mail effort to local residents precedes the opening by about one week.

One of the key promotions is the birthday party, at \$1.50 a head for a minimum of 10 children. Refreshments are served in the Birthday House, and they include ice cream, soft drinks and a birthday cake with candles. Hats and favors are also passed out.

The children also receive special tags which allow them the use of all rides for 30 minutes. The actual party takes another 30 minutes.

For the first two weeks following the opening, drawings are held for free parties. In order to be eligible for the drawing, the parent must fill out a card listing the birthday of his or her children.

This provides the operator with a mailing list, and a month before each child's birthday a brochure is sent to the parents.

Pictures of the parties will be sent to local newspapers, and small display ads are placed in local papers during the peak birthday season—May through July.

Coin-operated bowling figures to play a major role Fun Fair. Teenage bowling leagues will be invited to play, and a bulletin board will be used to display scores and announce the play schedule. Small prizes go to weekly high scorers, with local newspapers notified about league activity. A standard prize is available to anyone who bowls a perfect game.



## THERE'S A WONDERFUL WORLD OF FAMILY FUN AT LONG ISLAND

# FUN FAIR

### OPENS AT 'ROOSEVELT FIELD' TOMORROW!

 <p>RIDES FOR THE KIDS...</p>	 <p>BOWLING FOR EVERYONE...</p>
 <p>BIRTHDAY PARTY LAND...</p>	 <p>FUN-FARE-SNACKS...</p>
 <p>CHILD-PARK WHILE MOM SHOPS</p>	 <p>FUN! FOOD! FREE GIFTS!...</p>

THIS YEAR AT ROOSEVELT FIELD CELEBRATE THE BIRTHDAY OF YOUR CHILD

SAMPLE LAYOUTS for advertisements in local newspapers are provided by ACC.

## NAMA Offering Ops Helping Hand With VA Hospital Code

CHICAGO—The National Automatic Merchandising Association is offering to help vending operators with questions concerning the Veterans Administration's recently issued vending machine directive for hospitals under its jurisdiction. The directive requires proof of compliance with public health code standards for all bulk product and

perishable product vending machines which are used at VA facilities.

NAMA's Machine Evaluation Program was set up to simplify examination and compliance procedures, said David E. Hartley, NAMA public health counsel. "As a result, each manufacturer is authorized to supply photostatic copies of NAMA Letters of Compliance direct to the operator on equipment which has been examined and awarded such a letter."

"In cases where the manufacturer cannot be reached, NAMA will be able to furnish such copies to the operator on request," Hartley continued. He added that the complete listing of all equipment approved under the program is also available from NAMA, but only to dues-paying members.

Hartley added certification of some machines is also carried out under the auspices of the National Sanitation Foundation.

"NAMA will gladly assist operators who encounter problems in connection with the new VA directive, or those who are unable to secure copies of certificates of compliance from the machine manufacturer on certified equipment.

## Conn. Officials and Operators Tentatively Agree on State's Vending Inspection Laws

CHICAGO—Connecticut State officials and leading vending operators discussed State health vending regulations covered at a meeting in Hartford recently.

Tentatively agreed that:

(1) Operators would provide their own machine identification tags in metal or plastic, bearing the State identification, the operator's identification number and a serial number (as set up by the operator). The operator's company name and address may be included, if desired.

(2) The operator would keep a record of numbers he assigns and tags would be permanent.

(3) The operator license numbers would be renewed each year, but not changed.

(4) Sanitary regulations promul-

gated by the State commissioner under the law would be uniform with the U. S. Public Health Service Code so far as possible.

(5) Provisions to be made so that existing equipment which is safe to operate can be continued in use.

The vending representatives agreed to provide a list of all known Connecticut operators so that the Commission can mail the required forms under the new law to all concerned, avoiding unwitting violation by operators.

At the Commissioner's request, the vending group submitted samples of suggested inspection score sheets, and operator and machine license application forms, said David E. Hartley, National Automatic Merchandising Association

public health counsel and industry consultant at the meeting.

Other matters discussed included inspection methods, training schools for State inspectors and a legal opinion expected from the State attorney general regarding local pre-emption provisions.

A meeting is scheduled next month.

"It is important to note that the Commissioner invited vending representatives to assist him in drawing up administrative regulations and that this spirit of co-operation is for the benefit of the public as well as the vending operator in Connecticut," Hartley commented.

State officials present were Commissioner Attilio R. Frassinelli, Harold Clark, division director, and Eaton Smith, senior inspector.

Besides Hartley, the NAMA and the State council representatives were Louis Grossman, president of the council; Morris Gottlieb, Sidney Diamond, Julien Brightman and Ed Isenberg.

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

★ Advance information on what's new in BULK VENDING.

★ Latest news on money-making hits like the MOON ROCKET, 60 Quick-Tach, 60—3 for 5c.

★ The Northwestern, full of news, operating hints, photos, all for the BULK Vending Operator.

★ Make sure your name is on the Northwestern mailing list.

Write Today.

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## 'Ball Gum Only' Route Pays Off for Ala. Op

MONTGOMERY, Ala. — In some situations, a bulk vending route offering nothing but ball gum will pay consistently better dividends than a diversified route which offers charms, novelties, capsules, etc., claims R. B. Ewing, who has some 350 stops in this "Cradle of the Confederacy." While this policy probably won't work in other sections of the country, it evidently pays off here.

Ewing, who is a civilian worker with the U. S. Air Force during regular hours, found Montgomery a bulk vendor's paradise when he bought his first machines, a little more than seven years ago. Although Montgomery is a big, active city with a population of around 125,000, there were less than two dozen bulk venders in use—and most of these were sponsored by fraternal organizations or charity groups, in downtown department stores.

Buying a dozen Acorn penny machines as a starter, Ewing began driving around from service station to service station, seeking locations. During his first 25 calls, he had only one refusal, and installed as many machines in 30 days. "For some reason, nobody had ever been interested in bulk vending in this

area," Ewing said, "the locations were there for the asking."

From service stations, Ewing branched out into restaurants, outdoor locations in super shopping centers, drugstores and the ubiquitous "creameries" which appear in every Southern city. Since he was using brand-new machines, he got by with a much higher profit return than average for the first several years, actually going as long as six months without a single repair call.

Ewing discovered almost at once that his customers were split just about equally between colored and white youngsters, for both shared an equal interest in ball gum.

Ewing has maintained an excellent reputation with his accounts by religiously renovating every machine on location every year, which means complete stripping down, spray repainting, rechroming of all bright work, and frequently, new glass globes to replace those which have been scratched, filmed or otherwise damaged.



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## Int'l Execs to Speak at Meet

CHICAGO—Vending executives from Okinawa, Great Britain, Italy, Switzerland, Iraq, France, Holland and the Scandinavian countries are scheduled to speak at the First International Vending Symposium of the National Automatic Merchandising Association's convention here October 31.

International guests will be taken on a special tour and will attend the discussion sessions dealing with domestic industry problems.

A number of advance registrations already has been received by the NAMA office from all parts of the world, says Jack B. Low, planning chairman. He added that as of August 15, the size of the vending machine and product exhibit to be held at the McCormick Place Exhibition Hall here has passed last year's record in size and variety.

All international guests are urged to notify the NAMA office, 7 South Dearborn Street, Chicago 3, Ill., if they plan to attend the convention or if they desire further information.

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**TWO PAST PRESIDENTS** of vending machine organizations talk over plans for the first conference of the National Automatic Vendors' Trade Association to be held at the Lafayette Hotel, Long Beach, Calif., September 2-3. B. J. (Bob) Grenier, left, president of NAVTA, was the founder and president for three terms of the California Automatic Vendors' Association. He is the owner-manager of DeLuxe Vending Service, a diversified operation in Culver City, Calif. Leo Weiner, right, was president of the Western Vending Machine Operators Association representing bulk operators in Los Angeles for two terms. Weiner has been named second vice-president and a director of NAVTA. A partner in West Coast Enterprises, one of Los Angeles' largest bulk operations, Weiner will represent operators of this category in NAVTA. He is also a director of NVA.

## German Van Cuts Operating Costs for Alabama Operator

TROY, Ala.—The only practical way to cut down on operating costs, to meet the problem of rising expense for fill, machines, repairs, gasoline, and parts, is to switch over to "economy transportation" according to Noble DeRoin, bulk

operator who serves several counties between Troy and the North Florida border.

DeRoin, a full-time operator, has routes which combine 10-cent, 5-cent and 1-cent machines, spreading out in three directions and totaling to some 400 stops. Until last year, he serviced his routes with a Ranchero-type vehicle which combined the advantages of a sports coupe and a pickup truck, large enough to handle bulky vending machines, and to give passenger-car comfort.

The Alabama operator bought the expensive vehicle on the assumption that its faster performance would make it possible to service more stops per day. Now, he believes that this decision was "one of my worst mistakes in business," simply on the basis of high gasoline consumption, high cost for repairs, the time required to get a canvas cover over the rear deck in rainy weather squalls, etc. Along with these disadvantages,

(Continued on page 55)

## Weiner Named NAVTA V.P.

CULVER CITY, Calif. — Leo Weiner, partner in West Coast Enterprises, one of Los Angeles' largest bulk operations, has been named second vice-president and a director in National Automatic Vendors Trade Association, according to B. J. (Bob) Grenier, NAVTA president.

Weiner, who also served several terms as president of Western Vending Machine Operators Association, for the bulk industry in Los Angeles, will represent the bulk operators on the directorate. Weiner was recently named director of the National Automatic Vendors.

Grenier said that a full slate of officers will soon be announced.



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## Memphis City Commission Halts Rule Restrictive of Coin Machine Trade

MEMPHIS—The city commission ruled last week on 29 recommendations made by a group of Baptist ministers last month which would have put severe restrictions on the sale of beer and liquor and adversely affected the coin machine industry.

The city commission's decision on the various proposals were, generally, to say that the recommendations were not practical, were a matter of "State regulation" or would be studied further.

The published decision was, in effect, a victory for the coin machine industry.

There were two proposals among the 29 which would, if put into effect, have almost destroyed the coin machine industry in Memphis. These two recommendations, which actually were given to the ministers by local representatives of the Women's Christian Temperance Union, were:

"That no gambling devices, pin-ball machines, music machines or similar devices be permitted to operate on any premise on which alcoholic beverages, including beer, are sold."

To this, the city commission answered:

"Gambling devices are not allowed—and others are a legal business."

The other proposal was: "Recommend that the number of establishments licensed to retail beer, on premises and off premises, be limited to 800. This figure is based on a comparable limit in

other cities and one which could afford a more effective police action."

The city commission's answer to this was not definite:

"Will study and consider advisability at a later date."

However, during discussion at the city commission meeting on this question, Mayor Henry Loeb indicated how the city commission would later rule when he said, "You can't legislate people out of business."

One of the two WCTU women present looked surprised and said, "You can't?"

Of course, this is a vital and key issue with local operators and they have been fighting any such proposed cut in the number of small restaurants and cafes which make up the majority of the locations for their machines.

Leading the fight is Edward H. Newell, president of Memphis Music Association, and Drew J. Canale, past president of the association. Newell owns a music and game route and Canale music and cigaret routes.



THE GOTTLIEB MEMORIAL HOSPITAL RECEIVED ITS FIRST PATIENT last week. William Clohesy (right) is being greeted by Laura Carver, director of nursing; Carl Nusbaum, executive director, and Dr. Caesar Portes, medical director. The \$4,000,000 modern structure is a personal triumph for David Gottlieb, principal fund raiser and contributor, for whose parents the hospital was named.

## E. Berlin Troubles Hit Coinmen

By OMER ANDERSON

BERLIN—Communist East Germany's lowering of the Iron Curtain over East Berlin appears to have shattered hopes of the West Berlin coin machine trade for eventual large-scale expansion into Communist German territory.

Sealing of the West Berlin refugee escape hatch affects operators and manufacturers alike. West Berlin operators have been hopeful of eventually being permitted to expand into East Berlin under some type of "co-existence" agreement.

Coin machines have had the advantage in Berlin of being non-political. Of late, the Reds have even come out in favor of phonographs as a "legitimate device for relaxation of the working class."

### Formula Sought

The division of Berlin has severely circumscribed the juke box operating field. Operators have been striving for a formula which would permit them to gain locations in East Berlin bright spots (such as they are).

Admittedly, there has been a good deal of "pie-in-the-sky" in such hopes of finding a Red lining of the Berlin storm clouds. But tangible enough are the pfennigs dropped into West Berlin juke boxes by the thousands of East Berlin visitors.

Since phonographs rate as a novelty still with East Germans, there has been a brisk patronage of West Berlin boxes by East Germans, despite their general poverty.

Manufacturers have nourished rather more solid expectations. There have been indications that

East Germany might be on the verge of splurging on phonographs as a relatively inexpensive way to pump gaiety into the drab East German life.

### Mfg. Facilities

West Berlin producers are thoroughly conversant with appalling economic conditions in East Germany. Still, the East Germans have been going ahead with construction of coin machine manufacturing facilities at Luckewalde, and leading East German functionaries have bestowed their benediction on phonographs for proletarians.

Deals have been pending for the sale of several hundred phonographs by West German firms to the East German state trading agency (which operates East Germany's restaurants, hotels and bistros).

All of these deals now appear to have gone up in smoke. Word from East Germany in the wake of the West Berlin seal-off is that rigid austerity is to be imposed at all levels of East German life.

Despite shattered hopes of eventually reunifying Germany as a coin machine market, the West Berlin coin machine trade is accepting the increased tension in this city calmly and philosophically.

### Operating Center

This is significant, because West Berlin is a major German production center. The city is likewise an important operating center despite its geographical problem.

Electronics is West Berlin's No. 1 industry, which has provided a base for phonograph production. Moreover, the city has been the traditional center of the vending machine production.

West Berlin's two kingpin concerns are Wiegandt (which has merged with Deutsche Waggonbau AG, a vending machine producer) and Guenter Wulff-Apparatebau.

Juke boxes are produced by Wiegandt, by Beromat (an affiliate of Wulff-Apparatebau), and Eltec. Wiegandt manufactures the 60-selection Tonmaster, a wall box, and the 120-selection Diplomat-C. Beromat has the Harmonie, which comes in 120-selection wall and floor box models and the 200-selection stereo floor box model. Eltec is an economy box.

Wulff-Apparatebau is one of West Germany's major payout machine producers. It manufactures the Jupiter, Saturn, Rotomat-Ideal, and the Bingolux.

Wiegandt-Deutsche Waggonbau is perhaps the largest entirely German-owned vending equipment producer, specializing in shopping

arcade units and automated factory canteens.

### Soviet Mission

It was to Wiegandt that a Soviet trading mission came several years ago for advice on coin machine production. The Soviets purchased "samples" of each Wiegandt product — and talked expansively of placing "large" orders. The orders, so far as is known outside the company, never materialized.

But in due course the Soviets produced several machines which struck Western observers as being copies of Wiegandt products. However, all this is now past, and West Berlin's coin machine manufacturers are looking to the future. What do they see?

Nothing to cheer about loudly, certainly. Nevertheless, they are all reasonably optimistic. The city is locked in a political war-of-nerve, but, economically, the city is booming.

If the Communists permit continued unhindered access to the city, economic conditions are expected to continue to be good. Everything, alas, hinges on that "if." A blockade, or even "creeping" blockade, would hit the coin machine producers. The question is, how hard?

### Air Freight

Air freight has made tremendous strides in West Germany in recent years. More and more German export cargo is moving routinely by air freight. This is notably the case with West Berlin firms, this city specializing increasingly on Swiss-type production of minimum raw materials and maximum skills.

Some coin machine production experts contend that they could switch to air freight and survive economically. However, it is problematical, despite the talk, that the West would revive the 1948 Berlin airlift, and even more problematical that the Communists would permit the airlift's restoration.

So most Berlin coinmen are anchoring their optimism in the solid conviction there will be no revived Berlin blockade — and no armed conflict over the city. They look for business to continue at approximately the present level for the indefinite future.

### Headquarter City

West Berlin is headquarters for the Federation of the German Coin Machine Industry (VDAI), of which Guenter Wulff is chairman. The city also has one of West Germany's 11 operator federations, the Berlin Coin Machine Federation (BAV), with Rudi Janke as chair-

man and Josef Srotte as business manager.

Berlin operators pay little heed to the city's troubled political situation. They have too many of their own problems. They have the problem of the sundered city, which restricts their operating area. And they have another odd and ominous problem hardly known abroad: Berlin tends to be a dying city. The population is shrinking year by year as young people and even the middle-aged move to West Germany, convinced there is no future for them in the Communist-threatened outpost.

Aside from these endemic problems, Berlin operators are forced to grapple with the tandem dilemmas of the West German operators: inflated taxes and inflated copyright royalty demands.

Even as Nikita Khrushchev lowered his threat to sign an East German peace treaty, the Berlin operator association was deep in a campaign to win reduction of the amusement tax.

### Court Cases

The operator association is waging four parallel court cases attacking the city's amusement tax structure. To the operators, these cases are more important in deciding their future business health than Khrushchev's threats of a nuclear doomsday.

However, all is not bleak with Berlin's operators. Economic recovery has provided the operators with many prime locations. Collections have been improving year by year despite the population loss.

The juke box, furthermore, has a good "image" in West Berlin. There are a number of juke box-equipped youth clubs, and juke box dancing enjoys growing vogue with Berlin's young people.

Briefly, Berlin's coinmen find it hard to get happy with their Communist neighbors, but having co-existed with them for this long, they are confident they can go on doing so.

## Empire Coin Exchange Holds Service School

CHICAGO—Empire Coin Machine Exchange will hold a service school on United equipment at Empire's showrooms, Wednesday, September 13, from 3:30 to 9:30 p.m.

Bob Jones, United engineer, will conduct the sessions which will cover all current United game equipment. All operators in the area are invited to attend. Dinner and refreshments will be served.

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# EUROPEAN NEWS BRIEFS

## Saxonia Charged With Fraud

GOSLAR, West Germany—An arrest warrant has been issued for Rudolf Sepp and other officials of the Saxonia Coin Machine Distributing Company of Goslar. Sepp and the other Saxonia officials are accused by some 200 persons of having sold them juke boxes with fraudulent intent. The complaints state that Saxonia specialized in depicting juke boxes as the goose laying golden eggs: it was only necessary to buy a box to prosper at once. In all, Saxonia signed 338 persons to purchase contracts. A credit institution advanced the money by arrangement with Saxonia against promissory notes. The firm allegedly took what it could get by way of down payment and then bound the purchaser to monthly payments. Purchasers were told that they could meet the payments easily from current collections. Saxonia located the boxes for purchasers for a fee of 125 marks (\$32.50). Investigation shows that boxes were sold indiscriminately to pensioners, widows, and other persons of modest means.

## Roadside Food, Music by Coin

KASSEL, West Germany—West Germany's Federal Highways Administration is opening a chain of autobahnen automat restaurants, each of which is to be equipped with a juke box. Eventually, the autobahn automats will crisscross West Germany, supplying a market for several hundred juke boxes. The German venture into roadside automatic refreshments is patterned after the U. S. Army's autobahnen snack bars. A juke box is a prominent feature of each Army snack bar. The German snack bars will differ radically, however, in that food service will be almost entirely automatic.

## Payouts Ride the High Seas

ROTTERDAM—Dutch steamship companies are planning to follow the lead of the Cunard Line and install payout machines on passenger liners. The Queen Mary's 20 fruit machines have had strong impact on the steamship lines here, to say nothing about fruit machines distributors. Initial installations will be on the same cautious basis as with the Queen Mary. Reports here describe the Queen Mary's fruits as an unqualified success on the first voyage to New York. It is expected that Dutch steamship operators will follow the Cunard Line's lead in debuting the machines on the New York run. The juke box trade here believes the locating of fruit machines about steamships might stimulate the ocean-going juke box market. Phonographs and fruits are regarded as a compatible twosome for ship's bars and game rooms.

## Common Mkt. Hikes Interest

PARIS—The European Common Market is stimulating the French phonograph trade, although French manufacturers are unsure that it will help more than damage their domestic sales. Statistics show a rise of about 7 per cent in juke box sales turnover in the last two years. This increase reflects a general stimulation of trade in coin machines flowing from the lowering of customs duties on imports from France's Common Market partners—West Germany, Italy, and Benelux. The annual new box capacity of the French market has increased to around 6,000 boxes annually. Further gains are expected as French economic prosperity takes firm root. From the war's end until 1952 there was virtually no new box market in France. Since 1952 the new box market has been developing slowly, but France remains a land of vintage phonographs as well as wines. The Common Market has coincided, furthermore, with the relaxation of import restrictions on American boxes—an important factor in the turnover increase.

# Chi Ops Battle Laundry Plan

CHICAGO—A so-called model ordinance that would ban juke boxes and amusement games from coin-operated laundry and dry-cleaning establishments is being actively opposed by Music Operators of America here.

The ordinance is being advanced by the Chicago-based National Automatic Laundry & Cleaning Council. MOA has requested the city council here to disregard the laundry and cleaning association request.

MOA managing director, E. R. Ratajack, also wrote to C. S. Darling, executive director of the NALCC, calling for harmony and a more "friendly approach" from the laundry association.

Wrote Ratajack: "We have read with interest Billboard Music Week's report on the current activities of the National Automatic Laundry & Cleaning Council, an organization which you have recently joined.

"Our interest is sparked by the fact that in this new association, one of your first moves is to reaffirm the continuation of your personal vendetta toward the juke box business by announcing measures against it.

"We at MOA feel nothing but

the best toward the other segments of our business. We wish all of our friends—the amusement devices, the vending, the laundry and cleaning groups—every success. Our job as an association is to make friends and influence people, not to alienate their affection.

### Friendly Approach

"We heartily recommend this 'friendly' approach to you. We do this mindful of the many enemies created for all of us in the coin-operated industry by the recent Chicago city council fiasco. Trying to gain favorable legislation through mob-like unruliness is the height of folly, and we don't buy it.

"Neither will we buy unwarranted attacks, direct or implied, upon the music industry for MOA is, dedicated to the ending of this sport.

"Yours for clean relations, Sincerely, Music Operators of America, Inc., E. R. Ratajack, managing director."

Although not elaborated on by Ratajack, the reference to "mob-like unruliness" is apparently to recent mob action at Chicago city council hearings around an ordinance adopted to regulate the coin-operated laundry and dry cleaning establishments.

The adopted Chicago ordinance, fiercely resisted by the new coin-operated dry cleaning industry, provides for an annual license fee of \$150 for each dry cleaning establishment with 10 or less machines, and \$25 for each machine in excess of 10 machines. It also limits the hours of operation from 7 a.m. to 10 p.m.

No restriction, however, is carried against juke boxes, games or any other type of coin-operated equipment.

**SEE  
ROCK-OLA  
COLOR  
INSERT  
OPPOSITE  
CARDBOARD CHARTS**

**WANTED**

**JUKE BOX MECHANIC**

Must be sober and reliable. Give age and experience in first letter.

Write: Box 136  
Billboard Music Week  
188 W. Randolph St.  
Chicago 1, Illinois

BUY

*Bally*

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**TOP EARNINGS**

IN

EVERY TYPE OF LOCATION

EVERYWHERE

## W. Germany Legislature Balks At Machine Payout Increases

BONN — The Bundesrat, West Germany's Upper House of Parliament which corresponds to the U. S. Senate, has rejected a proposed law increasing the maximum payout from machines to two marks (50 cents), double the present allowable.

The measure authorizing the increase was drafted by the federal government and sent to the Bundesrat for its consent—the routine legislative procedure.

Bundesrat consent, in the majority of such instances, is given routinely. But the Upper House balked at the measure lifting the payout ceiling to 50 cents as a "spur to gambling."

The one-mark payout is low enough, in the Bundesrat's opinion, to keep payout machines in primarily the amusement category. Were the ceiling to be escalated to

50 cents, however, the machines would acquire dubious economic importance.

West Germany's coin machine manufacturers are opposing the Bundesrat's ruling with somewhat inverse logic to that expounded in the Upper House's ruling. The manufacturers contend that play for one mark is tedious and only by lifting the ceiling to two marks can the machines be made exhilarating recreation.

Payouts have been sliding in popularity in West Germany. Manufacturers and operators blame a complex of factors—exorbitant (according to the operators) taxation, drumfire anti-payout publicity in the daily press, and the full-throttle German prosperity which makes modest winnings uninteresting.

## Nebraska Guild Gets New Life Insurance Info

CHICAGO — Music Guild of Nebraska members will get information on a new life insurance proposal being prepared for association members when the group holds its quarterly meeting, September 3-4, at the Evans Hotel, Columbus, Neb.

Also on the agenda are new phonograph and game exhibits, a meeting of the Cornhusker Investment Club, and the association's regular business meeting.

Registration will be Saturday (3) afternoon, with a cocktail hour, banquet and dance that evening. Business will be conducted Sunday.

Presiding will be the association's new officers, Jerry Witt, president; Doc Stroh, vice-president, and Howard Ellis, secretary-treasurer. Hosts for the Columbus meeting are Doc Stroh and Frank Holys.

Howard Ellis noted that the previous hot topic in the area—sales of equipment to locations—had virtually vanished, and that business in the area is good.

## Interstate Denies FTC Allegations

WASHINGTON — Interstate Merchandisers, Rochester, Minn., has denied Federal Trade Commission charges of using deceptive offers of employment, false earning claims and other misrepresentations to sell its vending machines and nut meats, candy and other merchandise vended by the machines. They have asked for dismissal of charges brought against the firm and its owning partners, Richard and Lois Schroeder, by the FTC in June.

FTC says the partners deny blue-sky offers of employment and large profits in their newspaper ads. However, the partners do not deny that they helped prospective buyers locate machines, that purchaser's investment is secured by inventory; and that the vending machine business is "depression proof." Interstate says these claims are not false or deceptive.

**VENDING MACHINE ROUTE  
FOR SALE**

Phonographs, Cigarette Machines, Pinball and Bowler Games. Located in Northern Arizona. \$25,000.00 incl. stock. Half down.

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**The Best Sales Boards  
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Write for information and prices.

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UNITED  
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Bowling Alleys**

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

**M.O.A. Representing a Sound Industry**

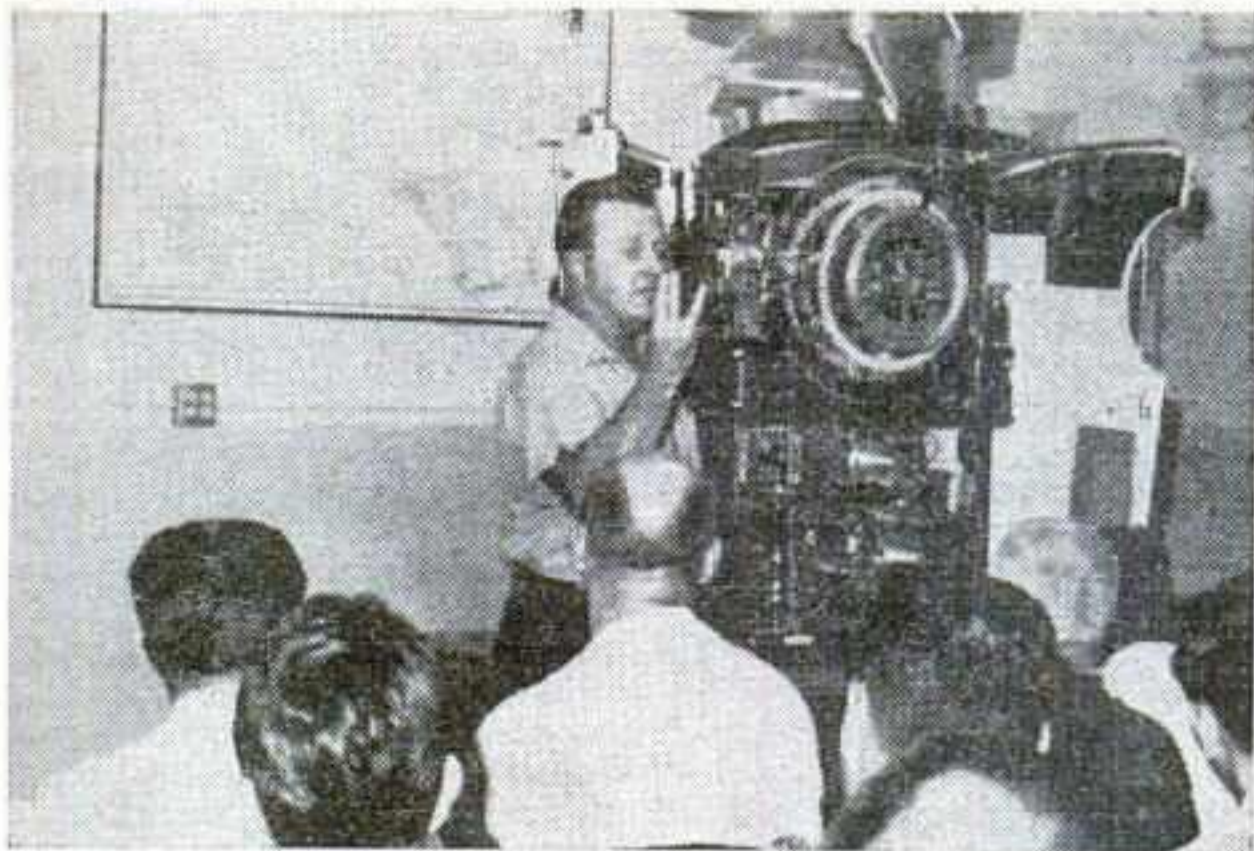
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OPPOSITE  
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BUMPER  
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**POOL TABLES  
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Count on Valley Quality to Protect Your Profit!

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**JACK LA RUE, service engineer for R. F. Jones, was in charge of the company's first service school in Los Angeles.**



**ANALYZING A SERVICE PROBLEM are, left to right, Nick Beaver, Cactus Amusement Company, Lancaster; Skip Sampson and Jack Beddow.**



**LISTENING TO A BRIEFING on the AMI Continental 2 are, left to right, Chuck Klein, manager of the Jones Los Angeles office; Ralph Cragan, phonograph sales; Jack La Rue, service engineer; Bill Gray, vending sales, and Ed Wilkes, assistant manager.**

**FAMOUS  
DAVIS  
GUARANTEE**

- Phonograph Drivers
- Chassis
- Mattresses Overhauled
- Wax From Badlands
- Amplifier Reconditioned
- Serial System Tuned
- Weather Resistant

**SEEBURG**

2225H	\$795
201DH	695
KD200	425

**CIG. VENDORS**

Seeburg E-1	\$249
Corsair 30-Column	245
Eastern 22-Column	99

**AMI**

Continental 200-Sel., like new	\$749
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Terms: 1/3 deposit required

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WESTERN YORKVILLE  
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Phone: GRanite 5-1631

## Heart Attack Fells Ben Axelrod, Veteran St. Louis Operator

ST. LOUIS — Ben Axelrod, sales manager of Morris Novelty Company for the last 10 years, died of a heart attack Sunday (20) at Jewish Hospital here. He was 59 years old.

Axelrod, a veteran St. Louis coinman, complained of chest pains Thursday (17) when he was at work at the Morris Company, 3007-09 Olive Street. He was rushed to the hospital, and his condition had improved to the point where he was scheduled to be released on Sunday. He suffered a severe attack that day and died later.

Funeral services were held Monday (21) at Rindskopf Funeral Home, 5212 Delmar Boulevard, with burial in Mount Sinai Cemetery.

Nate Gottlieb flew to St. Louis from Chicago to serve as a pallbearer. He flew back to Chicago after the funeral. Marvin Mitchell of Morris Novelty Company also served as a pallbearer.

Representatives of almost every coin machine firm in the St. Louis area attended the services. Axelrod's family requested that in lieu

of flowers, contributions could be made to a "charity of your choice."

As a youth, Axelrod served in the Marine Corps for four years in the 1920's. He later worked for the old Rice-Stix Dry Goods Company in St. Louis. He was associated with the Olive Novelty Company here for about 12 years before going with the Morris firm. Louis Morris is president of Morris Novelty Company.

Prior to working for the Olive Company, Axelrod audited books for several coin machine firms in the St. Louis area. He lived in St. Louis County.

Surviving are his widow, Molly B.; a son, Leslie; two sisters, Mrs. Goldie Barr and Mrs. Aline Efron, and two brothers, Sol and Manuel Axelrod.

## SHAFFER MUSIC CO.

849 N. High St.  
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Cable: SHAFCO, Columbus, Ohio

You get more . . . you make more, with Shaffer Music used equipment. Yes, when you buy from Shaffer you buy with confidence. Write today for listings.

## SFC & UFC Merger OK'd

NEW YORK — Stockholders of the Standard Financial Corporation Wednesday (23) approved the merger of the Universal Finance Corporation of Los Angeles into SFC, with the merger expected to become effective September 30.

Standard is active in financing juke box and vending paper. Universal, which will be operated as SFC, specializes in financing mobile homes.

During the last fiscal year, Universal earned \$340,000 after taxes, compared with \$1,265,000 earned by Standard.

## Ross Distributing Now Taran

MIAMI — Ross Distributing Company, headed by Sam Taran, with offices here and Jacksonville, Fla., is changing its name to Taran Distributing, Inc. Address and personnel for both offices will remain the same.

## Indiana Anti-Pinball Problem Unsolved

By JOSEPH KLEIN

INDIANAPOLIS—After a decade of legislative and judicial bickering over the validity of the statute, enforcement of the Indiana

anti-pinball law remains an unsolved problem.

That officials find themselves in a dilemma in attempts to implement the measure was reaffirmed last week when the Indiana Alcoholic Beverage Commission announced that it would revoke the liquor permit of any licensee holding an occupational gambling stamp.

"It is the firm policy of this Commission to enforce the exact letter of the alcoholic beverage laws, including that section which prohibits the holder of a retail license from holding an occupational gambling stamp," Joe A. Harris, Commission chairman, declared.

### IRS Check

He said further that the Commission would cross-check with the Internal Revenue Service.

The excise division—the Commission's police force—is under orders to track down violations and to report them promptly to the Commission.

A day after the order was issued a Commission spokesman explained that enforcement efforts would be exerted only for ferreting out the holders of the \$50 occupational gambling stamps.

He said that for the time being at least, the Commission would do nothing about liquor licensees who had obtained \$250 federal gaming

device stamps for the operation of pay-off pinball machines.

Numerous requests for clarification have been reaching the Commission offices here, it was learned. The inquiries dealt mainly with the effect of the ABC order on coin-operated gaming devices.

### No Prohibition

No liquor licensee is permitted to hold an occupational gambling stamp under Indiana law. But the statute carries no such prohibition with respect to the possession of the \$250 gaming device tax.

In answering those who argued that as a regulatory agency the Commission could ban the device stamp by a simple order, the Commission's attorneys have formerly pointed to the conflicting judicial decisions and to the several "pinball cases" pending in Indiana courts.

Most of the State cases had been adjudicated—at least two by the Indiana Supreme Court. In some instances, the courts have held that a machine with a free-play recorder is a gambling device. In others, the decisions were different.

### Korpan Case

Without regard for State action, Indiana agents of the Internal Revenue Service are planning an intensified drive for the collection

(Continued on page 55)

**BUY! METAL TYPERS**

VENDING ALUMINUM IDENTIFICATION DISC

**WHY!**

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2. TROUBLE-FREE OPERATION
3. ONLY 18"x18"

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C. C. ROCKET	50.00
UNITED SMALL BALL BOWLER	125.00
UNITED TEAM SHUFFLE ALLEY	75.00
UNITED YANKEE BASEBALL	225.00
SEEBURG VL200	235.00
AMI, E120	100.00
WILLIAMS CROSSWORDS	129.50
WILLIAMS GUSHER	110.00
CHICAGO COIN RAY GUN	400.00

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SEEBURG E11 CIG.	265.00
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SEEBURG KD-200	395.00
SEEBURG V-200	295.00
SEEBURG 6-100	350.00
SEEBURG C-100	245.00
WURLITZER 2000	295.00
WURLITZER 2150	375.00
WURLITZER 2200	495.00
BALLY LUCKY ALLEY	395.00
BALLY TROPHY	325.00
BALLY STRIKE	175.00
BALLY DELUXE CLUB	425.00
BALLY CLUB	375.00
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Billboard Music Week

# Stereo Earphones With Juke Box Add Private Listening in K. C. Bar

KANSAS CITY, Mo. — Installing two sets of stereophonic earphones, which rest on top of two wall boxes behind the bar at the Walnut Inn, popular suburban tavern here, is proving an interesting experiment for Phil. Gilbert, veteran Kansas City juke box operator.

The two earphones relay stereo music directly from a 200-play Seeburg phonograph, located in full view at the extreme rear of the big, old-fashioned tavern. Providing a small dance floor, some 20 wall boxes in booths and at the bar for selections, the 200-play Seeburg is a full stereo model, with twin-channel speakers distributed evenly up and down the 60-foot length of the service area.

As is often the case, however, the acoustics in the old building, constructed of native stone, are not ideal for true stereo. As a result, few, if any, of the bar's regular customers are aware of the fact that they are listening to the finest in stereo music reproduction which can be had.

### Stereo Headphones

This, Gilbert felt it was necessary to do something dramatic, in order to sell customers of the Walnut Inn on what the tavern had to offer in the way of stereophonic music. This led to the experimental installation of two large, oversized stereo headphones, of the type normally used to demonstrate phonograph records in retail record stores.

Elevated atop the two wall boxes, midway along the bar, these make excellent curiosity pieces, according to Walnut Inn bartenders who, incidentally, respond with the suggestion that the cus-

tomers can hear stereo at its best through the speakers, by simply dropping a dime in the wall-box selector, putting on earphones, and listening to separate channels on each ear.

"It just does a better job of separating the channels, and gives the customer something of an unusual aural treat," one bartender indicated.

"Then, of course, there is always the matter of curiosity. There are a lot of customers who don't know what stereo is, no matter how many signs they have seen, or explanations they listen to on radio or TV, etc. After they have tried on the stereo headphones for a number or two, they know exactly what it is."

### Heavier Play

Gilbert's aim is, of course, simply heavier play, inasmuch as most people are willing to experiment with a dime or two to listen to the headset, particularly when the bartender hands back some change from a drink order, and suggest that the dimes be dropped in the wallbox.

It's an effective form of shilling, with bar customers, however, paying the freight, rather than using the operator's own coins.

Far and away the greatest advantage of the stereo headphone installation is the excellent selling job it does on the public. Disadvantage is that the bartenders scarcely enjoy constantly wiping the headphones off when they are carelessly set down on a damp bar, or when drinks are spilled on them.

The experiment, wholly approved by Seeburg, which is sponsoring similar tests at other locations, will be continued on a permanent basis, according to Gilbert, one of Kansas City's best-known and oldest juke box operators.

# Michigan Operators Are Fighting Niles Coin Machine Tax Proposals

CHICAGO—Michigan operators are fighting a proposed city ordinance in Niles that would tax juke boxes and amusement games \$50 per year, wall boxes \$4 per year each, and cigaret machines from \$30 to \$90 per year.

Public hearings on the ordinance were scheduled for last week, but were postponed until Monday (28). If passed, operators would have three weeks before the city begins enforcement.

Frank R. Fabiano, Buchanan, Mich., leading the fight against the measure, said operators will carry the case to the courts if the present schedule of fees was adopted.

Operators have termed the schedule excessive and confiscatory.

The actual schedule of fees as suggested by John Rigney, city attorney, is for juke boxes and amusement games, \$25 each from locations and \$25 from operators; for wall boxes, \$3 each from locations, and \$1 from operators; for cigaret machines, \$15 each from locations and operators for a 10-column unit, \$30 for a 20-column unit and \$45 from a 30-column unit. A 30-column unit would thus be taxed \$90.

For candy machines, the schedule calls for a \$15 assessment each, for locations and operators.

Operators appeared before the city council late last month to testify against the measure. Norbert Kent, St. Joseph, Mich., quoted figures showing the small net profit on vending machines, pointing out the levy would make operation of the machines virtually impossible.

Frank A. Fabiano spoke for the juke box and game operators. Fabiano pointed out that with the pres-

ent levy, a location with two games, a juke box and six wall boxes would be assessed \$174 per year.

City officials have indicated they are determined to pass a city ordinance, but operators are hopeful that the schedule of fees will at least be substantially reduced.

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All in Excellent Working Condition  
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- 12 Scientific Poker Tables with Stools, complete... 200.00
- 1 Cenco Big Top Rifle... 150.00
- 1 Exhibit Treasure Cove Shooting Gallery... 150.00
- 1 Chicago Coin Bull's-Eye Baseball... 150.00
- 1 Wms. 1957 Deluxe Baseball... 150.00
- 1 Wms. Deluxe Baseball... 75.00
- 1 Air Hockey... 75.00
- 1 Chicago Coin Basketball Champ... 75.00
- 1 Cenco Invader... 65.00
- 1 Standard Harvard Metal Typewriter... 150.00
- 1 Roovers Name Plate... 75.00
- 1 Foot Ease Vibrator... 75.00
- 1 American Fortune Scale... 75.00
- 1 Watling Tom Thumb Scale... 50.00
- 1 Williams Sidewalk Engineer... 75.00
- 1 Chicago Coin Goalie... 65.00
- 1 Exhibit 6-Shooter... 50.00
- 1 Silver Bullets... 25.00
- 1 Standard Johnson Coin Counter... 100.00

Contact MR. WALTER GREEN  
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DISTRIBUTORS PAUL LAYMON, Los Angeles, and W. R. Patton, Modesto, Calif., go over some sales points following Rock-Ola's recent preview of its new Princess phonograph in San Francisco.

## BEST FOR LESS

### GAMES

- Wagon Wheel ..... \$125.00
- Hialeah ..... 325.00
- Shawnee ..... 265.00
- Cypress Garden ..... 265.00
- Circus Days ..... 95.00
- Bally Magic Shuffle .. 65.00
- United Chief ..... 45.00
- United Lightning .... 95.00
- Midway Deluxe Shooting Gallery ... 395.00

Call, Write or Cable  
Cable: LEWJO



DISTRIBUTOR BUD PATTON, Modesto, Calif., gets right down to the floor with Jack Barabash, Rock-Ola field service engineer, and Ralph Wyckhoff, Rock-Ola advertising manager, to look over the firm's new Princess phonograph speaker system in San Francisco recently.

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Exclusive Wurlitzer Distributor  
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Indianapolis, Ind. Covington, Ky.  
Tel.: ME 5-1593 Greater Cincinnati  
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- PRO BASKETBALL
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CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

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# Coin-Operated Kiddie Rides

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188 W. Randolph St.

Chicago 1, Illinois



Joe Ash says . . .

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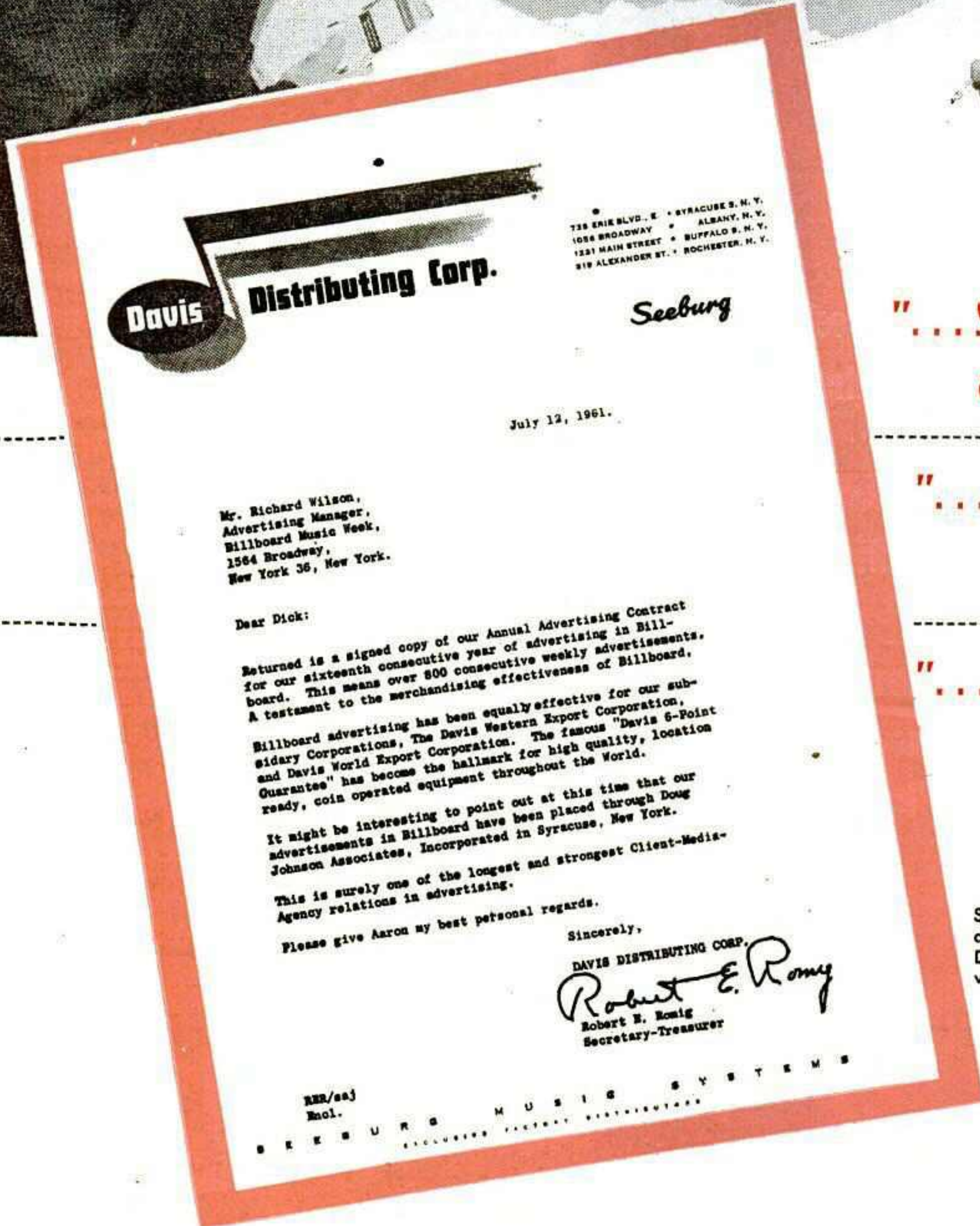
You can ALWAYS depend  
on ACTIVE ALL WAYS

Write or wire for prices

Says ROBERT E. ROMIG, Secretary-Treasurer, DAVIS DISTRIBUTING CORP., Syracuse, N. Y.



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1231 MAIN STREET • BUFFALO 9, N. Y.  
819 ALEXANDER ST. • ROCHESTER, N. Y.

*Seeburg*

July 12, 1961.

Mr. Richard Wilson,  
Advertising Manager,  
Billboard Music Week,  
1564 Broadway,  
New York 36, New York.

Dear Dick:

Returned is a signed copy of our Annual Advertising Contract for our sixteenth consecutive year of advertising in Billboard. This means over 800 consecutive weekly advertisements. A testament to the merchandising effectiveness of Billboard.

Billboard advertising has been equally effective for our subsidiary Corporations, The Davis Western Export Corporation, and Davis World Export Corporation. The famous "Davis 6-Point Guarantee" has become the hallmark for high quality, location ready, coin operated equipment throughout the World.

It might be interesting to point out at this time that our advertisements in Billboard have been placed through Doug Johnson Associates, Incorporated in Syracuse, New York.

This is surely one of the longest and strongest Client-Media-Agency relations in advertising.

Please give Aaron my best personal regards.

Sincerely,  
DAVIS DISTRIBUTING CORP.  
*Robert E. Romig*  
Robert E. Romig  
Secretary-Treasurer

RER/saj  
Encl.

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"... Sixteenth consecutive year of advertising in Billboard"

"... over 800 consecutive weekly advertisements"

"... a testament to the merchandising effectiveness of Billboard"

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SEEBURG E-1 .....\$249.00  
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22 cols ..... 99.00

**SEEBURG**  
2225 .....\$895.00  
2010H ..... 775.00  
HF100G ..... 365.00  
100W ..... 325.00  
3W1 Wallbox ..... 47.50

**SEEBURG WIDEWAYS**  
HR200 .....\$350.00  
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**WURLITZER**  
2200 .....\$475.00

Terms: 1/3 deposit required.

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2010H .....\$725  
KD200 ..... 425  
V 200 with VL Selection Receiver ..... 295  
V3WA-200 Sel. Wallbox ..... 75  
3W1-100 Sel. Wallbox ..... 39

**WURLITZER**  
2250 .....\$395  
2200 ..... 395  
2000 ..... 245

**ROCK-OLA**  
1455 .....\$375  
1448 ..... 315  
1446 ..... 225

**AMI**  
Continental 200-Sel. like new .....\$795

**CIG. VENDERS**  
Seeburg E-1 .....\$249  
Corsair 30-Column ..... 245  
Corsair 20-Column ..... 199  
Eastern 22-Column ..... 99

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

**45 RPM 60c**

All LP's—Regular Dis-  
tributor. Wholesale—  
Nothing Over.

**SAME DAY SERVICE**

**THE  
MUSICAL SALES CO.**

The Musical Sales Bldg.  
Baltimore 1, Maryland

**TOPS  
IN QUALITY**

at **Low, Low Prices**

Every Piece Reconditioned  
and Guaranteed

**BALLY BEAUTY CONTEST.....\$ 85**  
**BALLY BEACH QUEEN..... 125**

**UPRIGHTS**

Games Inc. Wildcat .....\$165  
Games Inc. Double Shot..... 75  
Games Inc. Super Wildcat..... 365  
Games Inc. Trail Blazer..... 395  
Keeney Little Buckaroo..... 145  
Keeney Criss Cross Diamond..... 165  
Keeney Red Arrow..... 345  
Auto Bell Circus Play Ball..... 50  
Auto Bell Galloping Dominoes..... 60  
Auto Bell Circus Wagon Wheel..... 65

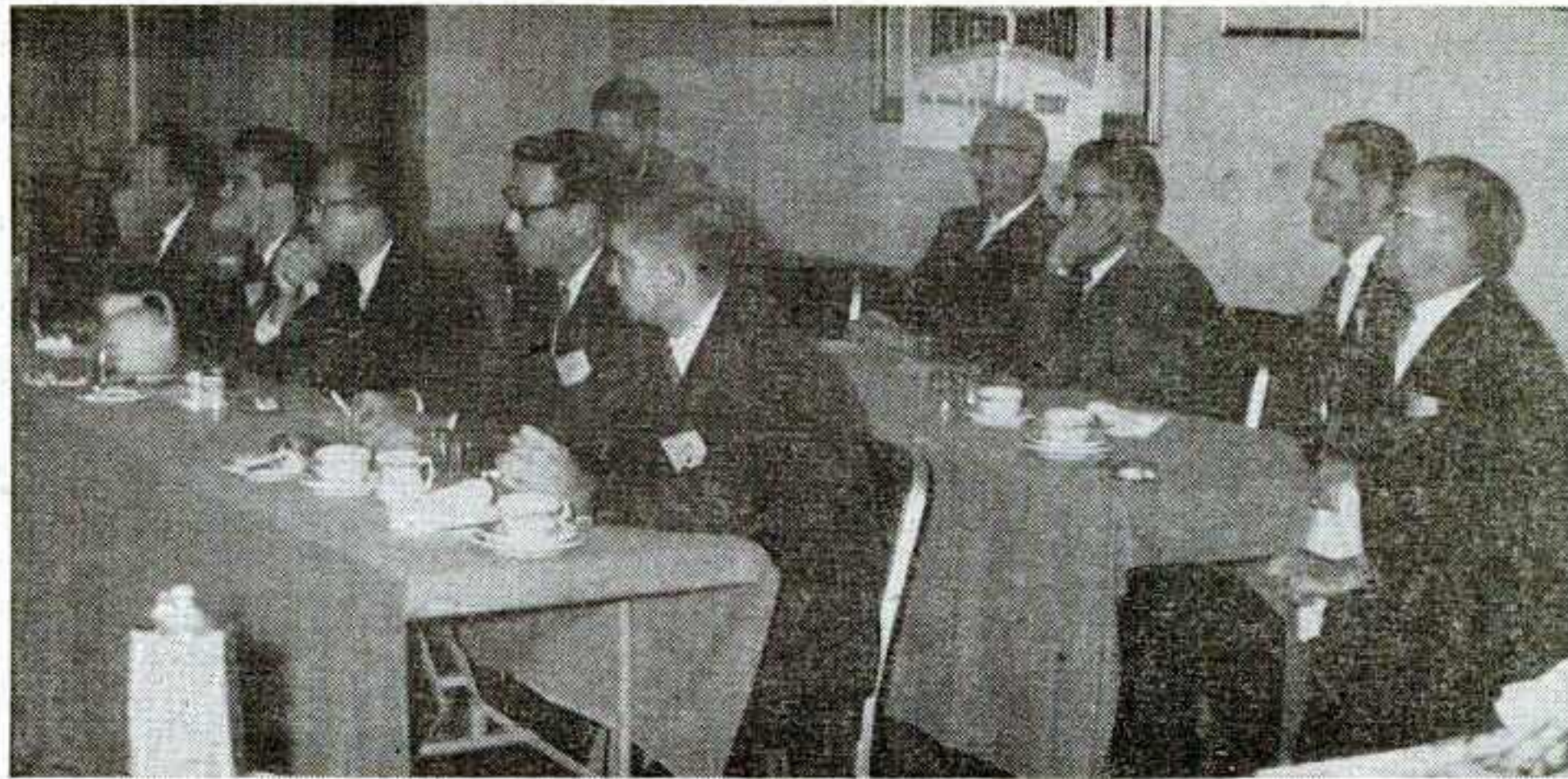
**ARCADE**

Bally Jet Shuffle Bowler, 8 1/2".....\$ 45  
Bally Tournament Bowler, 11"..... 195  
Bally Trophy Bowler, 14"..... 245  
Bally DeLuxe Jumbo Bowler, 8 1/2"..... 465  
United Bowling Alley, 14"..... 125  
United Super Bonus Bowler, 8"..... 165  
Keeney True Score Bowler, 14"..... 65

**MUSIC**

Wurlitzer 2000 (200 Sel.)—with  
Speed Read Program.....\$295  
Wurlitzer 2200 (200 Sel.)..... 445  
AMI E-120..... 145  
Seeburg V-200 (Conv. to VL)—with  
Speed Read Program..... 225  
Seeburg Y3WA (200 Sel.) Wall Boxes. 65

**Mickey Anderson  
AMUSEMENT CO.**  
314 East 11th St. Erie Pa.  
Phone Glendale 2-3207



AN ATTENTIVE GROUP of Rock-Ola's Midwestern distributors watch the unveiling of the firm's new Princess phonograph at the Pick-Congress Hotel, Chicago, July 28-29.

## Keep Location Lease Short, Sweet And Simple, Says Alabama Operator

MONTGOMERY, Ala.—It is difficult enough to get locations with a high return potential to accept a lease—and where the form used is a massive document replete with ominous-sounding clauses, the mere paper work may scare off what might otherwise be a highly profitable arrangement, according to Isaac Cohen, of Cohen Amusement Company here.

That's the reason why Cohen has developed a simply, short lease form which answers every legal requirement, and which is nevertheless brief, to the point, and capable of eliminating any hesitation on the part of the lease partner. In many years of operating under various arrangements, including front money, straight commission splits, and similar traditional standards, Cohen has come to the conclusion that the lease plan has the most advantages, but because of the legal signatures involved, requires the most careful handling.

Leasing, of course, has the major advantage of locking down a location permanently, and doing away with the possibility of location jumping, a problem which still rears its head now and then.

### Lease Form

The lease form used by Cohen is headed simply with the words "Lease" and printed on an 8 by 6 1/2 inch sheet of paper. The usual State of Alabama, Montgomery County heading is used, with an open-paragraph which states briefly "this agreement made and entered into on blank day of blank 19—between Cohen Amusement Company of Montgomery, Alabama, herein called the lessee and \_\_\_\_\_ herein after called the lessor. The second paragraph is devoted to witnessing, and points out:

"The lessor does hereby lease unto the lessee for a period of two years from this date such space or spaces in a prominent place readily accessible to patrons in the main room of lessor's place of business located at number \_\_\_\_\_Montgomery, Al-

abama, sufficient for the purpose of installing, maintaining and operating for hire by the public during such times as said place is open to the public at the yearly rental of \$\_\_\_\_\_ payable in advance, and other good and valuable considerations. In addition to the above yearly rental, lessee agrees to pay lessor on a weekly basis, 25, 30, 40, or 50 per cent of all moneys paid by the public for the use of said \_\_\_\_\_ depending on whether the receipts are \$5, \$7.50, \$10, or \$15 weekly."

This section, of course, is highly elastic, and calls for an off-the-top amount completely agreed upon, for the cost of records and maintenance.

In the final paragraph, the lease agreement states "it is further agreed that if the lessor shall transfer his business, he will transfer and subject to all of the terms of this lease, and that he will compel his successor in writing to assume the obligations of this lease and failing to secure said assumption, lessor shall pay to the lessee as and for liquidated damages, the sum of \$300. To secure the payment of the said \$300 the lessor waives all right of exemption both as to real and personal property as guaranteed under the laws and constitution of Alabama, further agrees to pay a reasonable attorney's fee for the collection or attempt to collect said \$300.

"It is further agreed that the lessor shall be liable for any and all damage to said device and accessories from the time of their installation until repossessed by the lessee, reasonable wear and tear excepted."

Space is provided for the agreeing partners, and for four witnesses.

Covering all such contingencies as vandalism, bankruptcy and moving of the location owner, etc., this simplified form has to date, met every emergency which has been thrust upon Cohen Amusement Company. While the percentage of machines released vary sharply from year to year, it has been noticeable that solid "lease spots" almost without exception, continue to pay the most dependable return.

## MOA Extends New Insurance Enrollments to September 15

OAKLAND, Calif.—Music Operators of America have extended the enrollment period deadline on

their new supplemental life insurance plan to September 15.

All MOA members who now carry the association's basic life insurance plan, and are under 61 years of age, can increase their \$10,000 coverage to \$15,000 for an extra \$5 per month.

Members over 61 can increase their \$5,000 coverage to \$7,000 by paying \$2 per month. Members can also insure their wives for \$1,000 and each dependent child for \$500 by paying an extra 78 cents per month.

### No Medical Needed

No medical examination is required during the enrollment period. Members may also apply for the entire plan, basic and supple-

mental. Non-members may apply for membership and their insurance during this time by payment of \$35 yearly dues.

The plan is being underwritten by the Union Trust Life Insurance Company. George A. Miller, MOA president, is administrator. Trustees are Miller, J. Harry Snodgrass, Larry Marvin, C. G. Silla and Martin Britz.

The supplemental insurance package was first introduced by MOA at its annual convention last spring in Miami Beach, Fla.

**BILLBOARD  
LOCATION  
RELATIONS  
MUSIC WEEK**

## NAMA Kicks Off Membership Drive

CHICAGO—The National Automatic Merchandising Association is kicking off a membership drive and hopes to sign up 250 new members by September 14, in time to celebrate the association's 25th anniversary.

Thomas B. Donahue, NAMA president, said he is asking each of the association's present membership of 1,400 operating companies to bring in one new member.

82 GENUINE

**BIG BRONCHOS**

LIKE NEW  
10c  
OPERATION

ORIGINAL FIBRE-  
GLASS HORSES

THE BEST

COMPLETELY  
REFURBISHED, Like New only.....\$350.00

1/3 with order.

UNITED P. O. Box 4125, Sta. A  
San Antonio, Texas  
Phone: CA 7-8389



SEE  
**ROCK-OLA  
COLOR  
INSERT  
OPPOSITE  
CARDBOARD CHARTS**

**IMMEDIATE DELIVERY**

In Northern Illinois, Iowa and  
Northern Indiana.

**GOTTLIEB 2-PLAYER  
LANCERS**

- Proven player appeal—with Top Rollover, Light Pop Bumpers, Kick-Out Holes and Side Rollovers for Super Score.
- 2 center Kick-Out Holes fire balls toward top of playfield.
- 2 side holes kick balls towards flippers.

**NEED for EXPORT:**

GOTTLIEB

TEXAN  
CONTEST  
PHOTO FINISH  
SHOWBOAT  
MERRY-60-ROUND  
SPOT-A-CARD  
CAPT. KIDD  
DANCING DOLLS  
WAGON TRAIN  
LITE-A-CARD  
WORLD BEAUTIES  
SEVEN SEAS  
ROTO POOL  
ROCKET SHIP  
CRISS CROSS  
LIGHTNING BALL  
MADEMOISELLE

UNIVERSE  
SWEET SIOUX  
MISS ANNABELLE  
AROUND THE  
WORLD  
QUEEN OF  
DIAMONDS  
ATLAS  
RACE TIME  
STRAIGHT  
SHOOTER  
DOUBLE ACTION  
SITTIN' PRETTY  
SUNSHINE  
PICNIC  
BRIGHT STAR  
WHIRLWIND

HIGHEST PRICES PAID!  
WRITE, WIRE, PHONE!

**NATIONAL  
COIN MACHINE EXCHANGE**

1411-13 Diversey, Chicago 14, Ill.  
BUckingham 1-8211

**BUY WITH CONFIDENCE**

**CANDY VENDORS**

DuGrenier, 8 Col. ....\$195  
Stoner, 6 Col. .... 125  
Stoner, 8 Col. .... 175  
Shipman, 6 Col. .... 95  
U-Select, 72 Sel. .... 65  
N. W. Sweet, 16 Sel. ... 225  
National, 6 Col. .... 75  
Rowe, 7 Sel. .... 145

**MISCELLANEOUS**  
Pop Sez Popcorn...\$ 85  
Vendo 210 Ice  
Cream ..... 425  
Vendo 210 Milk..... 425

**BOWL-A-RAMAS**

4 like-new 20' size.  
Call for special price.

**POOL TABLES**

4 Pocket, wood top ...\$150  
4 Pocket, slate top ... 195  
Bumper Pool, large ... 95  
Bumper Pool, small ... 75  
Bumper Pool, slate ... 150  
Write for special prices on  
new

**FISHER—VALLEY—KAYE**

**DRINK VENDORS**

Vendo 210 Ice Cream...\$410  
Vendo 210 Milk..... 410  
Hebel 5-Sel. Ice Cream 325  
Avenco Coffee &  
Hot Choc. .... 175  
Barvend Fresh Ground  
Hot Coffee ..... 295  
Spacarb 3-Sel. Cold  
Drink ..... 395

Distributors for WURLITZER,  
UNITED, GOTTLIEB & MIDWAY

**SPECIALS**

Auto Photo, Model #9 \$950  
Auto Photo, Mod. #11 1,950  
Mills Panoramas ..... 450

**KIDDIE RIDES**

Bally Space Ship .....\$250  
Toonerville Trolley... 475  
Boat Ride ..... 250  
Donald Duck ..... 250  
Ex. Big Bronco ..... 295  
Elsie the Cow ..... 195  
Ferdinand the Bull... 395  
Fire Engine ..... 395  
Motor Cycle Ride ... 395  
Junior Jet ..... 175  
Red Nose Reindeer... 225  
Round World Trainer  
Sandy Horse ..... 375  
Turn Pike Tournament  
Capitol Palomino ... 195  
Midget Horse ..... 195  
King Train ..... 175  
Rabbit ..... 185  
Old Smokey, new ... 350



**M. S. GISSER**  
Sales Manager

**CLEVELAND COIN  
MACHINE EXCHANGE**

2029 PROSPECT AVE., CLEVELAND 15, OHIO  
All Phones, Tower 1-6715

**ADVERTISING IN  
BUSINESS PAPERS  
MEANS BUSINESS**

**BELAMEX for EXPORT**

- **PHONOGRAPHS** Seeburg—Rock-Ola—Wurlitzer—AMI
- **BALLY BINGOS**
- **GOTTLIEB PINBALL MACHINES**
- **BOWLERS**
- **SHUFFLES**

We know the requirements of all foreign countries. Our service and co-operation are the best available. Our prices are most competitive.

FOR PRICES AND DETAILS  
CABLE:  
BELAMEX, NEW YORK

OR WRITE: **R. H. BELAM COMPANY, INC.**

23 EAST 26th STREET

NEW YORK 10, NEW YORK

# SPECIAL 6-POCKET POOLS \$150.00

**PURVEYOR** Better Buys  
DISTRIBUTING CO.

4322-24 N. WESTERN AVE.  
CHICAGO, ILLINOIS  
JUNIPER 8-1814

## ATLAS . . . for MUSIC and ROWE VENDING MACHINES

COMPLETE STOCK OF PARTS—FAST SERVICE!



**Choice Reconditioned VENDING EQUIPMENT**

STONER D-500 COFFEE . . . \$295  
STONER D-13 HOT DRINK . . . 595  
SEEBURG 800 E-2 CIGARETTE . . . 275  
ROWE L-1000, 4 FLAVOR . . . 595  
APCO 6 FLAVOR, ICE . . . 1,145  
APCO 4 FLAVOR, ICE . . . 1,095  
CONTINENTAL CORSAIR 20 . . . 195

**SPECIAL!**  
A.M.I.  
MODEL F-120 **\$250**  
RECONDITIONED

MUSIC—Reconditioned	
A.M.I. K-200 . . . . .	\$660
A.M.I. J-200 . . . . .	595
A.M.I. I-200E . . . . .	545
A.M.I. J-100M . . . . .	495
A.M.I. G-120 . . . . .	295
A.M.I. E-80 . . . . .	145
SEEBURG 222 . . . . .	795
SEEBURG K-200 . . . . .	445
ROCK-OLA 1468—120, 51 . . . . .	\$625
ROCK-OLA 1455 . . . . .	395
ROCK-OLA 1446 . . . . .	195
WURLITZER 2300-S . . . . .	625
WURLITZER 2150 . . . . .	395
WURLITZER 1900 . . . . .	375
WURLITZER 2100 . . . . .	365
WURLITZER 2000 . . . . .	245

Distributors for  
**AMI — ROWE**

FOR SERVICE AND PARTS  
**ATLAS**  
IS STILL YOUR BEST BET!  
1/3 Dep., Bal. C.O.D. or Sight Draft



A Quarter Century of Service  
**ATLAS MUSIC COMPANY**  
DIV. OF AC AUTOMATIC SERVICES, INC.  
2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005

### Industry Defended

Continued from page 44

policeman as a springboard for an all-out attack on the juke box industry. It winds with a call to ban juke boxes by law.

"As the fact-disseminating organization of the coin machine industry, the Coin Machine Council categorically denies that there is any relationship between the Gallo affair and the juke box industry. If there is a link at all it is this: The hoodlum in question, representing outside underworld elements, once attempted to shake down juke box operators. The story of such gangsters efforts to muscle in on the juke box industry was unfolded in detail during the McClellan Committee Investigation — a probe which found that 'the honest, legitimate people who are in the great majority in the industry have been widely victimized by racketeers and thugs.'

"The New York Mirror's article, therefore, is a gratuitous smear of hard-working men and women. It is a defamatory piece which generates more heat than light and which could have been avoided if the newspaper had bothered to consult its own files or even to check the Rackets Commission for any evidence of a connection with the industry."



(Courtesy Nat'l Cartoonists Society)

### CMC Makes a Last-Ditch Plea

Continued from page 44

Thus the loss of 41 distributor members cost the association roughly \$8,200.

In the manufacturer category the story is even more grim. Initially, CMC started with a hard core of five manufacturers, Bally, United, AMI, Chicago Dynamic Industries and Williams, each contributing between \$200 to \$600 per month to the program.

#### Two More Join

As the program got under way, two more joined, Games, Inc., and Keeney. These seven comprised the major portion of CMC's financial support.

By the beginning of 1961, however, only three manufacturers, Bally, United and Keeney, were still contributing members of the council, and the financial problems grew.

Ironically, the council is floundering at a time when it has just begun to establish itself as an effective public relations organization.

#### Queries From Germany

Support has come not only in the form of queries for information about the coin machine industry from the daily press, but interest in council activities from such removed points as West Germany, where juke box operators have contacted CMC here, requesting information about an effective public relations program overseas and suggesting co-operation between the two groups.

The current membership mailing carries a montage that describes a recent situation in Milwaukee, where the coin machine industry received an ink-bath of unwarranted bad publicity, followed by contrasting and favorable headlines after CMC's Casola and Earl Finberg, representing CMC's public relations counsel, the Public Relations Board,

Inc., put in an appearance in the Beer City. The pair's frank talk with the press brought headlines, including: "Anti-Racket Support Needed" and "Coin Machines Seen Collecting on Respectability."

In his letter seeking support for the council, Casola notes: "If the Coin Machine Council fails, you and your industry will have failed in a great purpose. You will have failed to take advantage of the opportunity to win the public acceptance you deserve.

"If this happens," concludes the letter, we will all be back where we started before the council came into existence—complaining instead of doing something about it."

### NAMA Sets Talk By W. S. Fishman

CHICAGO—The National Automatic Merchandising Association's first step in its co-operative program with the packaging industry will be an address on vending by William S. Fishman at the 1961 Annual Packaging Forum to be held October 18-20 in New York.

Fishman, director and former president of NAMA, is scheduled to discuss the special packaging requirements for vending at the packaging industry's national convention.

The purpose of NAMA's co-operative efforts in the packaging field is to obtain better packaging for vendible products, especially in the food line, said W. J. Manning Jr., chairman of the NAMA public relations committee.

Fishman is senior vice-president of Automatic Retailers of America, Inc., and has been active in acquainting other industries with the vending story.

IT'S MORE FUN TO COMPETE!



Deluxe in every detail! Beautifully illuminated playfield! PLENTY OF ACTION!

- Single or Twin Chutes
- Slug Rejector
- Locked Cash Box

LOCATION TESTED FOR PROFITS

Double YOUR EARNINGS

# with Williams 2-PLAYER (adjustable 3 or 5 ball Play) DOUBLE BARREL

2 SHOOTERS FIRE BALL FROM BOTTOM AT

**MOVING TARGET** to increase values of 2 side skill pockets

## FEATURES:

- ★ 2 Launching Pads at lower playfield "bang" balls back up playfield to hit "Moving Target." Boost up values of 2 side pockets.
- ★ Rollovers increase values of Jet Bumpers.
- ★ Plasticote Finish on playfield. Very Smooth.

OPERATE Williams DOUBLE BARREL!

This is an opportunity that comes only once in a while. Make the most of it. Order your Double Barrel games now.

See Your Williams Distributor Now!



**WILLIAMS**  
ELECTRONIC Mfg. Corp.

4242 W. FILLMORE ST.  
CHICAGO 24, ILLINOIS

WHEN YOU BUY A FLIPPER GAME—BUY THE BEST—BUY WILLIAMS

## German Van Cuts Operating Costs

• Continued from page 47

the truck posed the problem of being too large for the average parking space, and difficult to navigate through crowded alleys.

### 35 Miles to the Gallon

Early last year, DeRoin experimented with a German-made truck instead, a 40-horse power unit which features big, easy-to-use doors on either side as well as the end, weighs less than half of his former vehicle, and which will produce better than 35 miles to the gallon of gas.

Before deciding to go into this form of route service transportation, DeRoin made a wise move, and leased the truck for one month; then, he kept exact figures on all costs involved, all the way from the purchase sales tax, through gas and oil economy, payload carry, etc.

One month was enough to convince him that he could actually save more than a third on route operation cost, and that servicing his longest route, amounting to some 160 miles, would cost only around 30 added minutes per circuit.

### Same Payload

The Alabama bulk operator immediately made the purchase, and in his own words has "made life a lot easier for myself." He can carry the same payload as the \$3,400 former model, at slightly lower highway speeds, but for less than half the amount of gasoline which the bigger unit consumed.

Parking is seldom a problem, since the little vehicle can often slip into the space left between passenger cars on city streets. Re-

## Ind. Anti-Pinball Ills Unsolved

• Continued from page 50

of the \$250 tag. Their right to press for the tax was confirmed by the United States Supreme Court in the Korpan case in 1957. The case originated in the federal courts in Chicago.

Walter Korpan maintained a number of pins on his premises. The player could exercise the option of receiving cash for any free games. He was paid by the bartender in the place.

Federal Judge John P. Barnes ruled that the machines came within the provisions of the law requiring the \$250 federal tax. But on September 29, 1956, the U. S. Circuit Court for the Seventh District reversed the decision on the ground that the federal statute did

not cover pinball machines which do not eject their own pay-offs, but are made by the bartender instead. This decision was appealed and the United States Supreme Court held that pinball machines in Korpan's establishment were gaming devices within the meaning of the federal law.

No such definitive conclusions have been reached in Indiana even though 10 years have passed since the introduction of the first anti-pin bill in the Indiana House of Representatives.

pairs have shown themselves nil, and a generous amount set aside for this purpose has been pure profit to date.

Tire wear proved to be infinitesimal for the first year, treads showing very little wear at a speedometer reading where the former truck had to have a complete new set.

Finally, the handsomely painted truck is a "rolling billboard" asset for the vending firm, listing all its products on the broad side panels so effectively that DeRoin has found people telephoning him for a possible machine installation.

Possibly the most unusual saving which the little German-made van has accomplished came when DeRoin couldn't make it back to Troy one evening—and found most of the hotels in the community filled up with conventionaires. He simply shuffled his truck's interior contents around, borrowed a cot, and slept in the truck!

## REAL BUYS LIKE NEW

Seeburg (500 capacity) Fresh Brew Coffee Vendor, 1960 Model ..... \$550.00  
Seeburg Cold Drink Vendor, 1960 Model ..... 650.00  
National Cigarette 11ML ..... 165.00  
National Cigarette 111 ..... 185.00  
National Cigarette 9M ..... 85.00  
National Cigarette 9ML ..... 105.00  
SERVING OPERATORS SINCE 1932.

**W. B. DISTRIBUTORS, INC.**  
1012 Market Street St. Louis, Mo.

when answering ads . . .

Say You Saw It in  
Billboard Music Week

## WANTED

Will Pay Cash \$\$\$'s or Accept in Trade

### MUSIC

WURLITZER 1700, 1800, 1900, 2104, 2200

SEEBURG—Need every model—A through Q

SEEBURG Wall Boxes

MILLS Panorams

BALLY Bingos, Lotta-Funds, Skill Score and Skill Roll

WILLIAMS Ten Strike

WE HAVE OVER 100 GUARANTEED USED VENDING MACHINES  
. . . LARGE ASSORTMENT OF ARCADE EQUIPMENT  
PHONE COLLECT OR WRITE FOR SWAP DEAL!

## REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Brighton 35, Mass.  
PHONE: ALgonquin 4-4040 - CABLE "Reddinc"

2½ Times  
More  
Circulation  
Than the Next  
Magazine!

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# 21,547

THE WORLD-WIDE  
COMMUNICATIONS  
CENTER  
OF THE  
MUSIC INDUSTRY

## BILLBOARD MUSIC WEEK

GOTTLIEB'S  
2  
PLAYER

# Lancers

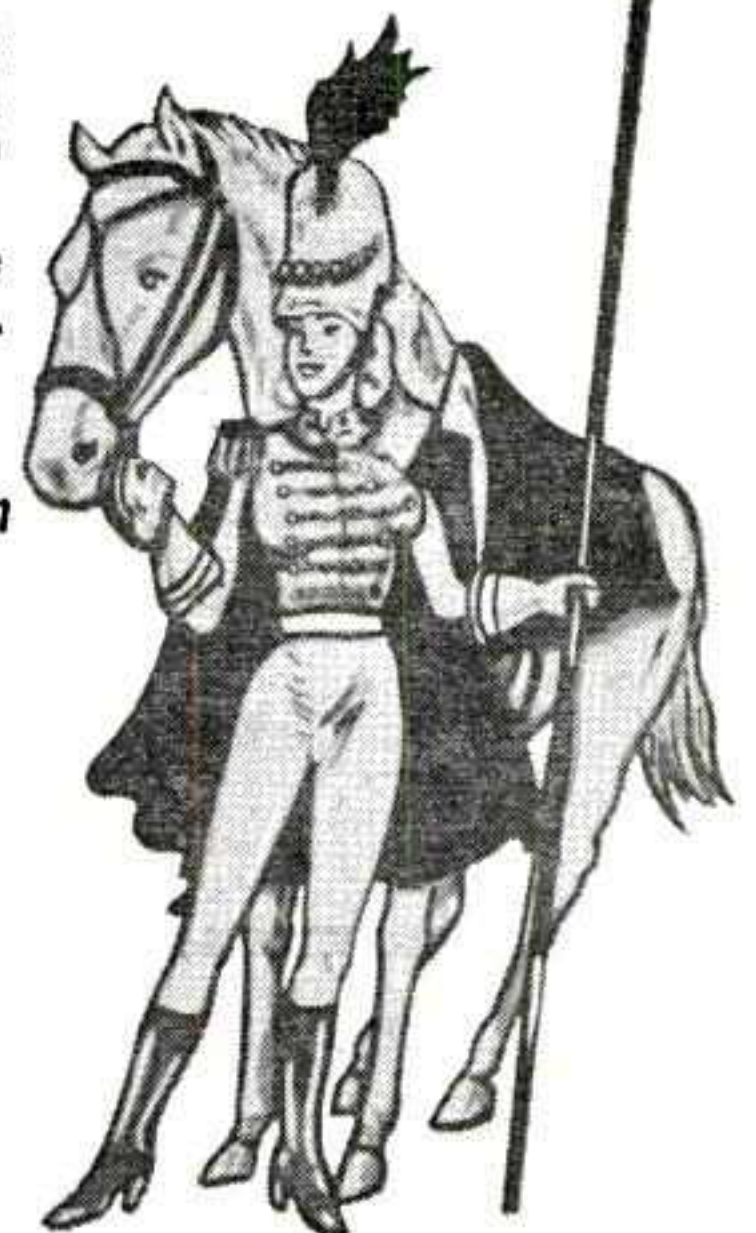
### Proven Player Appeal! Performance! Profit!

No doubt about it—LANCERS has everything it takes to attract more play, more coins, more profit! Coupled with its sensational new cabinet design you have a dream performer.

Its massive stainless steel mouldings and chrome corners provide a clean, "new game" appearance forever. Eliminates the need for many expensive service calls.

Drop in to your distributor today for a demonstration

- Top rollovers light pop bumpers, kick-out holes and side rollovers for super score
- 2 center kick-out holes fire balls toward top of playfield—2 side holes kick balls toward Flippers
- Bottom rollovers score 200 points when lit
- 2 cyclonic kickers light alternately
- Match Feature • 3 or 5 ball play



New "Hard-Cote" Finish  
Extends Playboard Life to  
an All-Time High!



**D. Gottlieb & Co.**

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

# 53% INCREASE IN EARNINGS



Kay Austin, Wurlitzer Operator, and John Bare, Owner of the Do-Nut Dinette, Charlotte, N. C., admire TEN TOP TUNES display on Wurlitzer 2510S Phonograph.

## WITH WURLITZER TEN TOP TUNES PLAY STIMULATOR

During the first five weeks that the Ten Top Tunes Play Stimulator feature, offering 10 tunes for 50 cents, was added to the Wurlitzer Phonograph in Johnny's Do-Nut Dinette in Charlotte . . . earnings jumped 53%. During the fifth week the phonograph took in 46 half dollars.

Here is the greatest money-maker since we introduced

stereo. Have it installed on your new Wurlitzers. One button, plus an automatic plug-in selection unit, enables you to offer this MUSICAL BARGAIN for a 50-cent coin . . . at the single push of this special button. See your Wurlitzer Distributor now for details on how quickly the WURLITZER TEN TOP TUNES PLAY STIMULATOR not only pays for itself, but produces extra high earnings every week.

Look to **WURLITZER** for Leadership

THE WURLITZER COMPANY • Est. 1856 • NORTH TONAWANDA, NEW YORK