

BILLBOARD MUSIC WEEK

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

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ACC Kiddie 'Fair' May Alter Ops' Biz

By AARON STERNFIELD

WESTBURY, L. I.—Traditional operating patterns of the nation's juke box and amusement machine companies will be altered radically if the program conceived by the Automatic Concessions Corporation here goes according to plan.

ACC, headed by Bert Lane, pioneer kiddie ride manufacturer, will begin soliciting coin machine operators in the next couple of weeks. The firm will grant exclusive franchise for the operation of its Fun Fair unit, consisting of at least one major ride, a variety of con-operated rides, banks of amusement games, vending machines and a music hall stage, all integrated.

The music hall stage will serve as the rostrum for local disk jockeys, television personalities and recording stars, aimed primarily at the moppet market. Talent will be used for special promotions by the retail outlets on which the Fun Fairs are placed. These promotions will be organized by ACC, the local operator and the store.

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2 JAZZ FIRMS LAUNCHING POP MARKET DISK LABELS

By JACK MAHER

NEW YORK—In the past two weeks two independent jazz labels, Prestige and Riverside, have made a bid for a greater share of the record market by creating pop-styled singles subsidiaries. The two new entries, Pop-Side for Riverside and Tru-Sound for Prestige, while differing in approach and material, are both serious efforts on the part of their respective owners to extend beyond the traditional limits of the jazz market, and their performance in the marketplace is being watched with much interest by other strictly jazz independents.

The Riverside Pop-Side wing is the more ambitious of the two. Material for all phases of Top 40 competition are to be released under the new banner: country and western, rhythm and blues, rock and roll, gospel and novelty.

In the main, Pop-Side singles have been, and will be cut by independent producers. The label will also seek original masters on smaller labels for issue under the Pop-Side banner. To date, Bob Crewe, Petilto and Hill, and Paul Geallis have all produced dates for the new pop music wing. In addition the firm has a number of singles which it is importing from Italy.

A spokesman for the parent Riverside Company said that their would be no routine release pattern for the sides, but rather that they would be issued when public acceptance seemed most assured. Two sides have already been released: the Crew-produced Hedy, Freddie and Mee-Too vocal "Spinaround" and a country-flavored instrumental by Sammy Duckitt.

Other upcoming singles are by Tommy King, the Starfires, Vince Mauro and Ziggy Gonzales.

In addition to Pop-Side, Riverside has also instituted a black label Riverside ensign, which will carry pop-type material on LP's and singles by artists already established. It's hit performer, Cannonball Adderley, will be issued under this banner.

According to Prestige President Bob Weinstock, that firm's Tru-Sound entry will concentrate on the rhythm and blues market. His motivation for entering this field under a distinctly new label name is based on what he believes to be the "new" or

(Continued on page 34)

WINS Says Fast Dismissals Nipped Payola in the Bud

WASHINGTON — New York Station WINS, replying to a recent FCC call for a hearing on payola charges before license can be renewed, says it ain't necessarily so. WINS feels that there is no need for a hearing because steps were taken "immediately" to terminate the payola activities when they came to light. Owner and president of the station, J. Elroy McCaw, says he is a staunch anti-payola man who knew nothing of the skulduggery going on.

The station has been slated for sale to Storer Broadcasting for a
(Continued on page 12)

GRADUAL SHIFT TO 'GOOD MUSIC' CREATES QUANDARY FOR POP LABELS

McLendon Chain Buy of WGES in Chicago Presages Change From R.&B. to Sweeter Stuff; Other Trends

NEW YORK—What might turn into a radio programming trend is already worrying a lot of pop single record manufacturers. The sale this week of Chicago's top r.&b. and rock and roll station, WGES, to the McLendon chain, which specializes in good music programming, is one of the straws in the wind. The fact that Philadelphia now has only one Top 40 station, (with only two r.&b. stations) in a 12 station market is another.

WGES in Chicago has long been

the Windy City's most prominent r.&b. station. Al Benson, vet r.&b. deejay, has been with the station for years. Other well-known r.&b. deejays at WGES are Roy Wood, Ric Riccardo, McKie Fitzhugh, and Norm Spaulding. McLendon has long eyed a Midwest outlet, with its main desire for a Chicago station.

What is unsettling to the pop single record labels is the fact that many of them have pinned much of their future hopes to rock and

roll type of disks. Mainly this is because the rock and roll platters are the ones that the kids seem to want and the singles field is mainly a teen-age market. If the trend is changing toward good music, and toward less Top 40, and less rock programming, a good many labels could be out on a shaky limb.

Concern from the FCC may be giving pause to stations that generally, up until recently, were strong on Top 40 and rock pro-
(Continued on page 35)

MOA-ZOA in Co-Op Move

By OMER ANDERSON

FRANKFURT — Music Operators of America intends approaching West Germany's Central Organization of Coin Machine Operators (ZOA) with proposals for trans-Atlantic co-operation between the two organizations.

Nicholas E. Allen, member of the law firm serving as counsel to MOA, said Miller, the MOA national president, plans to contact Willy Mueller, the ZOA's president, with proposals that the two organizations co-operate in finding solutions to mutual problems.

ZOA long has been or record that "It's one coin machine world—your problems are our problems." ZOA's officers declare that they will welcome any approach by the counterpart American organization.

International Co-Operation

"This could be a tremendously significant development," a ZOA source declared. "This is the day of international co-operation, in business as well as politics, and it certainly should be extended to the coin machine industry."

ZOA sources sketched the following fields where there prevails a "mutuality" of interests:

1. Public relations.
2. Performing rights royalties (ASCAP and GEMA).

3. Taxation and general legislation.

4. Operator-Manufacturer relations.

PR Formula

The German industry has been feeling its way toward a PR formula that could be applied uniformly on a national scale. There is lively interest here in efforts of

the U. S. trade in this direction.

Most German operator executives freely concede this country's relative inexperience in high-voltage PR. In fact, the German trade is still divided between the schools of aggressive "tell your story" PR and the "best publicity is no publicity."

(Continued on page 39)

Distrib-Creditors Balked In Record Ent'prises Case

Injunction Blocks White Front; Court To Hear Debtor's Pay Plan September 7

HOLLYWOOD — Distributors who are among the principal creditors in the Record Enterprises' Chapter 11 proceedings (BMW, August 7) met informally last week to chart a course of action, but reportedly found themselves confronted by a dilemma at each turn.

Record Enterprises, this area's oldest rack-jobbing operation, owned the record concession at the White Front stores, the top volume discount chain. Prior to Record

Enterprises taking the Chapter 11 path, White Front informed the concessionaire of its decision to take over its own record departments.

Dilemma No. 1: White Front's attempt to sever ties with Record Enterprises was blocked by a court injunction in the form of a continuance until September 28, which means that at least until that date distributors will have to funnel their merchandise through Record Enterprises if it is to be sold by White Front. Distributors had hoped to recoup some of their losses by being able to sell White Front directly. They would much rather work with the fast-paying, volume outlet (it moves an estimated \$1,500,000 in disk merchandise annually) rather than deal through a debt-ridden jobber. The court's continuance has blocked the distributors on that score.

Dilemma No. 2: Sig Levitt, attorney for receiver Sam Jonas, called on distributors to put their merchandise into White Front on a consignment basis. The distributors, on one hand, are anxious not to lose product exposure at the mass discounter's Los Angeles, Van Nuys and Anaheim stores. On the other hand, if they consign merchandise through the financially tottering Record Enterprises, won't they be expected to follow a sim-
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Manufacturers Study Industry Problems, Dealer-Rack Troubles

NEW YORK—Recent events in the record business have caused renewed concern on high manufacturer levels at the direction in which the industry is moving. The events include the difficult financial problems of three rack jobbers in various sections of the country, and the reorganization late last year of two eastern one-stops. These happenings, combined with the slow shrinkage of regular dealer outlets in a number of large cities and the renewed expansion of rack jobbers such as Handleman, have helped cause the concern.

Thoughtful manufacturers have been aware for the last few years that in opening up new types of record outlets over the past decade they have been putting increasing pressure on their regular dealers. As evidence of this pressure, Detroit distributors claim that over the past two years, the number of dealers they service have been cut almost in half. And yet, the regular dealer has long been the only place in which manufacturers can move catalog merchandise, since—until very recently—the racks and the discount operations have only moved the cream items. Lately some racks have expanded to semi-full line establishments in specific outlets.

To All Corners

According to high brass in some of the larger companies, they have no choice but to sell records to all corners, whether they be regular record shops, racks, or discount houses. They say that under the laws of the land they can't turn down an account. Many of them feel that the rack jobber fulfills a legitimate function as an arm of the distributor, and as long as he sets up racks in food stores and other areas where records were not sold before he is entitled to a functional discount.

But at the same time, a number of executives do not deny their concern over the dealer and his problems. As one executive put it, "We are in a dilemma. We want to sell more through more outlets and yet we need the regular dealer to sell catalog as well as hot new merchandise. If we go

all the way with the rack or chain or discount operation, then we won't be in a catalog business in a few years. The problem is to try to keep the dealer alive and healthy while at the same time selling to the other types of outlets."

Another View

Another manufacturer stated that the problem came when any one large outlet, such as a chain, or rack jobber or discount operation became so powerful that he was almost able to dictate terms to the manufacturer or distributor. He said: "I know that a distributor believes he is doing himself a good turn when he moves a massive load of records through one outlet and saves himself the bookkeeping that goes with 40 or 50 small accounts. But then he is in the position of a factory that makes all of its products for one user. That one account can force his price down, and can make him take back all of the dead material. And at the same time the big account is selling records for a lower price than the smaller dealer. This isn't healthy for anyone," the executive said.

Another problem, said this manufacturer, was dumping. "In other, less frantic days, manufacturers used to dump their surplus product overseas somewhere so it didn't hurt the domestic market. Now some manufacturers dump their product anywhere, allowing large outlets to grab huge chunks of it and offer it at fantastically low prices. This hurts everyone too."

A longer-range view of the problem was taken by an executive who felt that things would right themselves in time. He said that the necessity of making a normal profit to stay in business would force out of the disk industry a lot of fly-by-night discount operations. He suggested that a lower list price with a lower mark-up, say 25 per cent, would make it harder for discount operations to sell records as they are now doing. The discount operation, he said, is faced with a rising cost problem these days rougher than that faced by the dealer.

Mercury Attempts Disposal of Company-Owned N. Y. Distrib

NEW YORK—Mercury Records is currently engaged in disposing of its last company-owned distribution branch here in New York. Mercury executives have talked to both Alpha distribs and Portem distribs in this city about taking over the New York branch. The Alpha talks didn't jell, but it is understood that Portem has not made up its mind either way at this point.

Mrs. Bob Pare, head of Portem, told BMW that she had been approached, although she also stated that no formal meetings have yet been held.

At one time Mercury had nine company-owned branches, in Boston, Philadelphia, New York, Pittsburgh, Cleveland, Chicago, Milwaukee, San Francisco and Los

Angeles. Since that time the firm has disposed of all branches except New York. A few weeks ago Garmisa in Chicago purchased the Mercury Chicago branch.

Reason for the disposal of the branches is due to a philosophy of Mercury chief Irving Green. He believes that a record company is a creative organization and that its money and personnel should be tied up in creative functions rather than in handling branch sales.

Bihari Enters Custom Field

HOLLYWOOD — Jules Bihari will invade the custom pressing field through his newly equipped Cadet Records Manufacturing Company, BMW learned last week. Bihari, who claims his plant is "the most complete of its kind in the country," explained that a major feature of his firm is that it's equipped to handle all stages in the making of a record "from milling the biscuit to poly-bagging the finished album," all under one roof.

He told BMW that his one-stop pressing service will offer accounts varied services, including color separation, off-set printing, album fabricating, plating, mastering (for both stereo and mono), color label printing, record pressing and poly-bagging. These are in addition to Cadet's Banbury milling equipment needed in preparing the material for pressing disks. Fact that all the steps are handled under one roof, Bihari said, will allow Cadet to provide faster service at from 15 to 20 per cent under market price.

Sinatra Nixes 'Subways' Deal

HOLLYWOOD — Frank Sinatra last week called off his deal for the rights to Broadway's upcoming "Subways Are for Sleeping" musical because the singer's label, Reprise Records, would not get the original cast recording.

Sinatra's purchase price for the property, giving him movie and disk rights, could have climbed to the \$1,000,000 mark. Sinatra pulled out of the deal when he learned that "Subways" producer, David Merrick, had concluded an original-cast album deal with Columbia Records.

New Members and Top Subjects at ARMADA Meet

NEW YORK—ARMADA held a special meeting in New York last Friday (18) to consider industry problems as well as to set a course of action for the organization. At the meet President Art Talmadge introduced new board members Archie Bleyer, Leonard Chess, Pop Daily, Bobby Shad, Henry Droz, Fletcher Smith and John Kaplan.

Among the new activities to be implemented by ARMADA this year were an all-out membership drive and dealer education projects, to help dealers with merchandising techniques as well as sales personnel training, and use of dealer point-of-purchase materials. Other subjects discussed were payola, the LP sales price structure, elimination of federal tax on records, and the possibility of setting up a clearing house for financial information. Also discussed were a monthly newsletter, regional meets, inventory control for dealers and a new BPI Index.

DISKERIES IN 'ASK YOU' RACE

NEW YORK — A number of American diskeries are in an old-fashioned race over the tune, "Well I Ask You," which rose to the No. 1 slot in England via a recording by Eden Kane. Capitol has released it here by Kay Starr. Epic is rushing out a release by Bobby Venton, and Sun Records is planning a release momentarily. Other labels are expected to cut the tune, too. Song is in Essex Music, Ltd., England, and in Hollis, Inc., here.

Camden Stations' Drop of Rock Tightens Philly as Promo Area

PHILADELPHIA — This town may very well be the toughest key market for record pluggers to cover in the country. Local stations WIP

and WCAM (Camden, N. J.) have dropped Top 40 programming (and top-rated deejay Hy Lit) this month, making WIBG the only Top 40 outlet left in this 12-station market.

Stations WDAS and WHAT are primarily rhythm and blues outlets, while the others feature "good music" and/or big band programming (i.e., WRCV and WPEN).

Politics reportedly brought about WCAM's switch from rock and roll. Local distributors report that the new mayor of Camden, Alfred Pierce, decreed rock and roll must go at the municipally owned outlet, and that henceforth all employees of the station must be residents of Camden.

In addition to Hy Lit, WCAM also axed deejay Jerry Blavit. Both leave the station September 8. Commenting on the programming change, WCAM Manager Douglas

WILLIAMS ON PLATTERS' PICK

NEW YORK — A "Spotlight" review of the Platters' Mercury record "I'll Never Smile Again," which appeared in the July 10 issue of BMW, incorrectly listed the lead singer of the group as Sonny Turner.

The Platters' long-time lead, Tony Williams, is featured on the disk. Turner replaced Williams as the Platters' lead when Williams went out on his own as a single several months ago. However, the single was taken out of an album, which Williams cut with the group before they split.

(Bud) Hibbs said, "Rock and roll days are numbered. It's not good for youth." He also said that management's feeling was that r.&r. has been too closely associated with payola and they don't want to chance losing the city station's license.

Roulette Snares Dinah Washington

NEW YORK—Dinah Washington's pacting by Roulette Records—long rumored in the trade—was finalized last week. The thrush will record for Roulette as soon as her present Mercury contract ends this fall.

The singer reportedly received a hefty advance for signing with Roulette. Although Clyde Otis, who recorded her biggest hits at Mercury, is now with Liberty, it is understood that his contract with that label permits him to cut sides with Miss Washington for Roulette.

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JOE EXITS

Planetary Buys Kolsky Interest in Roulette

NEW YORK—Joe Kolsky, executive vice-president of Roulette Records, is leaving that label September 1. His interest in the firm has been bought by Planetary Music Publishing Company, Inc., the Roulette-affiliated publishing outfit, which is operated by Phil Kahl.

Henceforth, Morris Levy, Roulette president, is expected to assume a more active part in the over-all daily operation of the label. No replacement has been set for Kolsky, but Levy said he will now "function more directly in sales" and Bud Katznel, publicity advertising chief, "will remain in his over-all sales capacity, working directly with Roulette distributors."

At the same time, Levy announced the signing of Dinah Washington (see separate story) and stated that Roulette's plans for the coming year included the pact-

ing of other big-name artists. The label, said the exec, will continue to cut down on the quantity of product release—both singles and albums—in order to concentrate full sales and promotional powers behind product which is released. Levy emphasized that Kolsky's parting with Roulette was on an "amicable basis"—adding, "whatever success Roulette has enjoyed over the past years since it was first formed is due in a great measure to the tireless efforts on the part of Joe Kolsky."

Kolsky said he would announce his future plans after he takes a short vacation. He also said he would probably stay in the record industry.

Kolsky first entered the record business in 1955 as a partner with Morris Levy and George Goldner in Rama and Gee Records. Goldner was bought out when Roulette was formed, and Kolsky took over sales and promotion reins for the new firm. Roulette stockholders include Levy, Phil Kahl and Morris Gurleck. Roulette bought back a stock interest held by artist and repertoire men Hugo Peretti and Luigi Creatore when they left Roulette to join RCA Victor.

Henry Glover will continue to head up Roulette's a.&r. department in the pop field; while Teddy Reig handles jazz a.&r. Other department heads—all of whom report directly to Levy—include Katznel, art director Arnold Meyers, production head Rudy Traylor and Comptroller Howard Fisher.

10 New Artists Signed, Waxed & Promoted by MGM

NEW YORK — A total of 10 artists have been signed to the MGM, Verve and Cub labels, it was announced by Arnold Maxin, MGM Records president.

MGM plans a high-powered campaign for the fall season, with promotion geared to the dee-jay, dealers, one-stop and juke box levels. The drive will encompass releases on three labels, and will attempt to establish the new artists in time for the teen buyers' return from summer camps and vacations.

Signed to MGM are the Five Shades, Joe Leahy and ork featuring the Teen Starlets (who will also cut as a separate group), Somethin' Smith and the Red-heads, and country artist Bill Carter. Cub has acquired Arlene Martell, the Harptones, the Dyanamos and the Stereos. Randy Sparks has been signed to Verve.

Leslie One-Stop Files Chapter 11

NEW YORK—Leslie Distributors, large New York one-stop owned by Lou Boorstein, filed voluntary proceedings under chapter 11 of the Chandler Act. Firm filed the arrangement petition on Monday (14) in the Southern District Court of New York.

In the petition, the firm's liabilities were given as \$192,600, and assets were stated as \$180,000. There will be a hearing this week on the petition. A meeting of the creditors will be held on Tuesday (22).

Back in February (BMW, February 20) Boorstein called a meeting of the firm's creditors to explain a \$50,000 loss in inventory. Boorstein said then that this was due to pilferage which he said dated from June of 1960. At that time Boorstein reported assets of \$250,-

N. Y. Air Filled With Moving Dee-jays

NEW YORK—The local radio scene continues to be one of upheaval, with disk jockeys moving in and out of key radio outlets.

This week, for example, one of Chicago's top dee-jays, Sam Holman (also program director of WLS in that city), left WLS to join WABC here. At the same time WABC is bringing in another out-of-town dee-jay, Bruce Morrow, WINZ, from Miami. Holman will

take over the station's 1-3 p.m. time period, and will also handle some programming duties. Stations WLS and WABC are both ABC affiliates.

Persistent rumors that Alan Freed would take over the 7-10 p.m. time slot at WADO here were officially scotched last week by manager-veepee Sydney Kavaleer. In a letter to the trade he said, "For the record we contemplate no

changes in our programming or personnel, which would include Alan Freed."

Earlier this month, Jack Lazare left his long-time post at WNEW here to take over the all-night dee-jay post at WINS. Lazare was one of several recent personnel changes at WINS. The outlet has also acquired a new program director, Ted Steele, (ex-WNTA-Newark, N. J., manager) and a new musical director, Bob White (ex-WMCA, here), during the last few weeks.

Personnel changes also took place at WMGM this month, with jockey Mike Lawrence leaving the station and Bob Callan moving over from WMCA to take over WMGM's 10-5 p.m. daily time seg. At the same time, David Yarnell, co-program director of WMGM, resigned to enter the TV packaging field.

Wave of Ork Wax Could Herald Big Band Revival

NEW YORK—The 1960's may herald the advent of a dance band vogue. Bands are in big demand again this summer at amusement parks, and more and more radio stations are stepping up their band music programming, with ork wax deemed particularly effective for stereo broadcasting.

At the same time, record companies are increasing their output of dance band LP's. The first week of this month, for example, Decca released eight ork albums and Capitol marketed four.

The Decca packages spotlighted the Warren Covington - Tommy Dorsey ork, Guy Lombardo, Jan Garber, Sammy Kaye, Wayne King, Rafael Mendez, Bert Kaempfert, and Carmen Cavallaro. The Capitol albums featured Guy Lombardo, Glen Gray, "The Best of Duke Ellington" and "The Hits of Jimmie Lunceford" by Billy May and members of the late Lunceford's ork. The new London Phase 4 Stereo line featuring product by Ted Heath, Stanley Black, Edmundo Ros and others.

Benny Goodman and his band pulled sizable crowds to Disneyland in Southern California this summer; while Freedomland, New York's new amusement park, followed suit this month. Among the bands scheduled by Freedomland this summer are Goodman, Count Basie, the Glenn Miller ork with Ray McKinley, Lew Castle and the Jimmy Dorsey ork, Duke Ellington and Louis Armstrong. Cognizant of Freedomland's new emphasis on band music, MGM Records recently signed Paul LaValle, who directs all of Freedomland's house bands. Also on the band kick is Pacific Ocean Park in Santa Monica, Calif., where Freddy Martin performs nightly.

Meanwhile, the radio networks are on the bandwagon again this summer. CBS last week started a new weekly Sunday series of live broadcasts from Freedomland, featuring the aforementioned bands. CBS is also carrying a flock of big name bands this month, via remotes from Atlantic City's Steel Pier at

various times during the week. The line-up includes Les Brown, Jerry Wald, Maynard Ferguson, Billy May and Gene Krupa.

The best-known big band station in the country is WRCV, Philadelphia, which plays only big band wax. The outlet's latest promotion revolves around a live remote from the Drexelbrook Swimming and Tennis Club for a two-hour broadcast, August 28, from 9 to 11 p.m. Dee-jay Bill Bransome will emcee the show which will feature Tommy Dorsey-Warren Covington ork and the Tommy Ferguson Dixieland jazz crew.

Drexelbrook recently started a new big band booking policy whereby name bands play in a tent pitched on the pool patio Monday nights. Louis Armstrong played there last week, and Woody Herman is booked there this Monday (21).

MGM recently tied in with WRCV's Big Band policy, via Larry Elgart's "Visions in September" LP. The station purchased (at cost) 1,500 copies of the album, which were distributed as a promotional piece to advertising agency time buyers and sponsors.

Yablon Buys Out Partner in Arnold Distributor Deal

CHICAGO—Jerry Yablon has bought the interest of Morrie Price, his former partner in Arnold Records, local distributors. Yablon is now sole owner and head of the operation.

Price, a well-known record industry veteran and formerly a vice-president with Mercury Records here, said he will announce his plans soon.

Yablon was with Arnold since its inception in 1959. Before that, he spent six years with Mercury.

Yablon said that all present Arnold policies and personnel would remain intact and that he intended to increase his promotion and sales staff.

Aberbachs Buying Duane Eddy Hits

NEW YORK—The Aberbach Freres have purchased 40 copyrights penned by Duane Eddy from the Gregmark music firm. Copyrights includes such items as "Rebel Rouser," "20 Miles of Bad Road," "The Lonely One" and "Rebel Walk."

It is understood that the Aberbachs paid \$30,000 for the tunes. They acquired the copyrights for world-wide use subject to existing contracts. Gregmark is the Lester Sill-Lee Hazelwood Publishing Company.

No One Sleeps On 'Subways'

NEW YORK—The fight for original-cast show albums continues to rage in the record business as was illustrated by the snagging of "Subways Are for Sleeping" by Columbia Records last week. Just a few days earlier, Frank Sinatra's diskery, Reprise, had announced that it had secured both the picture rights for Sinatra's film production firm, as well as the original-cast rights for Reprise.

The story around this album indicates the keenness of the competition for show scores. Months ago it was believed by many in the trade that Columbia had the cast rights sewed up due to the closeness of composer Jule Styne with Columbia president Goddard Lieberson. Yet, at the same time, there was a report that RCA Victor believed it had a good chance for the score due to the job it was doing with "Do Re Mi." This show was produced by David Merrick, who is producing "Subways."

The Sinatra announcement hit Columbia like a bombshell. Reports are that Lieberson and Styne talked for a long time, and that the negotiations started again, with Columbia signing the rights last week.

The cause of the negotiations breaking down with Sinatra are not known. What is apparent is that when Reprise announced it had the album rights to "Subways," it sincerely thought it did.

ACCURATE LOGS INDIES AGAIN

NEW YORK—Air play of all records on four key indie radio stations here now is being logged once again by Accurate Reporting Service of Brooklyn, which for years has provided the music-record industry with a music logging service covering the radio networks. Accurate once before produced a log on the indies for a brief period, and demand from subscribers has induced the firm to reinstate the report after a hiatus.

The service now will list all records played, hour by hour, over WMCA, WINS, WMGM and WNEW, between the hours of 8 a.m. and 1 p.m. seven days per week. As with the service covering the radio networks, such a log shows clearly how much air play is obtained by record companies, distributors or music publishers on the key indies, every play listed for each record. Accurate's subscription rate on the service is \$25 per week.

Capitol Sets Discount Deal

HOLLYWOOD—Capitol is offering special discounts to dealers for both Angel and Capitol Records in its fall program. On Capitol purchases qualified dealers who buy 50 Capitol LP's will get a 12 per cent special purchase discount plus a co-op ad allowance of 3 per cent.

Qualified dealers who buy 30 Angel LP's will receive discounts ranging from 12 per cent to 20 per cent. The 12 per cent discount will be applied to new releases plus 100 selected titles; a 15 per cent discount will be applied to a second grouping of 200 titles, and a 20 per cent discount will be applied to the remainder of the Angel catalog. All orders will be billed at the time of shipping, but the deal allows for deferred shipping, either immediately, October 26 or November 27.

The Capitol program also encompasses a 100 per cent controlled 100 per cent exchange plan.

Concert-Disk New Businessmen Wax Club Distributors

CHICAGO—Concert-Disc has taken over as national distributor for Businessmen's Record Club, producers of professional lectures and educational material. Concert-Disc will push sales at the dealer level.

Businessmen's, organized last year, provides professional material for members on a once-a-month basis. The firm is affiliated with National Research Bureau here and is headed by Robert Stone. The club operation will continue in addition to the new retail approach through dealers.

Initially, Concert-Disc is taking on five LPs: "Selling Your Best Self to Others," Dr. Preston Bradley; "Selling by Telephone," J. George Frederick; "Hot-Button Salesmanship," Jack Lacy; "Nothing Happens Until Somebody Sells Something," Arthur H. (Red) Motley, and "How to Sell Better," Ed J. Hegarty.

Fred Cassman, Concert-Disc sales manager, said that more albums will be added from time to time.

Under the club operation, members agree to purchase four albums a year from a series of 12 monthly selections. Albums are priced \$5.95 each.

AUTHORS & COMPOSERS CRITICIZE FRENCH PERFORMING RIGHTS GROUP

Cleffers Bring SACEM to Task for Practices Following Trend of European Writers Asking Royalty Accountings

By OMER ANDERSON

PARIS—France's ASCAP-type organization, Societe des Auteurs-Compositeurs et Editeurs de Musique (SACEM), is the target for swelling criticism of its handling of royalty payments.

It is charged that SACEM spends too much money on administrative functions and is diverting

money into business enterprises outside the scope of its proper activity.

These charges have been packaged and brought into the open by the French trade publication, Le Technicien du Film.

The magazine raked SACEM over the coals for its business practices. Le Technicien presented a study showing that of every 225 francs collected in royalties by SACEM, it paid out only 100 francs to the composer.

Le Technicien criticized SACEM for its accounting procedures, which, the magazine contended, fail to present a clear picture of the organization's finances to its members.

And the magazine charged that SACEM is using royalty collections

to finance the purchasing of real estate and stock in a bank.

SACEM promptly accused Le Technicien du Film of "malicious slander." The president and 14 members of the society's administrative council brought suit against the magazine in a Paris court.

SACEM's brass said in their suit that they felt particularly slandered by the magazine article's statement that only 100 francs of every 225 collected reached the composer.

The Paris court conducted lengthy hearings in the case, investigating in detail facts, figures, and allegations in the magazine article. The court then ruled that the magazine article constitutes "permissible criticism." The suit was thrown out and SACEM ordered to pay costs of the hearing.

Criticism of SACEM parallels that of GEMA in West Germany, which is the focus of demands for legislation rigidly controlling the performing rights society's royalty collection and disbursements.

Deputies of Chancellor Konrad Adenauer's Christian Democratic Union have raised the question whether GEMA isn't pocketing too much money for administrative expenses.

Justice Minister Fritz Schaeffer, in response to the deputies' request, has just made public GEMA's receipts and administrative expenditures. Schaeffer's figures show that GEMA, in contrast to the costs quoted for SACEM by Le Technicien, is a relatively frugal organization.

Schaeffer said GEMA's administrative costs had declined from 21.55 per cent of total revenues in 1957 to 15.88 per cent in 1960. However, there is puzzlement over Schaeffer's figures for GEMA receipts.

Despite the tremendous expansion (Continued on page 8)

New London Phase 4 Line Debs To Distrib Applause, Album Plan

NEW YORK—London Records officially kicked off its Phase 4 Stereo program (BMW, Aug. 14) Tuesday (15) at an enthusiastic meeting attended by distributors, critics and key record buyers, and outlined details of the drive. For the dealer, the program starts immediately and ends September 15. Merchandise include 12 Phase 4 Stereo, and 12 Sound 4 Mono albums, plus a Phase 4 Stereo demonstration LP. List of the stereo product is \$5.98, with the mono package listing at \$4.98. (See New Releases for product.)

The discount is pegged on a "Buy 6 Pay for 5" deal. A special Phase 4-Sound 4 pre-pack in two

cartons contains 48 stereo and 12 mono packages, plus an extra bonus of two free stereo demonstrations LP's and one mono demonstration LP. Catalog list value of the pre-pack is \$346.80; regular dealer cost is \$215.16, and dealer cost at the 6 for 5 rate is \$179.30.

On an individual LP basis instead of pre-pack, a dealer can buy six stereo packages, paying for five at \$3.71 and receiving one free. Six mono packages are obtainable by paying for five at \$3.09 and receiving one free. As an extra bonus, the dealer receives one stereo demonstration LP for every 42 stereo packages ordered.

Payment Schedule

Payment schedule calls for one-half November 10, with 2 per cent cash discount. Program also entails a 10 per cent extra return privilege, whereby the dealer will be entitled to return an amount equal to 10 per cent of his total program purchases on these items—on a dollar basis rather than on an item by item basis.

The new London line will be supported by exceptionally strong point of sale promotion material and ad campaign in national consumer magazines. For the latter, over \$100,000 has been ticketed for the months of September, October and November.

It is known that in addition to promotional efforts by London at the deejay, retail and other levels, certain key distributors plan to organize promotional efforts of their own. One of these is Jimmy Martin of Chicago, who plans a Mid-western conclave to be attended by jocks, dealers, press, etc.

The Tuesday session at London Records' headquarters wherein Leo Hartstone and other execs outlined the musical and engineering characteristics of the new line, pointed up a number of other interesting facets. London Records, a pioneer in sound, invested about one-half million dollars in research on the new line. Production costs, Hartstone pointed out, could total three times as much as in the case of other recordings, owing to the great amount of time spent by arrangers, engineers, etc. Hartstone noted, however, that these costs could diminish as more knowledge was amassed.

It was also noted that the packaging makes use of all four sides of the book-type cover to help sell the album; and a key aspect of this is the fact that the liner notes takes the customer behind-the-scenes via an explanation of the new line from a musical and engineering point of view.

SING-ALONG IN GERMAN

HAMBURG—Polydor has just issued the first German sing-along disk.

Wilma Lucini, new Polydor star, sings in the American sing-along format for "Ja, Ich Bin Einsam Heu' Nacht," a new text to Elvis Presley's "Are You Lonesome Tonight."

Polydor is also pioneering in West Germany a top tune quiz. This consists of the distribution of disk form charts by record shops, predictions as to which disks will make the top tune lists.

The filled-out prognostications are then mailed to Polydor, which rewards the winners with gifts of free disks.

The quiz helps Polydor to monitor more closely disk tastes, adjusting its production program accordingly. It, in effect, is a highly effective form of poll.

Sid Brandt Ankles MGM

NEW YORK—Sid Brandt, vice-president in charge of sales and operations for MGM and Verve Records, has resigned from the company. Brandt, who came to MGM in 1959, has played a key role in the firm's expansion over the past two years. During his tenure as sales and operation chief, MGM sales reached the highest figure in the firm's history.

Brandt is currently considering several opportunities both in and out of the business. He said that he would announce his future plans within the next few weeks.

Meanwhile MGM President Arnie Maxin stated that Brandt's functions would be split into two categories and taken over by two men. Andy Miele will head all sales and marketing functions. A new director of operations was due to be appointed within a month.

Hill's Universe Aims at Foreign Language Buyers

HOLLYWOOD—Bill Hill last week launched his Universe Records firm devoted exclusively to the domestic distribution of international recordings. Product will be aimed at foreign-language buyers as well as the general disk market. Universe will issue 12 LP's made abroad August 29, and will follow this entry with a regular releasing schedule averaging four albums per month.

Hill was vice-president and Eastern district sales manager for Capitol Records Distributing Corporation. More recently, he has specialized in international disk production and sales for the Fiesta label. Hill will headquarter his Uni- (Continued on page 36)

Sales Changes In MGM Staff

NEW YORK—Andy Miele, newly appointed marketing director for MGM Records, has moved a number of MGM and Verve sales staffers into new posts. Sam Levy has been named Eastern regional sales manager, working out of New York; Allen Wolk has been appointed Southern regional sales manager in Cleveland.

Bernie Silverman continues as West Coast sales manager for MGM, Verve and Cub. The regional men will be responsible to domestic sales chief, Sol Greenberg on Cub and MGM and to Harry Hostler on Verve. All sales managers, in addition to deejay promotion chief, Julie Rifkind, report ultimately to Miele. Miele also announced that the recent MGM and Verve album programs have been extended to August 31.

UA Names Woods V.-P.; Tags Raker As Sales Topper

NEW YORK—Two major executive appointments were made by United Artists Records' Vice-President-General Manager Art Talmadge last week. Chet Woods joins UA as a vice-president September 1, and Jerry Raker is UA's new national sales manager.

Woods, formerly vice-president at Mercury Records and prior to that affiliated with Capitol and Columbia, will function primarily in the areas of merchandising and marketing at UA. Raker was in charge of UA's Eastern sales operation for the past two years and has been in charge of national sales for the past month. He succeeds Andy Miele, who moved over to MGM-Verve as sales manager this month.

Stations Hunting 'Live' Talent

By JUNE BUNDY

NEW YORK—Although local radio is frequently charged with failing to program live entertainment, several radio stations have been quietly doing their bit in behalf of live talent for the past few years.

For example, Westinghouse station KYW, Cleveland, is readying its "KYW Road Show," featuring local amateur talent (with KYW deejays as emcees) for the fourth consecutive year. Station WREC, Memphis, will co-sponsor the Mid-South Fair Youth Talent Contest at the 1961 Memphis Mid-South Fair and Live Stock Exposition again next month, marking its sixth year of sponsorship.

A new comer to the talent-hunt scene is KRIZ, Phoenix, which has organized a troupe of 26 local young people (7-21) into the "KRIZ Roadshow." As of August 1 the troupe, chosen by auditions, is entertaining at local civic, social and fraternal organizations free of charge.

Earlier this year, the Keystone Broadcasting System, a group of local Southern and Southwest stations, staged its fourth annual talent hunt in co-operation with Pet Milk. More than 7,000 performers entered the contest, which was won by country and western singer Johnny Rose, representing KBIM, Roswell, N. M.

Pet Milk sponsors the annual talent hunts in conjunction with its half-hour weekly transcribed version of "Grand Ole Opry" which is carried exclusively on 200 Keystone outlets. The winner, selected by a panel of professional radio and recording execs, is signed to appear on "Grand Ole Opry" in Nashville, and to a recording pact.

Station WABC entered the picture this summer with a dual-talent hunt for live musical performers and aspiring deejays. ABC-Paramount will record the as-yet-unannounced live talent winner. The WABC deejay award went to Les Marshak, a junior at Columbia University's College of Pharmacy, who will shortly have a disk show of his own on the outlet.

The "KYW Road Show" originated four years

ago, when Arlene Rae Blank organized a group of high school students to entertain at local hospitals. Under the sponsorship of KYW the troupe now includes over 100 members ranging in age from 9 to 49. In addition to entertaining at hospitals, the "KYW Road Show" also helps community groups raise money for worthy projects. The station pays for everything (director's salary, production, etc.) with the exception of the cost of chartered bus if the appearance is outside Cleveland. The bus tab is picked up by the fund-raising group. The "KYW Road Show" averages from six to eight appearances a month, mostly on weekends, since the majority of the performers are still in school. To date, the troupe has made over 375 appearances within a 70-mile radius of Cleveland, helping welfare and civic groups raise \$58,100.

No Presley—Yet

None of the station talent hunts have discovered another Elvis Presley yet, but they have helped many youngsters along the road to professional careers. Station KYW is particularly proud of seven young people, who have made the grade in professional show business, through recording contracts and nitery dates. They are singer Lee Mathews, comedian Johnny Ramsey, dancer Donna Prinz, dancer Toni Siera, pianist Tom Borling, co-bandleaders Jim and Bob Becker.

The Memphis Mid-South Fair Youth Talent Contest is co-sponsored by WREC and the Memphis Press Scimitar. Successful winners include singer Jimmy Demopoulos; the Wagon Sisters, a vocal-piano duo; the Stanzas, a male vocal quartet, and dancer Margaret Ann Riales.

Finalists in various categories (vocal, instrumental, novelty, group and dancing) compete during early fair days, and finals are held on the closing night, with a Sweepstake winner in each category, and a Grand Award champion from all categories. Winners get cash awards, and the Grand Award winner receives an all expense trip to New York, Chicago, or Hollywood, and an audition with a TV network.

Willson, Partners Launch Label to Build New Talent

HOLLYWOOD—Heny Willson, veteran movie-TV talent agent and reputed discoverer of some of film-land's top names (Lana Turner, Rock Hudson, Joan Fontaine, Rhonda Fleming, etc.), last week formed his own record company in an effort to harness the disk medium's star-making powers in building his new discoveries. He formed the firm in conjunction with Hollywood attorney, Ludwig Gerber, and artist manager, Nan Morris. Label will be called Zing Records.

Willson said the first artists to be introduced under the Zing banner will be Dack and Dirk Rambo, singing twins. He told BMW that he will feature only the newcomers getting the Willson build-up on the label. Willson explained that he has been intrigued for some years by the disk's ability to skyrocket unknowns into overnight stardom, and for sometime has planned launching his own label.

Willson assigned national distribution to Dorothy Freeman's Buckeye Distributors.

Dot®

RECORDS proudly presents

the **LENNON SISTERS**



"SAD MOVIES"
(MAKE ME CRY)

#16255

& BUYING GUIDE

• Reviews of New Singles

The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

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

#16234 Yellow Bird
The Mills Brothers

#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

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

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

BROOK BENTON
FRANKIE AND JOHNNY (Ben Day, BMI) (2:27)—**IT'S JUST A HOUSE WITHOUT YOU** (Paly, BMI) (2:35)—Two fine sides by Benton here, showing off both his back and the kids will be back buying records of these two sock sides. "Little Sister" is a catchy rocker which Elvis sings with spirit; flip is more in the ballad vein and it's sold smoothly. **RCA Victor 7908**

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



"THE NATION'S BEST SELLING RECORDS"



NEW LP RELEASES

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

COLUMBIA

VOICES IN MOTION—Simon Rady—CL 1665-CS 8465 (Sept. 1)
MILES DAVIS IN PERSON—(2 LP's) 1695-CS 8495 (also available singly) (Sept. 1)
YOUR REQUEST SING ALONG WITH MITCH—Mitch Miller and the Gang—CL 1671-CS 8471 (Sept. 1)
PETE SEEGER STORY SONGS—CL 1668-CS 8468 (Sept. 1)
SONGS OF THE FAMOUS CARTER FAMILY LESTER FLATT AND EARL SCRUGGS—CL 1664-CS 8464 (Sept. 1)
JUST A LITTLE SENTIMENTAL—Marty Robbins—CL 1666-CS 8466 (Sept. 1)
RHYTHM IN MOTION—Johnny Williams and His Orch.—CL 1667-CS 8467 (Sept. 1)
STAGE LEFT, STAGE RIGHT—Jack Pleis Orch.—CL 1662-CS 8462 (Sept. 1)
THE NEW ANDRE KOSTELANETZ "WONDERLAND OF SOUND"—CL 1657-CS 8457 (Sept. 1)
MY HEART SINGS—Tony Bennett—CL 1658-CS 8458 (Sept. 1)
I HAVE DREAMED—Doris Day—CL 1660-CS 8460 (Sept. 1)
GOLDEN MEMORIES—George Morgan—CL 1631-CS 8431 (Sept. 1)
LAUGH ALONG WITH THE KIRBY STONE FOUR AT THE PLAYBOY CLUB IN PERSON—CL 1646-CS 8446 (Sept. 1)
HERE I GO AGAIN—Eileen Farrell—CL 1653-CS 8453 (Sept. 1)
LA VIOLETERA—Sarita Montiel—EX 5056 (Sept. 1)
A GOZAR!—La Sonora Santanera—EX 5058 (Sept. 1)

QUE ALEGRE ES MEXICO!!—Conjunto to Tierra Blanca De Chlco Barcelata—EX 5059 (Sept. 1)

HARMONY

HOLIDAY FUN FOR CHILDREN—Rosemary Rice—HL 9531 (Sept. 1)

ELEKTRA

FOR DOCTORS ONLY!—Oscar Brand—EKL 204-EKS 7204 (Aug. 15)
THE WHOLE WORLD DANCES—Geula Gill-Oranim-Zabar—EKL 206-EKS 7206 (Aug. 15)
TREASURE CHEST OF AMERICA FOLK SONG—Ed McCurdy—EKL 205-EKS 7205 (Aug. 15)

CAPITOL

IMMORTAL MUSIC FROM THE MOVIES—Whitmore & Love—T 1599-ST 1599 (Aug. 28)
TWO SIDES OF LOVE—Dick Williams—T 1600-ST 1600 (Aug. 28)
SONGS WITHOUT WORDS—Jack Marshall—T 1601-ST 1601 (Aug. 28)

ANGEL

BELLINI: Norma—3615 C-L—S3615 C-L (Aug. 28)
ROSSINI: IL BARBIERE DI SIVIGLIA—Highlights—35936-S35936 (Aug. 28)
VERDI: AIDA—Highlights—35938 (Aug. 28)
PUCCINI: LA BOHEME—Highlights—35939 (Aug. 28)
PONCHIELLI: LA GIOCONDA—Highlights—35940-S35940 (Aug. 28)

BERLIN CONFAB INFORMS WB EUROPEAN LICENSEES

By DON WEDGE

LONDON — The international situation not worsening, Warner Bros. Records holds its first European conference in Berlin Friday (25). Licensees from 11 continental countries will be involved. Part of the main conference will be devoted to assessing the chances of new, as yet unscheduled, material in Europe, Warner's international director Bobby Weiss said here.

"We planned the preview of the new material so that the European executives can take an active part in formulating releasing policy," Weiss told BMW. "Their views will play an important part in the

future of the material concerned. Acetates have been specially flown to Europe for the purpose."

About 30 members of various Warner licensees are expected at the meet. There will also be discussions about added fall releases but a considerable time will also be taken with "Fanny" and "Parrish," both major disk-movie prospects from Warners. Music and trailers from both will be spotlighted as well as the "Fanny" film being shown in full. Another feature will be a documentary short, produced by Warners, on the history of sound and the part the firm played in its development in the cinema and now through records.

The delegates will also attend the recording of an album Connie Francis will be making with the Werner Muller-ork, for 1962 Warner release. (Muller has been freed to make the album by Teldec, Warners' London distributor.)

The meeting has been timed to coincide with the big Radio Exhibition being staged in Berlin August 25-September 3. Connie Stevens will take part in a big televised concert as part of the event. She was due in London Saturday (19) to launch "Parrish" on the main ITV Sunday variety show, next day leaving with Weiss for Berlin. She is due to visit Paris before returning to America by August 28.

Cap Discounts C-O-W Series

HOLLYWOOD — Capitol is launching a four-week discount program on its Capitol-of-the-World (international) series, allowing dealers to buy a C-O-W LP at half price for every one they purchase at full price. The half-for-one program runs from August 21 through September 15. Discount push applies to the complete C-O-W catalog, with the exception of Christmas fare, and includes the series' new release.

LATE POP SPOTLIGHTS

THE PARKAYS



LATE DATE (Walmay, BMI) (2:27)—Here's a swinging instrumental item that has both excitement and flavor. It has a chance to grab a lot of juke coins and counter sales. Flip is "Get It." (Walmay, BMI) (2:34).
ABC-Paramount 10242

JAN AND DEAN



JULIE (Excellorec, BMI) (2:26)—Jan and Dean could have another winner with this attractive reading of a mild rocker that also features a clever and catchy arrangement. Flip is "Don't Fly Away" (Hill & Range, BMI) (2:03).
Dore 610

CHRIS KENNER



SICK AND TIRED (Travis, BMI) (2:22)—Chris Kenner had a big r.&b. hit with this in 1957, and his popularity is so strong right now that this swinging re-release could happen all over again, both r.&b. and pop. Flip is "Nothing Will Keep Me From You" (Travis, BMI) (1:56).
Imperial 5767

GI SHOW SPOTS REAL JAZZ PRO

WASHINGTON — The Army's "Rolling Along" show for 1961 will feature a real jazz pro in the show's band when it premieres at Fort Belvoir, Va., August 24 prior to starting its world tour.

String-bass player Joseph Henderson, 24-year-old Ohioan from Fort Benning, Ga., has led his own band in a two-year hitch at the Dunes in Las Vegas; has played with such reknowns as Lionel Hampton, Sonny Stitt and Pepper Adams, and has been guest composer-soloist with the string ensemble of the Detroit Symphony Orchestra.

The Army features, among others, winners from its annual talent competition, with entries from every outpost on the globe.

MGM's G. Moretti Down Mexico Way

NEW YORK — Gene Moretti, international sales manager for MGM Records, arrived in Mexico this week (21) as the first stop on a five-week tour through Latin America. His trek will cover Venezuela, Brazil, Uruguay, Argentina, Colombia, Chile, Peru and Panama. He will visit with MGM distributors and set new distribution for the Verve label.

Another prime reason for his visit is to promote special releases by Connie Francis for the South American market. The thrush will record disks in both Spanish and Portuguese for release in South America. In line with this MGM is issuing three albums from the new flick "King of Kings" in both Spanish and Portuguese for this market.

C-A Bringing Suit Over Manila Star

MANILA, P. I.—The American record label, Canadian-American, has hired legal counsel here to seek an injunction against Vertex Records, a company which is alleged to have on the market a pirated recording of Linda Scott's Canadian-American hit, "I've Told Every Little Star."

Through its New York counsel, Walter Hofer, Canadian-American last week denied ever having licensed this or any company in the island nation to bring out the disk. Hofer reported that a similar occurrence two years ago, involving a Frankie Avalon disk on Chancellor, resulted in a cash settlement and discontinuance of the sale of the recording.

Cap Adds to 4-Track Stereo Tape Catalog

HOLLYWOOD — Capitol this week will add three titles to its four-track stereo tape catalog when it issues tape versions of its "Ports of Paradise" and Billy May's Fat Brass" LP's. Third is on the Angel label and is its much-heralded world premiere recording of Francois Poulenc's "Gloria for Soprano, Chorus and Orchestra," backed by the same composer's "Concerto for Organ, Strings and Timani."

New German Selling, Promo Firm on Scene

FRANKFURT — A new sales and promotion organization, Grammo-Schallplattenvertrieb, has been founded in Frankfurt for the Austroton and Elite labels.

Professor Peter Kreuder has been signed to a contract to manage Grammo-Schallplattenvertrieb and to serve as musical adviser.

The new organization will have a production branch.

MUSIC AS WRITTEN

New York

ENGLISH POST FOR LEE PINCUS: Lee Pincus, of Gil-Pincus Music, left for London last week to take over as director of the firm's English affiliate, Gil-Pincus Music, Ltd. The younger Pincus' move to London is in line with George Pincus' expansion of the firm's English and European operations, with emphasis on a two-way flow of material. George and Irwin Pincus will continue to handle the publishing operation in the U. S. Lee is expected to reside in London for at least a year.

Pathe News has entered the disk business with Pathe Records. First LP's, both documentary, are narrated by Edward McGoldrick, called "How to Conquer Your Alcoholism" and "Tormented Women." . . . Bill Lipton, of Riversville Road, Greenwich, Conn., is trying to gather material on the life and career of the late Bobby Clark. Anyone who can help should contact him in Greenwich. . . . Cosnat in Cleveland is now carrying the Candid jazz line. . . . Gladys Shelly and Bobby Scott have joined forces as a cleffing team.

The Crash label has pacted the Victors . . . Ivan Mogull left for Europe last week to visit his publishing affiliates there. Mogull has just picked up the foreign rights from SESAC to "Mansion Over the Hilltop," "If We Never Meet Again," "I'll Walk Dem Golden Stairs" and "He Knows Just What I Need."

E. B. Marks is publishing "Romeo" here, a tune which under its original title, "Salome," was a hit in Central Europe. It was penned by Robert Stolz, and English lyrics for the new version were penned by Jimmy Kennedy. First record on the tune here features Petula Clark on the Warwick label. . . . Victor a.&r. chief George Avakian is flipping not only over his new Victor releases, but over the fact that his two LP recording of "The Music of John Cage" on the Avakian label was listed in the English periodical Records and Recording as one of London's top-selling classical records in June. . . . Oscar Fox, Texas-born pop cleeffer, died July 29 at the age of 90 in Charlottesville, Va. . . . George Weiss, of Superior Distributors, New York, married Judy Cohn last week. . . . Earl Glucken, of Del Fi, in town on a fall LP plan tour. . . . Al Green, father of Irving Green, of Mercury and founder of National Records, is seriously ill at his home in San Francisco. . . . Elektra has signed folksinger Judy Collins.
 Bob Rolontz

Chicago

Chicagoan Mark Sullivan takes over as director of the Chicago Division of Jack Morton Productions, Inc., national theatrical producing agency. Sullivan was formerly head of Morton's Dallas and Denver offices. . . . Moms Mabley taped a clean version of "Put It Back," in a one-night appearance at Playboy last Tuesday (15). It's for a coming Chess album. . . . Vince Mauro, currently at the Playboy, has a disk coming out on the Riverside label. . . . Vee Jay has a new double-pocket album with Jimmy Reed. . . . Channel Records, new Chi label, breaks with a chorus and orchestra single featuring Ross Anderson—"You Are My Love" b-w "Tam-Bu Theme."

Chess is about to let go with Ahmad Jamal's latest album. Title's drawn from the pianist's new South Side Club: Ahmad Jamal's Alhambra. . . . Victor's Dick Schory launched his Concert Four program from the Hollywood Bowl Friday (18). . . . Dick Gregory (Colpix) will be the only show business personality to appear on Bell and Howell's fall television kick-off of "Closeup." Gregory returns to Chicago in November for a two-week stint at Mister Kelly's. . . . Joey (Ali Baba) Vance—he's the boy with the blue hair whose first single just came out on Mercury—joined his rock and roll show with Olson Shows at the Illinois State Fair. He plans to stay with the carnival through October.
 Nick Biro.

Hollywood

Herb Newman's Era Records has added three new artists to its roster, instrumentalist Richie Allen, rhythm and blues singer Lucie Gray and teen-age songstress Wendy Hill. . . . Choreo Records has the LP rights to Fred Astaire's three Emmy-winning TV spectaculars, and the label will debut next month with "The Astaire Medley," containing 32 vocals by Astaire taken from the three shows.

Warner Bros. Records' Bob Newhart completed his co-starring role in Paramount's "Hell Is for Heroes," and will remain here to work on his upcoming NBC-TV show to kick off this fall season. . . . Liberty's Bobby Vee makes his Hawaiian debut during a three-day stand at Honolulu's Civic Auditorium starting August 25, following his two-week Midwest tour. Lee Zhito.

Cincinnati

J. F. Young and Boyd Bennett, of Benjon Music, Inc., Louisville, who recently placed with Randy Wood, Dot Records chief, a master on a wild instrumental by Jimmy McDaniels titled "Cat Walk," report that the new release has kicked off to a good start in Nashville, Louisville, Indianapolis, Cincinnati and several major markets. Flip is another instrumental, "Lovers' Night." Both sides were penned by McDaniels. Young and Bennett are angling to place several other masters they are holding. . . . Millard Segal, who recently made the switch from Ziv to UPA, has commissioned writer-comedian Jack Clements to whip up a series of cartoon story-character scripts. Clement does the comedy to straightman Dale Stevens, The Cincinnati Post & Times-Star columnist, on the new Fraternity Records album release, "The Weird and the Beard," reportedly catching on handily in the Midwest sector.

Steve Trott, of the college group known as the Highwaymen, whose United Artists platter, "Michael," is stirring a heap
 (Continued on page 34)



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Authors-Composers Criticize French Rights Group

• Continued from page 4

sion in the popular music trade, GEMA's receipts appear to have declined slightly from 1957—from 13,333,284 marks (four marks are one dollar) in 1957 to 13,331,783 marks in 1960.

BIEM Also Hit

Criticism of SACEM and GEMA follows hard on the heels of charges by the West German Federal Cartel Office that BIEM, the international performing rights organization, was encouraging monopolistic practices in the music industry. Under pressure from the government anti-trust office, GEMA withdrew from BIEM.

The spotlight placed on BIEM, GEMA and SACEM is now moving along the spectrum of Continental performing rights organizations, many of which are being called upon by their memberships to account for receipts and administrative disbursements in precise detail.

There is general criticism that the performing rights societies heretofore have operated in a no-man's land of total silence insofar as regulation and auditing of their financial practices are concerned.

There is agitation in France and West Germany for unified legislation in each Continental country regulating performing rights societies' collections and disbursements.

Composers and authors in the two countries have taken up contact with rank-and-file membership in other Continental countries. Their goal is standardization of operating procedures, making it easier for members to control the handling of their funds by society officials.

Current discontent with performing rights society financial practices in the music trade is echoed to varying degree against the respective performing rights societies in each Continental country.

Hit Lack of Control

These complaints have illuminated the fact that the copyright organizations have erected seemingly impregnable positions in even the smaller countries. The situation generally parallels that in West Germany, where there is no express legislation establishing state regulation and control of GEMA. The copyright organization has entered into a "voluntary" agreement with the Bonn government to open up its books.

Members generally complain that Continental copyright organizations tend to function without adequate control by the rank-and-file and subject only to casual scrutiny by government agencies.

Continental copyright societies, in addition to SACEM and GEMA, include: The Performing Right Society, Ltd., Britain; Societa Italiana degli Autori ed Editori (SIAE), Italy; Societe Belge des Auteurs, Compositeurs et Editeurs (SABAM), Belgium; Internationale Vereinigung fuer den Schutz der Komponistenrechte in Daenemark (KODA), and Musikschutzverband der Phonographenindustrie (GRAMO), Denmark; Internationales Musikbuero der Norwegischen Komponistenvereinigung (Tono), Norway; Staatlich genehmigte Gesellschaft der Autoren, Komponisten und Musikverleger (AKM), Austria; Schwedische Tonsetzerinteressenvertretung (STIM), Sweden; Schweizerische Gesellschaft der Urheber und Verleger (SUISA), Switzerland; Sociedad General de los Atores de Espana (SGAE), Spain.

Investigate Expansion

As indicated by the Bonn government's objections to the BIEM, the various Continental copyright organizations are moving to expand their copyright royalty preserves and to escalate and tighten

FOLK TALENT & TUNES

By BILL SACHS

"The First Country Collection" is the title of the Warren Smith LP released August 1 on the Liberty label. Among the tunes featured are "Take Good Care of Her," "Heartbreak Avenue" and "I Fall to Pieces." . . . Shirley Collie cut two sides with Bob Wills in Los Angeles last week. . . . Johnny Daume, director of country music and farm programming at KOJM, Havre, Mont., reports that a "Grand Ole Opry" package featuring George Morgan, Mother Maybelle, Helen Carter, Annie Lou and Danny, Stringbean, Ken Marvin, Bun Wilson and the Candy Kids, pulled nearly 2,000 paid to the North Montana College Gym there in a single performance August 5 in the face of a record-breaking heat wave. The thermometer hit 111 degrees Saturday afternoon and still held at 98 degrees at curtain time.

Pee Wee King, after a guest shot on WGN's "Barn Dance" at McCormick Place, Chicago, during the recent International Trade Fair, and an appearance on "Grand Ole Opry," along with Redd Stewart and band, has embarked on a string of fair dates in Illinois and Ohio. Tour also includes a stopover at the Kansas Centennial, Wichita, and a week's stand at Chestnut Inn, Kansas City, Mo. Comprising the King unit are Redd Stewart, Donnie White, Wayne Johnson, the Collins Sisters, plus the band. . . . Negotiations are on for Claude King and Billie Jean Horton, of the Tillman Franks talent stable, to begin a Canadian trek soon on a promotion being handled by Marlin Mayne.

Smiley Monroe pipes from Long Beach, Calif., that his new Toppa Records release, "Life of a Poor Boy," is moving hot on the West Coast, both saleswise and in spins. . . . Lou Epstein, manager of Jimmie Skinner's Music Center in downtown Cincinnati, is back in harness after a three-week vacation jaunt to England and the Continent. During his stay in England, Lou visited with Dave Barnes, editor of Country & Western Record Review. "Dave is doing a great job for country music," says Epstein. "He can use photos and stories of c.&w. artists and copies of their new records for review in his magazine. Barnes' address is 437 Folkestone Road, Dover, Kent, England. Dave and his assistant, Ted Russell, are planning to be in Nashville for WSM's annual country music festival in November.

Not only is the attendance at the "Grand Ole Opry" Saturday night sessions at Ryman Auditorium, Nashville, holding to near-record summer proportions, but "Opry" bookings, under the direction of Ott Devine, have skyrocketed in recent weeks. The bookings list just released by Devine shows the heaviest bookings on "Opry" talent in many months. Included are the following: Johnny and Jack and Kitty Wells, West Liberty, Ia., August 22; Eldon, Ia., 23; Warren, Mich., 26; Angola, Ind., 27, and Columbus, Neb., 30; Lonzo and Oscar, West Liberty, Ia., August 22; Sedalia,

agreements with juke box operators and other commercial clients.

Where there is governmental objection, as in the case of the Bonn government and BIEM, the copyright organizations defend themselves with the argument they are only attempting in the field of music what the governments themselves are doing in the field of trade and politics with the European Common Market and the Parliament of Europe.

Mo., 27; Bobby Lord, Hopkinton, Ia., September 2; Minnie Pearl, Escanaba, Mich., August 22; Corydon, Ind., 24; Anderson, Ind., 27; Dresden, Ont., 31; George Morgan and Stringbean, Flame Cafe, Minneapolis, 22-September 2.

Del Wood, Fort Rucker, Ala., September 1; Ray Price, Savannah, Ga., August 31; Jim Reeves, Malone, N. Y., August 22-23; Alamonesson, N. J., 24; Rack's Hut, N. J., 26; Lawton, Okla., 30, and Austin, Tex., 31; Ernest Tubb, Colorado Springs, Colo., August 28; Los Animos, N. M., 29; Albuquerque, N. M., 30, and Lubbock, Tex., 31; Porter Wagoner, Atlanta, August 26; Faron Young, Kansas City, Mo., August 24-26; Willis Brothers, Jackson, Mich., August 20-21; Wellington, Ohio, 23; Independence, Neb., 25; Beaver Dam, Wis., 27; Franklin, Neb., 28, and Lidger, N. D., 30; Roy Acuff, Johnson City, Tenn., August 22; Greenup, Ill., 24; Palmyra, N. Y., 30-31; Stonesboro, Pa., September 2; Reeds Ferry, N. H., 3; Port Royal, Pa., 4; Rutland, Vt., 5-6, and Showboat, Las Vegas, Nev., 12-24; Bill Anderson, Jacksonville, Fla., August 25-26; the Carlisles, Rollo, Mo., August 25-27; June Carter, Randallstown, Md., August 23-24; Patsy Cline, Colorado Springs, Colo., August 28; Albuquerque, N. M., 30; Lubbock, Tex., 31; Wilma Lee and Stoney Cooper, Malone, N. Y., August 22-23; Luray, Va., 27; Flatt and Scruggs, Springfield, Ky., August 22; Horse Cave, Ky., 23; Jumpertown, Miss., 26, and Chattanooga 27; George Hamilton IV, Chattanooga, August 27; Springfield, Ill., September 3; Hawkshaw Hawkins and Jean Shepard, Meadeville, Pa., August 26; St. Clair, Mich., 27, and McConnellsburg, Pa., 29; Ferlin Husky, Rogers, Ark., August 24; Enid, Okla., 25; Stonewall Jackson and Justin Tubb, Princeton, Ind., August 25; Sedalia, Mo., 27, and Grandpa Jones, Newfoundland, Pa., August 31.

WKTC, Charlotte, North Carolina's only 100 per cent country and western music station, celebrates its third anniversary with a four-hour c.&w. show at Charlotte Coliseum September 2. Show line-up will include Ray Price and His Cherokee Cowboys, Patsy Cline, Hawkshaw Hawkins, Jean Shepard, Cousin Jody, the Harvesters, the Carolinians, plus two local bands and a trio of local radio and TV performers. "Our station is growing daily with our country and western format," says WKTC general manager, John G. Kenworthy, "and we look for even greater growth in the next three years."

Archie Campbell, whose newest on the Starday label is "Sergeant York," reportedly has cut Sgt. Alvin York in on the sales of the record. Campbell wrote the song after visiting York at his home in Pall Mall, Tenn., where he heard first-hand the World War I hero's war experiences. The Campbell record is being sold at Sergeant York's home, which each year has more than 100,000 tourist visitors. The song, incidentally, has been put to the music of "When Johnny Comes Marching Home." . . . September bookings for the gospel-singing Blackwood Brothers Quartet stack up as follows: Nashville, September 1; Macon, Ga., 2; Winston-Salem, N. C., 3; Monroe, La., 5; DeQuincy, La., 7; Houston, 8; Fort Worth, 9; Shreveport, La., 10; Neosha, Mo., 11; Springfield, Mo., 12; Ripley, Miss., 14; Harrisonburg, Va., 15; Charlotte, N. C., 16; Bloomington, Ind., 21; Akron, 22; Detroit, 23; Kansas City, Mo., 25; Oklahoma City, 26; Big Spring, Tex., 27; Phoenix, Ariz., 28, and Long Beach, Calif., 29-30.



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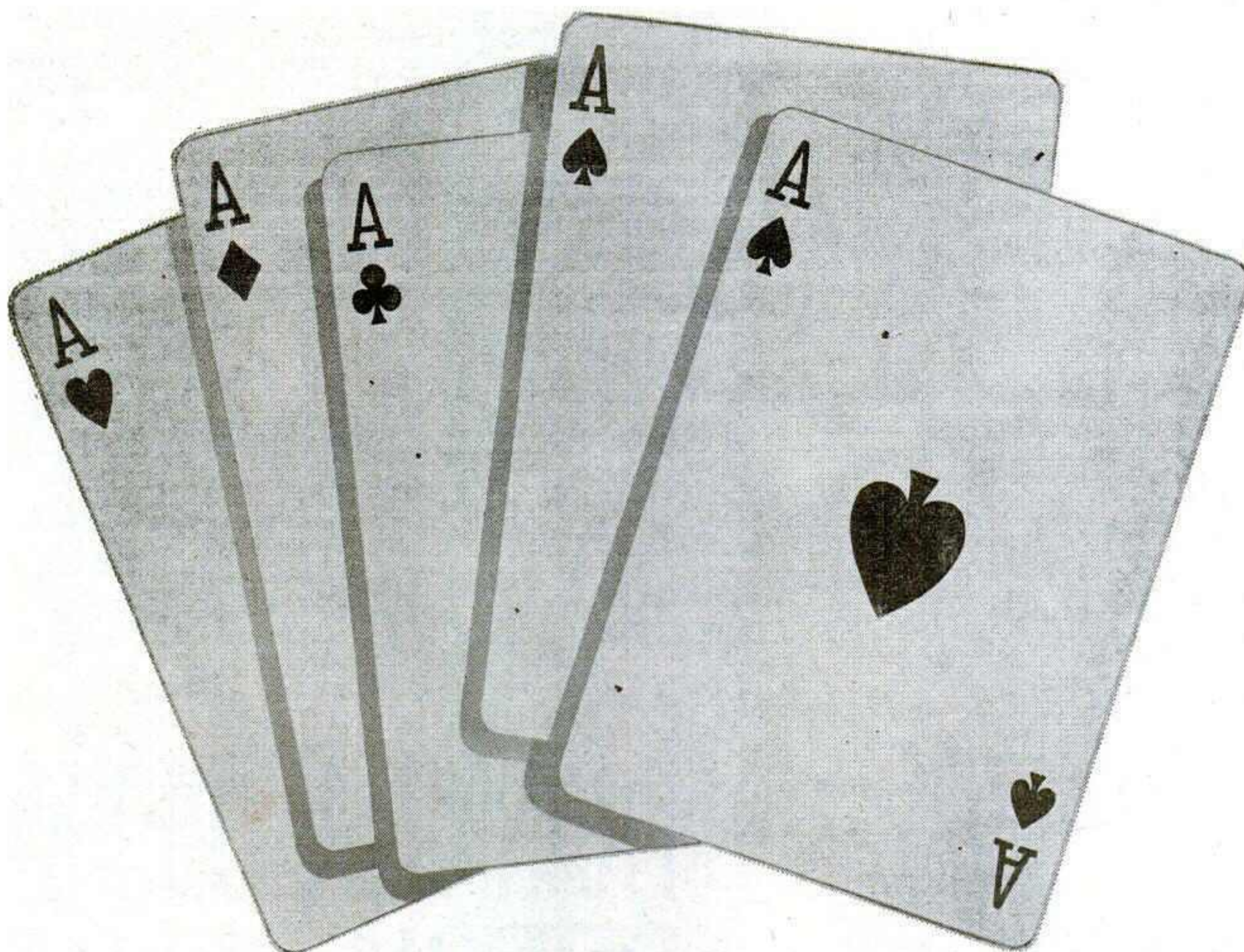


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- KEY TO THE HIGHWAY
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- HONEY BABE
- CARELESS LOVE
- JOHNNY-O
- THE INTOXICATED RAT
- THE CHILD OF THE ENGINEER



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(For complete details, see your CRDC salesman.)

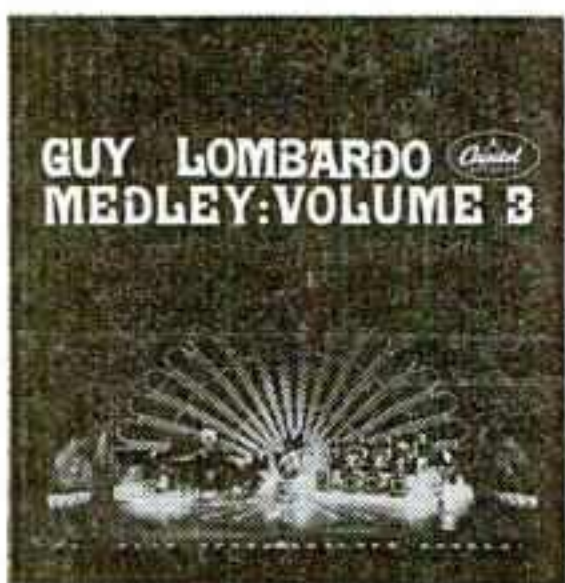


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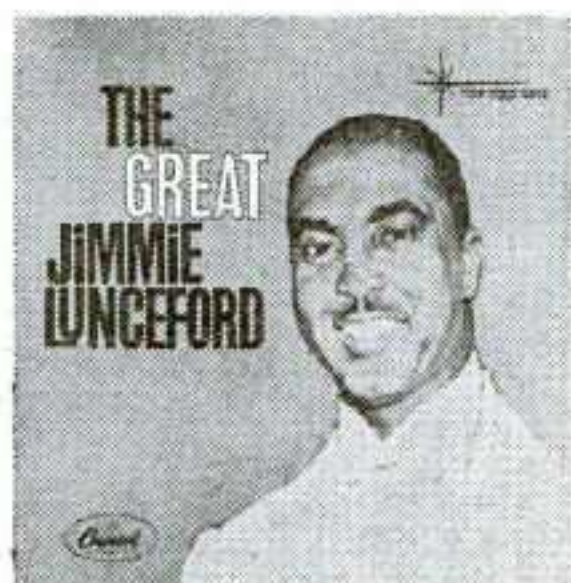
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PLAYBOY readers will see it in a full-page ad in the September issue. And a special tie-in with the Schieffelin Liquor Company will expose the package to readers of LOOK, NEWSWEEK, SPORTS ILLUSTRATED, THE NEW YORKER, ESQUIRE, AND HOLIDAY. Here’s your chance to cash in big on this very special album set, and take advantage of the enormous advertising push. Call your CRDC representative and get rich quick!

And here’s a way to get even richer! Check these tremendous new August releases from Capitol. Great artists...great albums...great sales!



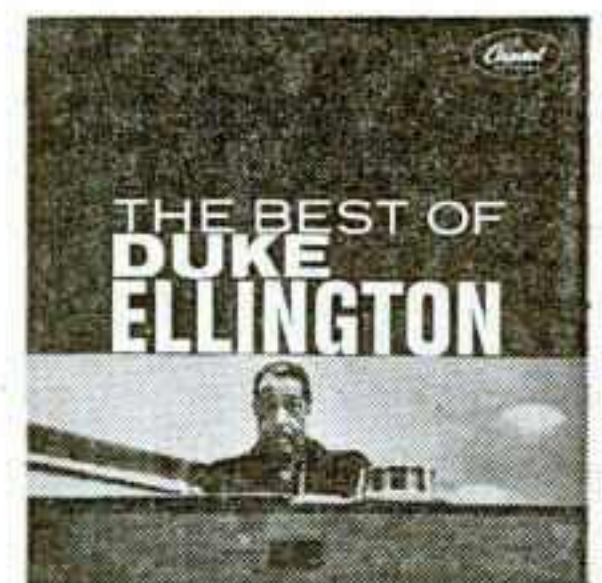
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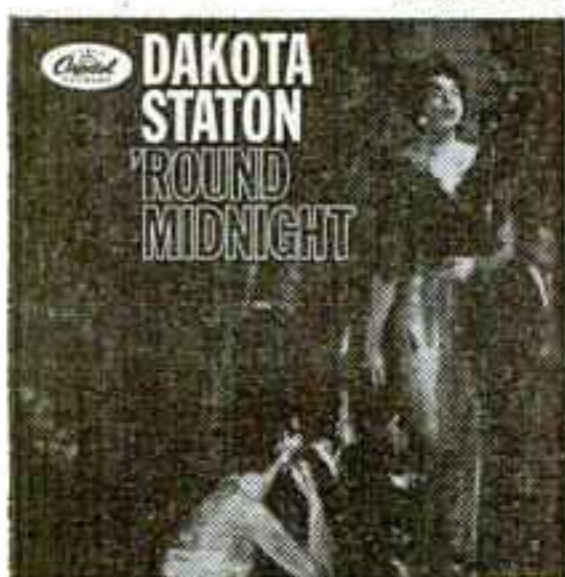
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CHL-5021



CHL-5017

Contains the sensational "BOSTON HOP" by the PLAYBOYS.



CHL-5008



CHLX-5020

Chancellor RECORDS, INC.

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DISK DEALS FOR DEALERS

Continued from page 14

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 separate story, current issue, for details.

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 separate story, current issue, for details.

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

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

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.

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." Distribra are offered 12½ per cent discount on all LP purchases. Program covers complete catalogs and new releases on ABC Paramount, Impulse and Chancellor labels. See page 8 July 3 issue, for details.

PETER PAN—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven-inch singles to dealers six for \$1.

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

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

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

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

MONITOR—No expiration date. Started June 19, 1961. 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. Cilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Cilels, 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.

LABEL-DEEJAY PROMOTIONS

Continued from page 12

stations have received these special acetate dubs.

TAMMY SALUTE: New York radio Station WMGM recently featured a day-long salute from the lobby of the RKO Palace in connection with the New York premiere of Universal-International's "Tammy Tell Me True," starring Sandra Dee and John Gavin. The salute, featuring the station's jockeys originating their programs from the lobby of the theater, was climaxed with a "Tammy" look alike contest. The winner: Mary Lou Merkle of the Bronx, N. Y. As part of the salute patrons at the Palace were afforded an opportunity to win 200 copies of the Sandra Dee-Decca recording of "Tammy Tell Me True." Other prizes included autographed pix of Miss Dee and John Gavin.

CURIOUS CONTESTS: DeeJay Larry Gar, of WLBG, Laurens, S. C., held a "Mr. Paganini Contest" recently. Listeners were asked to send Gar a post card carrying the title of the new "Ella Sings Mr. Paganini," Verve release. Those writing the phrase the most times on a post card won a new MGM LP and single, courtesy of MGM Records and Larry Gar. . . Hunch Records' disk of "Quarter of Four" by Mad Mike and the Marines garnered a lot of play recently when deeJay Morton Downey Jr., of Station WICE, Providence, held a "Quarter of Four" contest. Listeners were requested to send Downey a post card with a guess as to what the temperature would be at a "quarter to four." Nearest listener received an album or a single, or a pass to a local movie, courtesy of the label and the station.

More CHART TOPPERS From ATLANTIC!

The Drifters SWEETS FOR MY SWEET

and Loneliness or Happiness Atlantic 2117

A Leiber-Stoller Production, Arr. & Cond. by Stan Applebaum

Ray Charles HARD TIMES

and I Wonder Who Atlantic 2118

ATLANTIC RECORDS

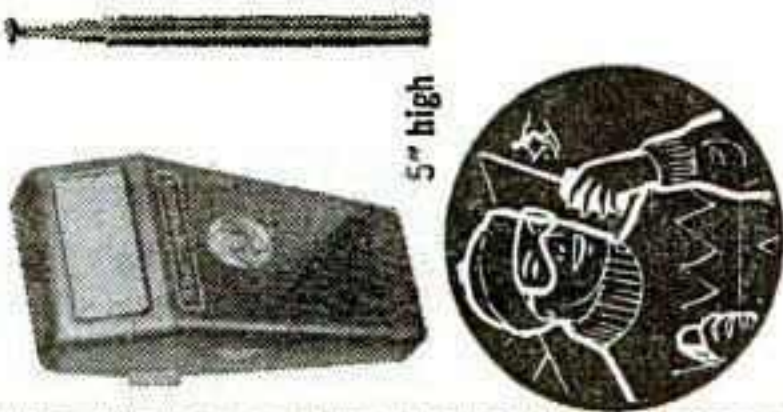
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SEE YOUR CRDC REPRESENTATIVE NOW!

LUGGAGE BY SKYWAY

© CAPITOL RECORDS, INC.

BRITAIN

English Pop Music Scene Hit By Smash Norse Invasion Force

By DON WEDGE
News Editor,
New Musical Express

Pye Records last week launched Norwegian singer Ray Adams here with "Hear My Song, Violetta" b-w "You Belong to My Heart." Actually American-born, Adams is now based in Oslo and came to London for the session, directed by Pye's Tony Hatch; his British affairs are being controlled by Peter Walsh, manager of the Brooks Brothers. . . . Another Norwegian, Jan Hoiland, came to Britain in the spring to record for EMI. He stayed until last month, waxing a revival of Johnny Ray's "Little White Cloud That Cried," due for release Friday (25). . . . "Angelique," the Danish entrant

MEXICO

Garea Set for Gamma Cuttings

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

Enrique M. Garea, artistic director of Hispavox Records and manager of Ediciones Hispavox arrived from Madrid and will stay in Mexico until September 10. He will produce for Gamma, the Mexican outlet of Hispavox, a series of recordings, starting with Monna Bell. The Chilean singer will be the first to record in Mexico several melodies presented at the recent Benidorm Festival, among them the top two award winners, "Enamorda" and "Quisiera ser." Enrique M. Garea also carries instructions from Madrid's SGAE to open negotiations with Mexico's SCAM. No contract of mutual representation exists yet between these two Societies of Composers.

Travelers

On his way to New York, Jeff Saunders, manager of RCA Victor Argentina, spent a few days with his Mexican affiliates. . . . Muscart Records started on June 16 its own weekly promotional TV program.

NEW ZEALAND

Bill & Boyd Hit No. 10

By FRED GEBBIE
Box 2443, Auckland, N. Z.

Bill and Boyd's first single on the International Philips label makes its debut at No. 10 on the charts. . . . Sing Along disk planned bongos to their stage act. . . . Howard Morrison's Quartet is going great in Australia and have had a couple of releases on the Aussie charts. . . . Sing Along disk planned which will star a host of top NZ talents including critics, ex-football heroes and record artists. This will be a charity affair and will be made available to overseas agents.

New Releases

Philips introduced a new EP line called the Philifour composed of four cover versions at a cheap price. . . . Coronet is doing well with Tony Orlando's "Halfway to Paradise." . . . RCA released Della Reese doing "The Most Beautiful Words." . . . Top Rank has a hot release by Jorgen Ingmann playing "Anna." Guitar records are very popular at present, La Gloria also features a guitar release this week by local boy Bob Paris, recently returned from Australia. Bob played on the Jimmie Rodgers show. His records is "Johnny Guitar" and a jazzy "Wotcha Gonna Do." . . . Coronet is releasing many back LP's and calling their series "Encore."

AUSTRALIA

ARC Schedules Sept. 1 Release For UA Albums

By GEORGE HILDER
19 Todman Ave., Sydney

Australian Record Company, Ltd., the Australian licensee for the United Artists label, announced the premier release of the U.A. label will be September 1 throughout Australia and the South Pacific Islands. A.R.C. is distributing the disks with the United Artists and Ultra Audio labels. All albums will be issued both in mono and stereo. Initial thinking was to release the Ultra Audio label in stereo only, but since the product was felt to have tremendous potential for air play, the dual releasing was decided upon.

The De Kroo Bros., who recently signed a long-term contract with Festival, will be releasing their first single at the end of August. Numbers cut so far are "All for Love of You" and the oldie, "Don't Let the Stars Get in Your Eyes." The De Kroo Bros. formerly recorded for E.M.I. Festival have big plans for these two boys and will be using public appearances and TV shows to back their new record.

Rex Records releasing "Blue Star" from the TV series "Medic," as a vocal performed by their up and coming fem vocalist Patty Markham who has made a big impact on TV audiences over the past few months.

Music Publishers

Castle Music acquired the new Connie Francis title "Too Many Rules" and the U. S. Bonds disking, "Quarter to Three." . . . Tony Brady, Professional Manager of Belinda Music, is hoping that the new recording of "Wooden Heart" sung by Joe Dowell will make a showing on the local charts when released in September.

for this year's Eurovision Song Contest, penned by Aksel V. Rasmussen and published by Ardmore and Beechwood, has had English lyrics added by Norman Newell and recorded by Colin Day (EMI-Parlophone).

Visitors Here

Dutch deejay Jan Koopman visited London and recorded a series of interviews with British and American artists in town. . . . Composer-conductor Ray Martin is here on vacation. . . . Ed Sullivan was in at the end of a European tour looking for talent; Philips' Roy Castle and Pye's Des O'Connor are due for U. S. exposure as a result. . . . Mel Torme got a very unusual, if not unique, long interview in The Times newspaper. . . . Bing Crosby, here filming "Road to Hong Kong," just dropped in on a spec Rosemary Clooney was doing live August 5 for ATV and the week before taped an ABC-TV special Peggy Lee hosted for August 26 transmission. Both were done without advance publicity and for scale fees. . . . Due in for television are Paul Anka and Linda Scott; Connie Stevens was set for ATV's "Sunday Show" yesterday (20) on the way to the Berlin Radio Show; Vic Damone (12) and Eartha Kitt (13) headed ATV shows breaking their journeys from Italy to U. S.; Gloris De Haven was over to tape a BBC-TV special, "Hello, Ragtime," based on an incident in the life of Shirley Kellogg.

Publisher Business

Leslie Conn of Melcher Music is one of the most active in the field of recording masters for lease-tape deals with majors. . . . He is working on LP of Charlestons and placed an instrumental single, "Que" (Continued on page 36)

JAPAN

Tiomkin Getting Japanese Push

By TEN KATTORI
Yokohama Correspondent

Swimming with the current tide in this country crazing for former hits, Nippon Columbia is offering in its October release "The Treasury of Beloved Film Music" in a three-LP album to sell for Y3,000 (\$8.33). Included in the album are 42 theme songs, each featuring name artists of days gone by from French, German and American films.

Strongly pushed by the same firm next month will be an LP featuring music by Dimitri Tiom-

kin, arranger-composer-conductor and the Academy Prize winner, titled "Dimitri Tiomkin Screen Mood," with themes from 10 films including "The Guns of Navarone," "Giant," "The High and the Mighty," etc., and from two TV film series, "Rawhide" and "Gun-slinger." Each recorded by such U. S. Columbia name artists as Mitch Miller, Percy Faith and Frankie Laine.

The same diskery is launching a "Stereo Opera Series" line starting in October. The first release of the series will be Mozart's "Don Giovanni," featuring Carlo Guilini conducting.

The four-disk album will be tagged at Y6,000 (\$16.67).

Sam Taylor will make a six-week performance tour of this country starting October 3 in Tokyo. . . . In negotiations for a visit late this year or early next year are Johnny Cash and Trio Los Panchos.

HOLLAND

Caterina's New Album, Single

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

Decca has released the first Italian Decca album of Caterina Valente, "Personalita di Caterina Valente." She's also head on a new single, a modern German version of "I'm Forever Blowing Bubbles" (Ich kann ohne dich nicht leben). Her brother Silvio Francesco sings "Hello, Mary Lou" in German, also on Decca, and gets good accompaniment from his own guitar group.

Sea Side Meet

Besides the annual "Disco Dealer Dag" organized by L. C. Phonogram on September 4, there is a second Dutch "Dealer Dag" in preparation. Bovema L. C. Heemstede will invite a great number (Continued on page 36)

GERMANY

German Magazine in LP Deal With Philips Label

By BRIGITTE KEEB
Automaten-Markt, Braunschweig

Peter Meisel, of Meisel Publishing Company, Berlin-Wilmersdorf, has bought the new Neil Sedaka titles, "Sweet Little You" and "I Found My World in You," for release in Germany on RCA. He has sold "Ay, ay, ay, oh Signorina" and "Hillbilly Texas-Jimmy," second winner of German song Festival of 1961 at Baden-Baden to Frankie Music, Antwerp, for release in the original German versions sung by Gerd Botzcher and the Missouris. Meisel also has given Conny's German Electrola hit "Midiminette" to Italian Ariston Publishing House, who have placed the number on the CGD label sung by Betty Curtis. Tune has been synchronized by Conny in English in London last week for release by EMI in the middle of September. Meisel, who is the publisher here of "Hello Mary Lou," currently second on the German chart, hopes for big things from the new Peter Kraus record, "Heute und immer my" (Continued on page 36)

By JIMMIE JUNGERMANN
102 Ismaninger Street, Munich 27

A mag-disk Anschluss (BMW, August 7) is taking place in Germany, too. The Esquire-sized mag, Twen, with a paid circulation of 110,000, is starting a record series edited by German jazz authority Joachim E. Berendt. The label will be called Philips-twen. The records are available only from the Twen publication for 17 DM (\$4.25) per LP. The first Philips-twen LP will be the "Nutcracker Suite" by Tchaikovsky, played by Duke Ellington and his ork. The schedule calls for six jazz and six high-brow music LP's each year. Twen's editor is Adolf Theobald. Every number of the mag contains five to six pages on jazz.

Visitors

Andre Previn arrived in Munich to write the music for Billy Wilder's pic "One, Two, Three," based on a play by Ferenc Molnar, starring James Cagney, Horst Buchholz, and Lilo Pulver. Pic is on location in Munich-Geiselgasteig. . . . Swiss composer and band leader Cedric Dumont arrived in Munich to discuss future team work with Munich publisher Hans R. Beirerlein. They run a firm in Switzerland for Montana Music.

Sales

Italy's Peppino Di Capri recorded the German hit tune "Schau Ich Zum Himmelszelt" by Werner Muller for the Carisch label. . . . "Adieu, Mon Village" is the French title of "Ein Boot, Eine Mondnacht Und Du" by Peter Igelhoff, sung by Claude Robin on the Vogue label. . . . The Montana Music hit song "Adieu, Lebewohl, Good Bye" has been recorded in Sweden by Nora Brockstedt on the Joker label, and in Belgium by Ria Valk for Philips.

AUSTRIA

Lolita Has Hit Single

By FRED ZILLER
Mollwaldplatz 1, Vienna

Two songs by Charlie Niessen and Joachim Rehn are racking up good sales since release two weeks ago. "Komm gut nach Hause" (Good Return Home) sung by Lolita and the Western Trio—and "Es war einmal ein blonder Kapitän" (Once There Was A Blond Captain) with singer Jorg Maria Berg.

Another potential hit seems to be "Ich muss ein Cowboy sein" (I Must Be a Cowboy) with singer Bobbejan on the Palette-Ariola label. Flip is the slow waltz "Cry Guitar" in a German cover titled "Spiel Gitarre spiel" with lyrics by Nicolas. . . . Warner Bros. offers Connie Stevens "Make Believe Lover"; also "The Big Latin Song" with flipside "The Great Snowman" sung by Bob Lumma. . . . "Mitternachts Tango" (Midnight Tango) by Carl Goetz is a new Philips disk sung by Gerhard Wendland.

Ricky Nelson's "Traveling Man" appears on London, and its German cover "Gitarren Tramp" with Peter Alexander on Polydor. . . . Gerd Boettcher sings the German version of The Fleetwoods "Tragedy" (London) on the Decca label.

The Hazy Osterwald Sextet floats again with "Das alte Riverboat" and "Ciribiribin" on Polydor label. . . . On Brunswick, Brenda Lee sings her latest hit "Dum Dum" with flipside "Eventually."

BELGIUM

New Records in A Quiet Belgium

By JAN TORFES

Stuivenbergvaart 37, Mechelen

Although we are still in the quiet season there are some new records worth mentioning such as: an EP on the RCA label "Les Chakachas in Rome"; two singles on Mercury: "I'll Never Smile Again" by the Platters and "Tear-drops in My Heart" by Joe Barry. Die Regenpfeifer, who still ride the best-seller charts with their "Der rote Tango," made another very promising record in almost the same style: "Striptease Baby."

Gramophone has released some very interesting singles, such as: "Plegaria Cha Cha" by Los Amadores (on HMV); "Rosina" by Rex Gildo, one of Germany's top stars (on Electrola); "The Writing on the Wall" by Adam Wade (HMV from U. S. Coed), and last but not least, the No. 1 disk of the States, "Tossin' and Turnin'" by Bobby Lewis (Parlophone from Beltone).

Visitors

At the end of the month, Louis Neefs, Francis Bay, Jo Leemans, Jacques Raymond, Tony Sandler, Ping Pong, Henk Van Montfoort, Rocco Granata, Lieve Olga and the Trio Cassiman will be in Berlin on television during the TV exhibition. The Cousins, too, will be the guests of this Festival. They will sing for the first time their German record "Parasol" and "Guten Abend, lieber Traurigkeit." In France they just released their first French record: "Marchand de Parasols" and "Si loin de moi."

SPAIN

Bing Crosby May Wax Benidorm Fest Song

By RAUL MATAS
32 Av. Jose Antonio, Madrid

Bob Weiss of Warner Bros. Records has the American rights for "Enamorada," the song that won the recent Benidorm music festival in Spain. It has had almost 25 international renditions. Bing Crosby may possibly cut the first U. S. version. . . . Monna Bell will record several of the top Benidorm songs in Mexico with Bebo Valdes. Enrique Martin Garea has flown to

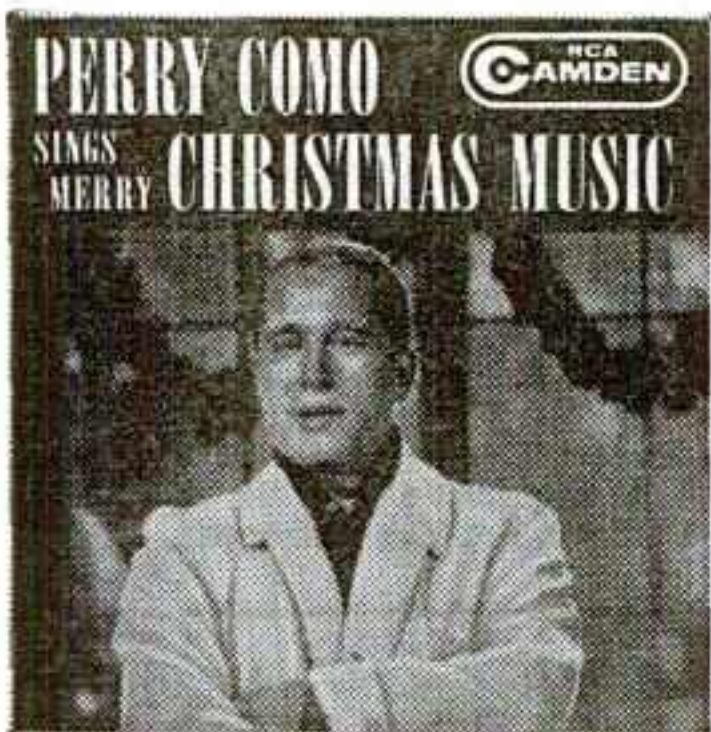
the Capitol of Palaces to take care of the job.

Disk Shorts

"More than 100,000 copies of Paul Anka's records have been sold in Spain." These figures were officially given to BMW by Luis Vidal, commercial director of Hispavox in Spain. "Anka and Sarita Montiel are undoubtedly the best sellers in Spain, while Sarita's songs became strong international material for our company," he said.

7 ACTION ALBUMS FROM RCA CAMDEN

"The Record Value America Loves Best"



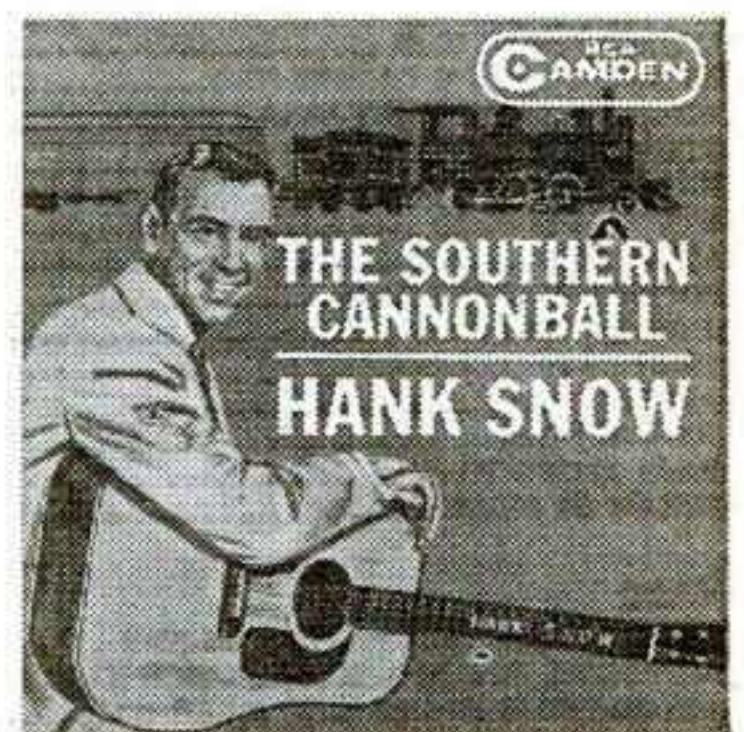
Perry sings songs of festivity and reverence. "Silent Night," "Jingle Bells," "White Christmas," others. CAL-660.*



Cha chas dance-tested for teaching in the Fred Astaire Dance Studios. Great standards in cha cha style. CAS/CAL-679.



The Metropolitan Opera tenor in a popular program. "Whiffenpoof Song," "Beautiful Dreamer," others. CAL-628.*



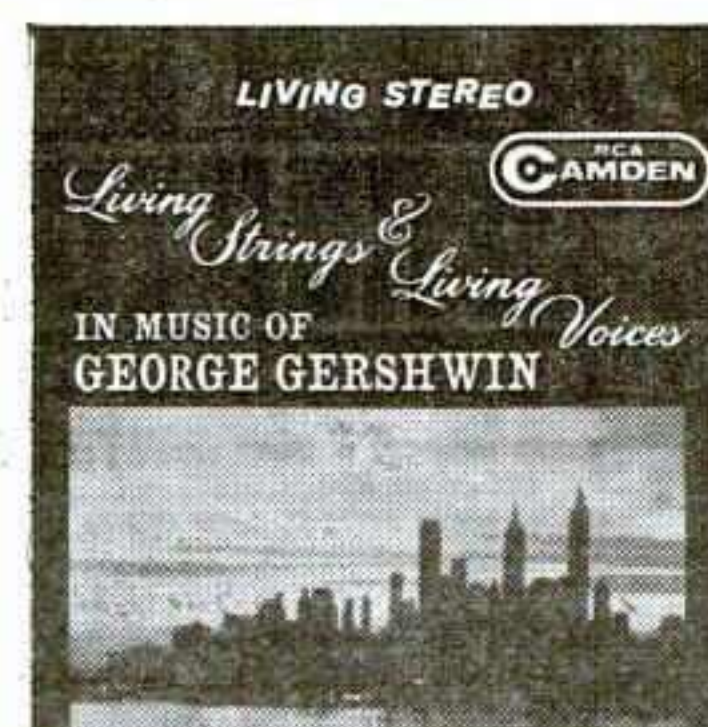
An authentic cross section — in varying moods — of real country music, and of the great Hank Snow. CAL-680.*



Music from "Fanny," "La Dolce Vita," "West Side Story," "Breakfast at Tiffany's," others. CAS/CAL-673.



"Wagon Wheels," "Last Round Up," "Streets of Laredo," "Tumbling Tumbleweeds," and eight more. CAS/CAL-674.



"Summertime," "But Not for Me," "Someone to Watch Over Me," "A Foggy Day," and others. CAS/CAL-675.

Stock up on these exciting new RCA Camden albums. Your customers will go for the big names, the big sound . . . and the big value! Just \$1.98 each Monaural HI-FI. Just \$2.98 each Living Stereo



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Manufacturer's Nationally Advertised Prices Shown — Optional with Dealers

ALBUM PROGRAMMING & BUYING GUIDE

TOP LP'S BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert.

VOCAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
Male Vocalists	
ALL THE WAY (Cap)	(20) 47
ANKA AT THE COPA (ABC)	136
PAUL ANKA SINGS HIS BIG 15 (ABC)	28
CHET ATKINS' WORKSHOP (RCA)	115
BELAFONTE AT CARNEGIE HALL (RCA)	(33) 37
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)	144
BROOK BENTON GOLDEN HITS (Mer)	109
BOBBY'S BIGGEST HITS (Cameo)	112
COME DANCE WITH ME (Cap)	139
COME SWING WITH ME (Cap)	(40) 103
BOBBY DARIN STORY (Atco)	32
DEDICATED TO YOU (ABC)	54
HEAVENLY (Col)	64
BUDDY HOLLY STORY (Cor)	66
JOHNNY HORTON'S GREATEST HITS (Col)	20
HYMNS (Cap)	143
I'LL BUY YOU A STAR (Col)	94
IT'S PONY TIME (Park)	124
JOHNNY'S GREATEST HITS (Col)	27
JOHNNY'S MOODS (Col)	150
MOODY RIVER (Dot)	(46) 29
MOST POPULAR GUITAR (RCA)	125
NICE 'N' EASY (Cap)	60
PORTRAIT OF MY LOVE (UA)	128
RICK IS 21 (Imp)	8
RING-A-DING DING (Rep)	(10) 13
SINATRA SWINGS (Rep)	102
SINATRA'S SWINGIN' SESSION (Cap)	120
SOMETHING FOR EVERYBODY (RCA)	(19) 1
TOUCH OF YOUR LIPS (Cap)	133
TWIST (Park)	121
WARM (Col)	100
Female Vocalists	
AT LAST (Argo)	141
CONNIE'S GREATEST HITS (MGM)	55
EMOTIONS (Dec)	24
ITALIAN FAVORITES (MGM)	138
JUDY AT CARNEGIE HALL (Cap)	(9) 36
BRENDA LEE (Dec)	46
MORE GREATEST HITS (MGM)	75
ROARIN' 20's (WB)	69
THIS IS BRENDA (Dec)	84

Duos and Groups	
ANOTHER SMASH (Dol)	51
BEST MUSIC ON/OFF CAMPUS (Col)	107
ENCORE OF GOLDEN HITS (Mer)	21
FOUR PREPS ON CAMPUS, THE (Cap)	113
FROM THE HUNGRY I (Cap)	97
GOIN' PLACES (Cap)	(16) 5
HAWAII (CA)	146
HERE WE GO AGAIN (Cap)	59
KINGSTON TRIO (Cap)	23
KINGSTON TRIO AT LARGE (Cap)	67
MAKE WAY (Cap)	(42) 22
SOLD OUT (Cap)	91
STRING ALONG (Cap)	86
TONIGHT IN PERSON (RCA)	(32) 18
Chorus	
FIRESIDE SING ALONG WITH MITCH (Col)	131
HAPPY TIMES SING ALONG WITH MITCH (Col)	(41) 77
MEMORIES SING ALONG WITH MITCH (Col)	68
MITCH'S GREATEST HITS (Col)	88
MORE SING ALONG WITH MITCH (Col)	53
PARTY SING ALONG WITH MITCH (Col)	137
SATURDAY NIGHT SING ALONG WITH MITCH (Col)	89
SENTIMENTAL SING ALONG WITH MITCH (Col)	90
SING ALONG WITH MITCH (Col)	(18) 12
STILL MORE SING ALONG WITH MITCH (Col)	49
TV SING ALONG WITH MITCH (Col)	(11) 7

Mixed Voices	
OLDIES BUT GOODIES, VOL. III (OS)	101
OLDIES BUT GOODIES (OS)	30

COMEDY LP's	
AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)	132
BUTTON-DOWN MIND OF BOB NEWHART (WB)	45
BUTTON-DOWN MIND STRIKES BACK (WB)	35
STAN FREBERG PRESENTS THE U. S. A. (Cap)	48
HERE'S JONATHAN (Ver)	65
IN LIVING BLACK AND WHITE (Colpix)	25
INSIDE SHELLEY BERMAN (Ver)	44
JOSE JIMENEZ AT THE HUNGRY I (Kapp)	34
KICK THY OWN SELF (RCA)	78
KNOCKERS UP (Jub)	9
LAUGHING ROOM (Stereo)	147
MOM'S MABLEY AT THE U. N. (Chs)	40
MANNA OVERBOARD (Dec)	104
SINSAATIONAL (Jub)	41
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereo)	95

INSTRUMENTAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
Mood and Dance	
BEST OF THE POPULAR PIANO CONCERTOS (WB)	96
BLUE HAWAII (Dot)	(34) 108
CALCUTTA (Dot)	(5) 16
EBB TIDE AND OTHER INSTRUMENTAL FAVORITES (Dec)	(50) 148
ITALIA MIA (Lon)	(22) 26
MEMORIES ARE MADE OF THIS (Col)	(29) 98
ORANGE BLOSSOM SPECIAL AND WHEELS (Dot)	(25) 43
PIANO FORTE (RCA)	(43) 99
SAIL ALONG SILV'RY MOON (Dot)	135
SAY IT WITH MUSIC (Col)	(27) 127
SONGS TO REMEMBER (Lon)	92
STARS FOR A SUMMER NIGHT (Col)	(1) 2
TEMPTATION (Kapp)	106
TILL (Kapp)	118
WONDERLAND BY NIGHT (Dec)	63
YELLOW BIRD (Life)	(15) 31
YELLOW BIRD (Dot)	(8) 82
Jazz	
DREAMSTREET (ABC)	(47) 105
EXODUS TO JAZZ (VJ)	(3) 3
PETE FOUNTAIN'S NEW ORLEANS (Cor)	79
GENIUS HITS THE ROAD (ABC)	122
GENIUS OF RAY CHARLES (Atlantic)	145
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	(23) 19
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)	(36) 116
TIME OUT (Col)	(39) 83
Teen Beat	
DANCE TILL A QUARTER TO THREE (Le Grand)	33
GIRLS, GIRLS, GIRLS (Jamie)	93
ON THE REBOUND (RCA)	111
SPANISH HARLEM (Atco)	57
WALK, DON'T RUN (Dol)	149
Percussion and Sound	
DYNAMICA (RCA)	(48) —
PERSUASIVE PERCUSSION, VOL. 1 (Com)	(7) —
PERSUASIVE PERCUSSION, VOL. 2 (Com)	140
PERSUASIVE PERCUSSION, VOL. 3 (Com)	(49) —
PROVOCATIVE PERCUSSION, VOL. 1 (Com)	(21) —

SHOW MUSIC	
Original Cast	
BYE BYE BIRDIE (Col)	(45) 72
CAMELOT (Col)	(4) 6
CARNIVAL (MGM)	(17) 15
DONNYBROOK (Kapp)	58
FIORELLO (Cap)	117
FLOWER DRUM SONG (Col)	129
GYPSY (Col)	80
MUSIC MAN (Cap)	(30) 142
MY FAIR LADY (Col)	(26) 36
THE SOUND OF MUSIC (Col)	(13) 17
SOUTH PACIFIC (Col)	70
TENDERLOIN (Cap)	130
UNSINKABLE MOLLY BROWN (Cap)	(35) 56
WEST SIDE STORY (Col)	(28) 61
WILDCAT (RCA)	(37) 62
Sound Track	
THE ALAMO (Col)	71
BEN-HUR (MGM)	73
EXODUS (RCA)	(6) 10
G. I. BLUES (RCA)	14
GIGI (MGM)	87
GONE WITH THE WIND (Cam)	74
KING AND I (Cap)	52
NEVER ON SUNDAY (UA)	(2) 4
OKLAHOMA! (Cap)	(44) 119
PORGY AND BESS (Col)	126
SOUTH PACIFIC (RCA)	(14) 42
STUDENT PRINCE (RCA)	134
Music From Musicals, Films and TV	
FILM ENCORES (Lon)	50
GONE WITH THE WIND (WB)	85
GREAT MOTION PICTURE THEMES (UA)	(12) 11
MR. LUCKY (RCA)	76
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	(25) 39
PETER GUNN (RCA)	123
THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS (Lon)	(31) 110

CLASSICAL & SEMI-CLASSICAL LP's	
BEETHOVEN: WELLINGTON VICTORY (Mer)	(38) —
THE LORD'S PRAYER (Col)	81
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 (RCA)	114

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

Reviews of New Albums

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

Pop

A WHOLE LOTTA FRANKIE



Frankie Avalon. Chancellor CHL 5018 (Stereo & Mono)—This set contains a roundup of 17 of Frankie Avalon's top hits over the years including "Venus," "Dee Dee Dinah," "Two Fools," "Talk, Talk, Talk," "Togetherness." It's a potent set for the singer's fans and a solid set for deejay programming as well. The 17 tunes will help sales as well.

LET'S TWIST AGAIN



Chubby Checker. Parkway P 7004—This package by one of the hottest singles artists in the business should chalk up strong sales returns, particularly among teen-age buyers. Checker's rocking, exuberant style is spotlighted on six danceable sides, including the title tune, "Quarter to Three," "Fishin'" and "Ballin' the Jack."

THE MADISON AVENUE BEAT



Lester Lanin Ork. Epic LN 3796—Here's an off-beat dance package which could move out strongly on the basis of novelty value. Lanin presents terperable, attractive instrumental treatments of 58 radio-TV commercial jingles in medley style. It's a funny idea, and many of the tunes make for remarkably pleasant listening, sans sales pitch. Some stations may balk at spinning it, but others should go along with the gag.

Jazz

AMERICA'S NO. 1 ARRANGER: GIL EVANS AND HIS ORK



Pacific Jazz PJ-28—Gil Evans, whose collaborations with Miles Davis have become jazz classics, gets a chance to show off some more of his arranging virtuosity on this fine album. The orchestra includes some of the country's top jazzmen, with Buddy Johnson, John Coles, Jommy Cleveland, and Steve Lacey featured. The arrangements are fresh and bright, and the performances are exceptional. Tunes include "Chant of the Weed," "Django," and "Dav-enport Blues."

MEET YOU AT THE JAZZ CORNER OF THE WORLD (VOL. 1)



Art Blakey and the Jazz Messengers. Blue Note 4054—Here's another in the now voluminous compendium of Jazz Messenger LP's. As usual the work is highly professional, in the modern groove and full of choice solos by the leader, trumpeter Lee Morgan and tenor saxist Wayne Shorter. All make for another solid-selling item for jazz-oriented stores. The five-track set was recorded live at Birdland (The Jazz Corner of the World) is its slogan) with appropriate introductions by Blakey and the emcee, the voice of Birdland, Pee Wee Marquette.

Classical

PUCCINI: LA BOHEME HIGHLIGHTS



Maria Callas, Giuseppe Di Stefano; La Scala (Votto) Angel 35939—Here's an opera highlights set that should be a winner due to the magic name of Maria Callas and "La Boheme." Along with Miss Callas are such Metopera stars as Giuseppe Di Stefano, Anna Moffo and Rolando Panerai. Opera fans who can't afford the complete set will certainly want this one LP highlight.

MOZART: PIANO CONCERTO No. 21; ENESCO: SONATA No. 3



Dinu Lipatti, pianist; Lucerne Festival orchestra (Von Karajan). Angel 35931—Here's a discovery that should please all classical piano fans. The tapes of Lipatti's concert were made by amateurs in Copenhagen and Zurich. They are primitively recorded, but in spite of that they are the only record of the pianist's final concert at the Lucerne Festival in 1950. Good sales indicated here.

Children Low Price

POPEYE'S SONGS ABOUT HEALTH, SAFETY, FRIENDSHIP, AND MANNERS



Folden LP 73—The countless youngsters who follow the adventures of Popeye in comic strips or on TV all are prospects for this disk. Jack Merce as the sailor's voice and Mae Questal as his girl Olive Oyl, are effective in putting across 15 assorted musical selections that offer good-humored advice on four main topics: health, safety, friendship and manners. Certain to do well in the kiddie bracket. Prominent display will help.

(Continued on page 33)

on the charts

**I JUST DON'T
UNDERSTAND**
ANN-MARGRET
7894

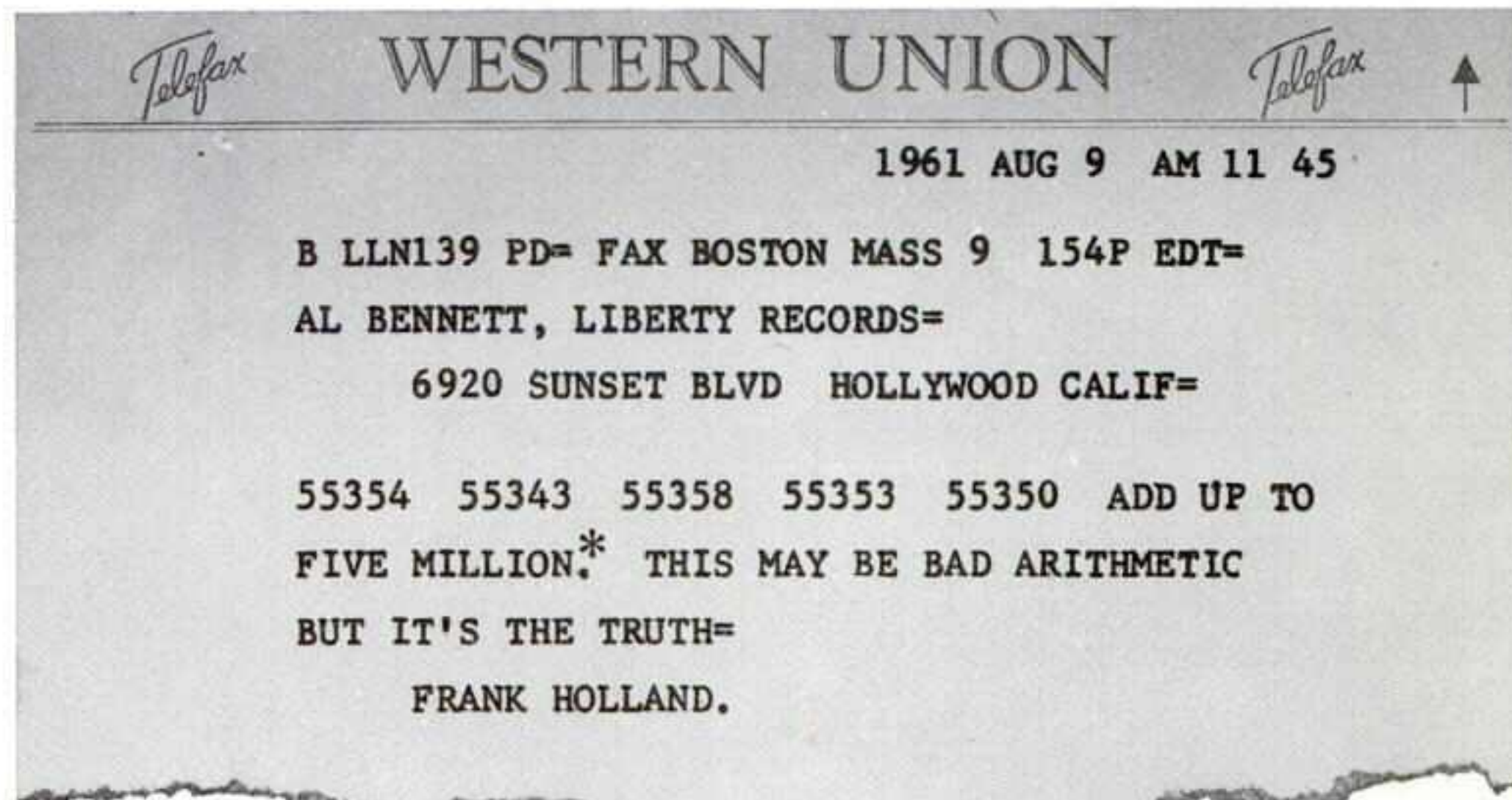
SEA OF HEARTBREAK
DON GIBSON
7890

WHAT WOULD YOU DO?
JIM REEVES
7905

SWEET LITTLE YOU
NEIL SEDAKA
7922

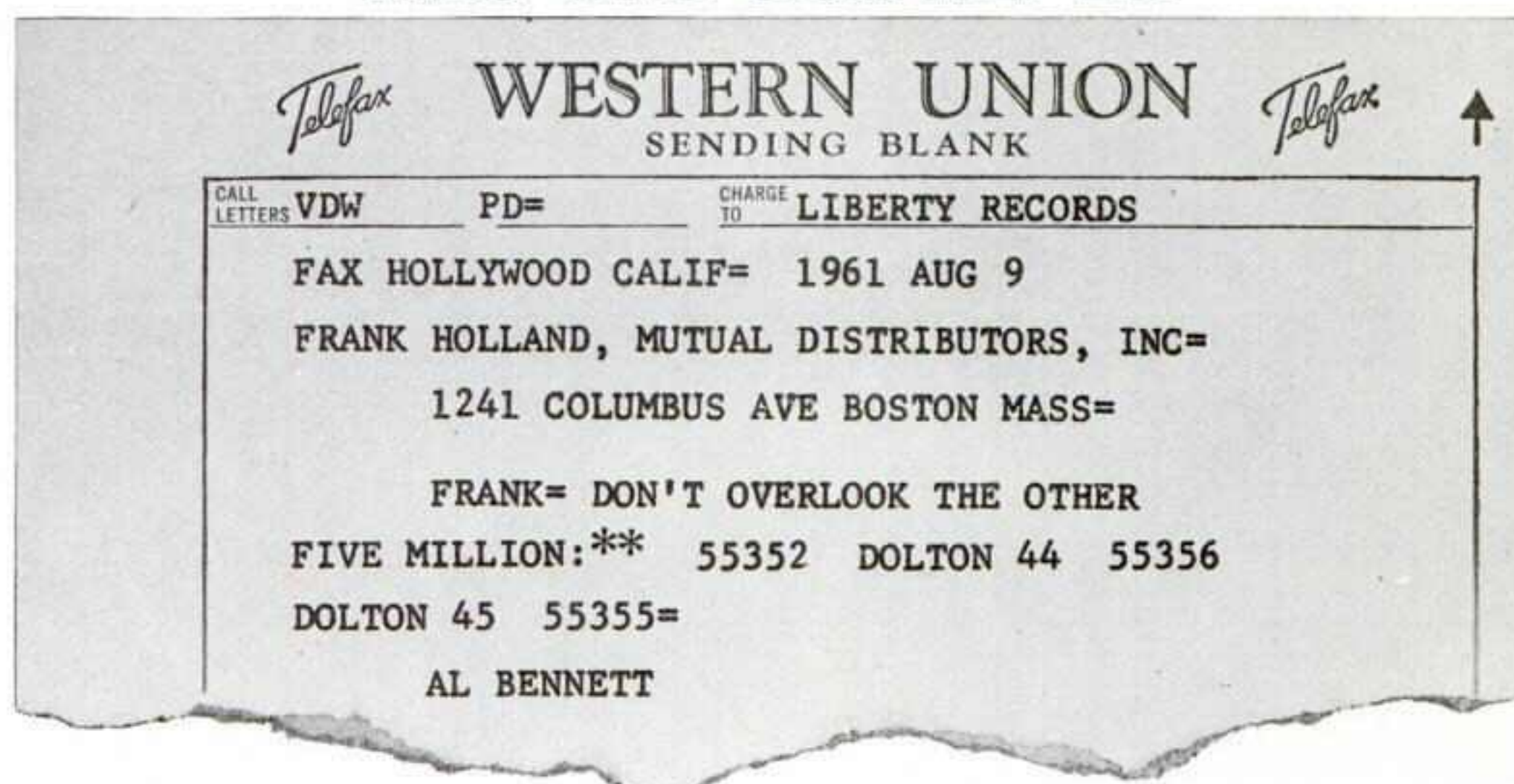
RCA VICTOR 
The most trusted name in sound

**THIS UNSOLICITED WIRE WAS SENT TO LIBERTY
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THE LIBERTY DISTRIBUTOR IN BOSTON:**



- *#55354 "TAKE GOOD CARE OF MY BABY"/ BOBBY VEE
- #55343 "HURT"/ TIMI YURO
- #55358 "I WON'T TURN YOU DOWN"/ JACKIE DeSHANNON
- #55353 "THIS TIME"/ TROY SHONDELL
- #55350 "THE MOUNTAIN'S HIGH"/ DICK AND DEEDEE

THIS WAS OUR REPLY:



- **#55352 "HELLO FOOL"/ RALPH EMERY
- DOLTON #44 "THEME FROM SILVER CITY"/ THE VENTURES
- #55356 "NEW ORLEANS MEDLEY"/ EARL PALMER
- DOLTON #45 "THE GREAT IMPOSTOR"/ THE FLEETWOODS
- #55355 "DON'T" b/w "LOVE ME"/ THE JOHNNY MANN SINGERS



FIRST IN THE FOREGROUND OF SOUND



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

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

150 Best Selling

MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	2	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	7
2	1	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	12
3	5	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	13
4	6	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	31
5	3	GOIN' PLACES Kingston Trio, Capitol T 1564	8
6	7	CAMELOT Original Cast, Columbia KOL 5620	31
7	4	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	12
8	8	RICK IS 21 Ricky Nelson, Imperial LP 9152	13
9	10	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	42
10	14	EXODUS Sound Track, RCA Victor LOC 1058	32
11	11	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	30
12	9	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	162
13	12	RING-A-DING DING Frank Sinatra, Reprise R 1001	17
14	15	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	43
15	13	CARNIVAL Original Cast, MGM E 3946	13
16	19	CALCUTTA Lawrence Welk, Dot DLP 25359	30
17	16	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	88
18	17	TONIGHT IN PERSON Limsiters, RCA Victor LPM 2272	26
19	18	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	22
20	36	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	26
21	32	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	76
22	33	MAKE WAY Kingston Trio, Capitol T 1474	26
23	20	KINGSTON TRIO Capitol T 996	144
24	31	EMOTIONS Brenda Lee, Decca DL 4104	16
25	23	IN LIVING BLACK AND WHITE Dick Gregory, Colpix CP 417	12
26	25	ITALIA MIA Mantovani, London LL 3239	13
27	26	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	173
28	22	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	60
29	37	MOODY RIVER Pat Boone, Dot DLP 3384	6
30	29	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	99
31	21	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	5
32	24	BOBBY DARIN STORY Atco 131	14
33	53	DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001	3
34	43	JOSE JIMENEZ AT THE HUNGRY I Bill Dana, Kapp KL 3238	6
35	28	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	41
36	34	MY FAIR LADY Original Cast, Columbia OL 5090	281
37	27	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	94
38	74	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	4
39	51	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	36
40	49	MOM'S MABLEY AT THE UN. Chess 1452	17
41	48	SINSATIONAL Rusty Warren, Jubilee JGM 2034	14
42	55	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	178
43	38	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 25366	17
44	56	INSIDE SHELLEY BERMAN Verve MOV 15003	122
45	40	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	67
46	46	BRENDA LEE Decca DL 4039	53
47	30	ALL THE WAY Frank Sinatra, Capitol W 1538	19
48	50	STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	8
49	44	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1223	105
50	35	FILM ENCORES, VOL. I Mantovani, London LL 1700	161
51	54	ANOTHER SMASH Ventures, Dolton B 2006	9

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	57	KING AND I Sound Track, Capitol W 740	242
53	39	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	131
54	73	DEDICATED TO YOU Ray Charles, ABC-Paramount ABC 355	25
55	78	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	55
56	68	UNsinkable MOLLY BROWN Original Cast, Capitol WAO 1509	35
57	59	SPANISH HARLEM Ben E. King, Atco 133	3
58	81	DONNYBROOK Original Cast, Kapp KDL 8500	3
59	52	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	88
60	60	NICE 'N EASY Frank Sinatra, Capitol W 1417	53
61	62	WEST SIDE STORY Original Cast, Columbia OL 5230	46
62	41	WILDCAT Original Cast, RCA Victor LOC 1060	31
63	45	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	34
64	75	HEAVENLY Johnny Mathis, Columbia CL 1351	101
65	42	HERE'S JONATHAN Jonathan Winters, Verve MOV 15025	13
66	70	BUDDY HOLLY STORY Coral CRL 57326	33
67	58	KINGSTON TRIO AT LARGE Capitol T 1199	112
68	61	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	41
69	77	ROARING 20's Dorothy Provine, Warner Bros. W 1394	15
70	69	SOUTH PACIFIC Original Cast, Columbia OL 4180	376
71	76	THE ALAMO Sound Track, Columbia CL 1558	37
72	47	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	43
73	89	BEN-HUR Sound Track, MGM 1E1	69
74	90	GONE WITH THE WIND Sound Track, Camden CAL 625	3
75	80	MORE GREATEST HITS Connie Francis, MGM E 3942	3
76	87	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	64
77	91	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	24
78	95	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LPM 2239	52
79	83	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	32
80	67	GYPSY Original Cast, Columbia OL 5420	90
81	96	THE LORD'S PRAYER Mormon Tabernacle Choir, Columbia ML 5386	71
82	120	YELLOW BIRD Lawrence Welk, Dot DLP 25389	2
83	113	TIME OUT Dave Brubeck, Columbia CL 1397	34
84	111	THIS IS BRENDA Brenda Lee, Decca DL 4082	37
85	102	GONE WITH THE WIND London Sinfonia (Mathieson), Warner Bros. W 1322	13
86	82	STRING ALONG Kingston Trio, Capitol T 1407	54
87	94	GIGI Sound Track, MGM E 3641	164
88	85	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	25
89	88	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	53
90	97	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	59
91	84	SOLD OUT Kingston Trio, Capitol T 1352	70
92	112	SONGS TO REMEMBER Mantovani, London LL 3149	49
93	117	GIRLS, GIRLS, GIRLS Duane Eddy, Jamie 3019	6
94	64	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	15
95	63	WOODY WOODBURY LOOKS AT LOVE AND LIFE Stereoditties MW 1	76
96	92	BEST OF THE POPULAR PIANO CONCERTOS George Greeley, Warner Bros. X 1410	14
97	99	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	132
98	72	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	28
99	66	PIANO FORTE Peter Nero, RCA Victor LPM 2334	7
100	86	WARM Johnny Mathis, Columbia CL 1078	107
101	133	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 5004	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	137	SINATRA SWINGS Frank Sinatra, Reprise R 1002	2
103	138	COME SWING WITH ME Frank Sinatra, Capitol W 1594	2
104	65	MANNA OVERBOARD Charlie Manna, Decca DL 4159	6
105	71	DREAMSTREET Erroll Garner, ABC-Paramount ABC 365	9
106	93	TEMPTATION Roger Williams, Kapp KL 1217	33
107	79	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	28
108	100	BLUE HAWAII Billy Vaughn, Dot DLP 3165	70
109	132	BROOK BENTON GOLDEN HITS Mercury MG 20607	12
110	149	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London LL 3250	2
111	150	ON THE REBOUND Floyd Cramer, RCA Victor LPM 2359	2
112	144	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	26
113	—	THE FOUR PREPS ON CAMPUS Capitol T 1566	1
114	140	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	43
115	115	CHEAT ATKINS' WORKSHOP RCA Victor LPM 2232	19
116	116	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366	15
117	98	FIORILLO Original Cast, Capitol WAO 1321	55
118	114	TILL Roger Williams, Kapp KL 1081	26
119	110	OKLAHOMA! Sound Track, Capitol WAO 595	251
120	105	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	23
121	130	TWIST Chubby Checker, Parkway P 7001	42
122	121	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	46
123	128	PETER GUNN Henry Mancini, RCA Victor LPM 1956	105
124	143	IT'S PONY TIME Chubby Checker, Parkway P 7003	13
125	147	MOST POPULAR GUITAR Chet Atkins, RCA Victor LPM 2346	2
126	101	PORGY AND BESS Sound Track, Columbia OL 5410	89
127	127	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	45
128	148	PORTRAIT OF MY LOVE Steve Lawrence, United Artists UAL 3150	2
129	103	FLOWER DRUM SONG Original Cast, Columbia OL 5350	112
130	104	TENDERLOIN Original Cast, Capitol WAO 1492	33
131	122	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	64
132	108	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury DCM 2200	31
133	118	TOUCH OF YOUR LIPS Nat King Cole, Capitol W 1574	14
134	106	STUDENT PRINCE Mario Lanza, RCA Victor LM 1837	38
135	129	SAIL ALONG SILV'RY MOON Billy Vaughn, Dot DLP 3100	44
136	123	ANKA AT THE COPA Paul Anka, ABC-Paramount ABC 353	13
137	119	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	86
138	107	ITALIAN FAVORITES Connie Francis, MGM E 3791	81
139	146	COME DANCE WITH ME Frank Sinatra, Capitol W 1069	118
140	109	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808	10
141	—	AT LAST Etta James, Argo 4003	1
142	124	MUSIC MAN Original Cast, Capitol WAO 990	182
143	125	HYMNS Tennessee Ernie Ford, Capitol T 756	205
144	126	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	34
145	—	GENIUS OF RAY CHARLES Atlantic 1312	56
146	131	HAWAII Santo & Johnny, Canadian American CALP 1004	6
147	136	LAUGHING ROOM Woody Woodbury, Stereoditties MW 2	59
148	—	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	1
149	142	WALK, DON'T RUN Ventures, Dolton B 2003	32
150	135	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	35

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	12
2	6	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	14
3	10	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	8
4	2	CAMELOT Original Cast, Columbia KOS 2031	31
5	8	CALCUTTA Lawrence Welk, Dot DLP 25359	30
6	9	EXODUS Sound Track, RCA Victor LSO 1058	32
7	7	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	75
8	16	YELLOW BIRD Lawrence Welk, Dot DLP 25389	3
9	15	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	4
10	4	RING-A-DING DING Frank Sinatra, Reprise R 9-1001	13
11	5	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	11
12	3	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	31
13	17	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	76
14	11	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	113
15	19	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life SLP 1004	3
16	13	GOIN' PLACES Kingston Trio, Capitol ST 1404	7
17	14	CARNIVAL Original Cast, MGM SE 3946	10
18	12	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	63
19	22	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 2370	5
20	20	ALL THE WAY Frank Sinatra, Capitol SW 1538	19
21	21	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	83
22	18	ITALIA MIA Mantovani, London PS 232	2
23	27	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A5-2	13
24	30	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 25366	17
25	23	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	37
26	24	MY FAIR LADY Original Cast, Columbia OS 2015	113
27	25	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	41
28	31	WEST SIDE STORY Original Cast, Columbia CS 2001	2
29	32	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	25
30	44	MUSIC MAN Original Cast, Capitol SWAO 990	84
31	43	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London PS 242	2
32	28	TONIGHT IN PERSON Limsiters, RCA Victor LSP 2272	25
33	26	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	91
34	29	BLUE HAWAII Billy Vaughn, Dot DLP 25165	88
35	36	UNsinkable MOLLY BROWN Original Cast, Capitol SWAO 1509	32
36	39	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LSP 2366	4
37	34	WILDCAT Original Cast, RCA Victor LSO 1060	29
38	35	BEETHOVEN: WELLINGTON VICTORY London Symphony Orchestra (Dorati), Mercury LPS 9000	15
39	42	TIME OUT Dave Brubeck, Columbia CS 8192	3
40	—	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	1
41	47	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8368	24
42	37	MAKE WAY Kingston Trio, Capitol ST 1474	26
43	38	PIANO FORTE Peter Nero, RCA Victor LSP 2334	3
44	33	OKLAHOMA! Sound Track, Capitol SWAO 595	95
45	40	BYE BYE BIRDIE Original Cast, Columbia KOS 2025	15
46	45	MOODY RIVER Pat Boone, Dot DLP 25384	1
47	41	DREAMSTREET Erroll Garner, ABC-Paramount ABC 365	6
48	48	DYNAMICA Ray Martin Orch., RCA Victor LSA 2287	2
49	50	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817 SD	18
50	—	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	1

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

- ANNIVERSARY OF LOVE
Caslons, Seeco
- JUKE BOX SATURDAY NIGHT
Nino and the Ebbitides, Madison
- GEE OH GEE
Echoes, Seg-Way
- HUMAN
Tommy Hunt, Scepter

PHILADELPHIA

- LOOK IN MY EYES
Chantels, Carlton
- THREE GASSED RATS
Handclappers, Collier

DETROIT

- WAY YOU LOOK TONIGHT
Lettermen, Capitol

BUFFALO

- STICK SHIFT
Duals, Sue

BALTIMORE

- LOOK IN MY EYES
Chantels, Carlton
- IMPOSSIBLE
Gloria Lynn, Everest
- SOLITAIRE
Embers, Empress

SEATTLE

- PITTER PATTER
Four Sportsmen, Sunnybrook

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

- *I'LL NEVER SMILE AGAIN, PLATTERS. (Pickwick, ASCAP) Mercury 71847
- *AMOR, BEN E. KING. (Peer, AMI) Atco 6203
- *THING OF THE PAST, SHIRELLES. (We Three, BMI) Scepter 1220
- MOUNTAIN'S HIGH, DICK AND DEEDEE. (Odin, ASCAP) Liberty 55350
- NAG, HALOS. (Selma, BMI) Seven Arts 709
- *WITHOUT YOU, JOHNNY TILLOTSON. (Ridge, BMI) Cadence 1404
- *DON'T CRY BABY, ETTA JAMES. (Advance, ASCAP) Argo 5393
- WHEN WE GET MARRIED, DREAMLOVERS. (Elsner, BMI) Heritage 102
- *LITTLE BIT OF SOAP, JARMELS. (Mellin, BMI) Laurie 3098
- *CRYIN', RAY ORBISON. (Acuff-Rose, BMI) Monument 447

C&W

- *RIGHT OR WRONG, WANDA JACKSON. (Combine, BMI) Capitol 4553
- *PO' FOLKS, BILL ANDERSON. (Pamper, BMI) Decca 31262
- *SUNNY TENNESSEE, COWBOY COPAS. (Starday, BMI) Starday 552
- *CONSCIENCE I'M GUILTY, ROSE MADDOX. (Central Songs, BMI) Capitol 4598

R&B

- *I'LL NEVER SMILE AGAIN, PLATTERS. (Pickwick, ASCAP) Mercury 71847
- LONELY STREET, CLARENCE HENRY. (Arc, BMI) Argo 5398

Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

Pop

BOBBY LEWIS



ONE TRACK MIND (Lescay, BMI) (2:05)—Bobby Lewis has a strong follow-up to his current smash "Tossin' and Turnin'" with this bright rock and roll effort. It should be another hit for the chanter. Flip is "Are You Ready" (Lescay, BMI) (2:25). **Beltone 1012**

CHRIS KENNER



A VERY TRUE STORY (Tune Kel, BMI) (2:27)—**PACKIN' UP** (Tune Kel, BMI) (2:33)—Here's another artist who comes through solidly to follow up his current smash. Top side features a swinging vocal by the chanter over good backing; flip is in the "I Like It Like That" pattern. **Instant 3234**

THE DRIFTERS



LONELINESS OR HAPPINESS (Dolfi-Walden-Quartet, ASCAP) (2:31)—**SWEETS FOR MY SWEET** (Brenner-Progressive-Trio, BMI) (2:32)—The Drifters will continue their hit string with these sock sides. Topper is a moving rockaballad sung smartly by the lead; flip is a driving, gospel-flavored blues. **Atlantic 2117**

DUANE EDDY



MY BLUE HEAVEN (Feist, ASCAP) (2:15) — Duane Eddy sells the standard with some bright, showmanly guitar work that makes the oldie swing. Strong wax here. Flip is "Along Came Linda" (Gregmark, BMI) (2:33). **Jamie 1200**

FRANK SINATRA



AMERICAN BEAUTY ROSE (Jefferson, ASCAP) (2:19) —**SENTIMENTAL JOURNEY** (E. H. Morris, ASCAP) (3:24)—From Sinatra's new Capitol album comes these two sides, and the singer hasn't had better singles in a long time. He handles his old hit "American Beauty Rose" with verve, and "Journey" is taken for a slow ride. **Capitol 4615**

KAY STARR



WELL I ASK YA (Hollis) (2:06)—The thrush turns in a very stylish performance of a smart hunk of material, over fetching backing by the ork. A standout performance. Flip is "The Rough Riders" (Starstan) (2:57). **Capitol 4620**

THE BOBBETTES



I DON'T LIKE IT LIKE THAT (Kel, BMI) (1:50)—The Bobbettes have an answer to the current Chris Kenner hot wax with this bright item. They sing it with verve and it has a chance. Flip is "My Johnny Q" (Alan K, BMI) (2:12). **Gone 5112**

HARRY M. AND THE MARVELS



THE U-T (Night Time, BMI) (2:18) — The U-T is a new dance and the lads sing it with the spirit of "A Quarter to Three" on this jumping side. Solid for the teens. Flip is "What's the Use" (Night Time, BMI) (2:20). **ABC-Paramount 10243**

SUE THOMPSON



SAD MOVIES (MAKE ME CRY) (3:10)—This is the original version of the tune and a mighty good version it is. The lass sells it with feeling over good backing. Flip is "Nine Little Teardrops" (Combine, BMI) (1:58). **Hickory 1153**

EARL SINK



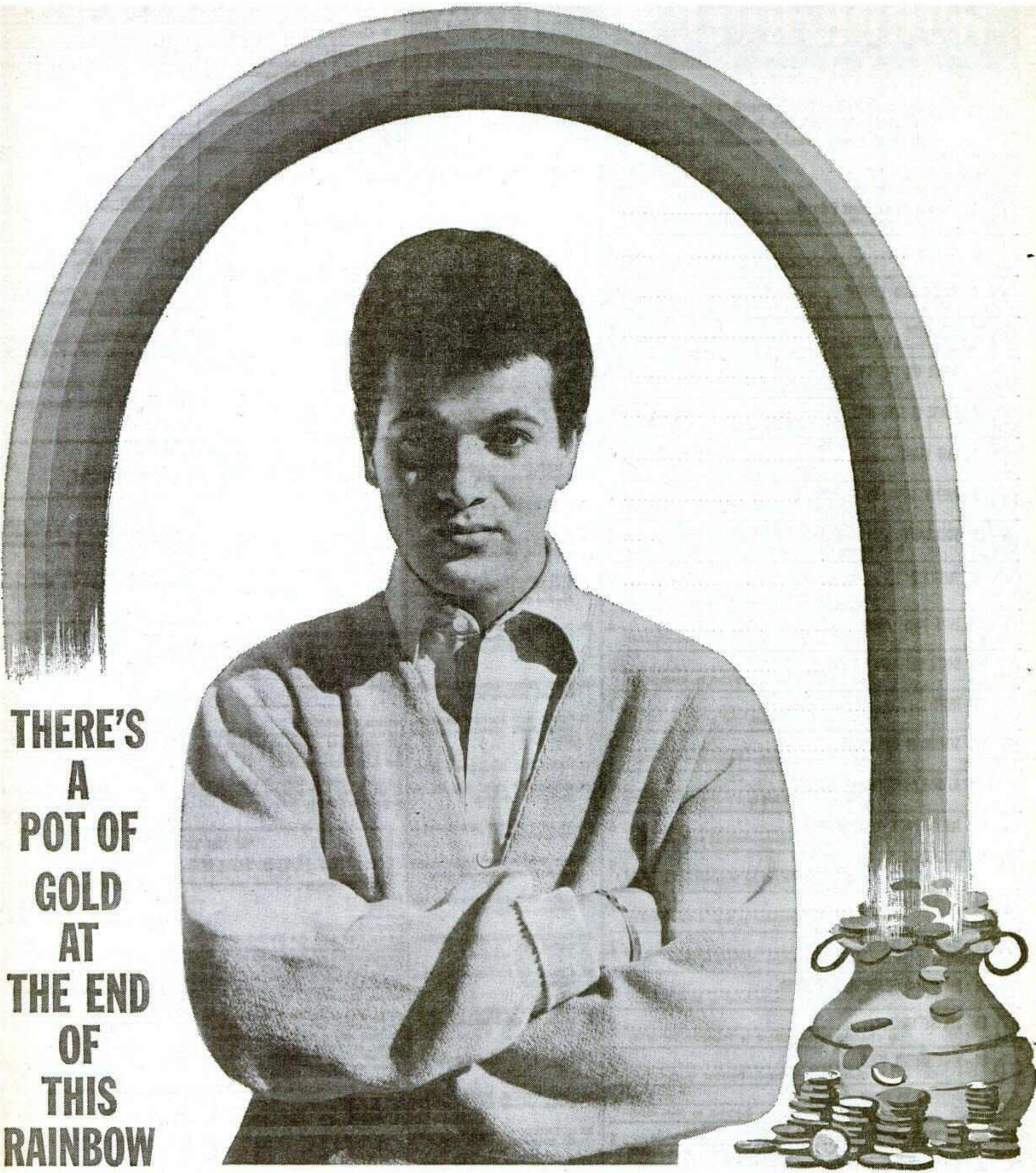
LITTLE SUSIE PARKER (Tree, BMI) (1:56)—A bright, bouncy rhythm tune is unraveled in happy style by the chanter aided by a femme group in the backing. It moves and it should appeal to the kids. Flip is "Superstitious" (Acuff-Rose, BMI) (1:54). **Warner Bros. 5235**

FRANKIE BRENT



RANG DANG DOO (Lowe, ASCAP) (2:26)—"The Rang Dang Doo" is the dance that Brent sings about on this lively novelty effort. It's a blues effort with a beat. Flip is "Hold It" (Islip, BMI) (2:11). **Cameo 196**

(Continued on page 30)



**THERE'S
A
POT OF
GOLD
AT
THE END
OF
THIS
RAINBOW**

**TOMMY SANDS' NEWEST SMASH SINGLE
RAINBOW**

c/w REMEMBER ME TO JENNIE #4611

SEE YOUR CRDC REPRESENTATIVE.....TODAY!



THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING AUGUST 27

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.

Table with columns: This Week, Last Week, Tune, Composer-Publisher, Weeks on Chart. Lists top 30 hits including 'WOODEN HEART (Muss I Denn)', 'MICHAEL', 'TOSSIN' AND TURNIN'', etc.

RECORDINGS AVAILABLE

- List of recordings available for purchase, including 'WOODEN HEART (Muss I Denn)', 'MICHAEL', 'TOSSIN' AND TURNIN'', etc.

Reviews of New Singles

Continued from page 30

- Reviews of new singles by Betty James, Father Joseph Dustin, The Emeralds, Sylvia Saynt, Living Juniors, Jim Hendrix, The Serenadett's, Johnny Tolleson, Tony Valla and The Alamos, Larry Collins, Eddie Moore, Joyce Heath, James Prince, Dana Lynn, Rhea Renee, Barbara Russell, and Two Star Limited Sales Potential Dick Glasser.

STRONG SALES POTENTIAL

JAZZ

SHIRLEY SCOTT: Hip Soul (Parts 1 & 2)—PRESTIGE 200—Tasteful blend of organ work by Scott and sax solo by Stan Turner on feelingful blues theme.

THE THREE SOUNDS: Things Ain't What They Used to Be (Parts 1 & 2)—BLUE NOTE 1794—Slow, relaxed jazz with blues orientation.

FREDDIE HUBBARD: The Changing Scene—BLUE NOTE 1809—Fine horn passages—both tenor and sax—give this side value for jazz jocks and dealers.

I Wished I Knew—The horn here is full of soul on this bluesy side. Merits strong play. (Groove, BMI)

STRONG SALES POTENTIAL

SPIRITUAL

SONS OF FAITH: What More Can He Do?—NASHBORO 700—On this side the group handles a tender sincere gospel effort sparked by a strong lead singer who both sings and talks the message.

I Gave My Heart to Jesus—The Sons of Faith have a first-rate spiritual side here with a melody that has since become well known in the pop field.

DONALD BYRD: Gate City—BLUE NOTE 1798—Fine blowing. Trumpet on this blues-oriented side has class and mood.

Little By Blue—Broken out of an album, there are interesting horn effects here.

MODERATE SALES POTENTIAL

JIMMY FORREST: Remember—Bolo Blues—PRESTIGE 197.

MARLOWE MORRIS QUINTET: On the Trail (Parts 1 & 2)—COLUMBIA 42133.

SPIRITUAL THREE STAR RECORD REV RAYMOND RASBERRY SINGERS: If I Work for Jesus—SHARP 615.

THE FAMOUS WARD SINGERS: Rock of Ages—SAVOY 4162—Fans of the Famous Ward Singers will want to add this great group's version of the old inspirational hymn to their collections.

The Lord's Army—The flip is a fast-stepping melody that the girls sing to martial cadence. (Savoy, BMI)

THE ROBERTA MARTIN SINGERS: Every Now and Then—SAVOY (Continued on page 34)

Best Selling Sheet Music in U. S.

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

Table with columns: This Week, Last Week, Tune, Weeks on Chart. Lists best selling sheet music including 'EXODUS', 'NEVER ON SUNDAY', 'WOODEN HEART', etc.

WARNING—The title 'HONOR ROLL OF HITS' is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent.

ACC's 'Fun Fair' Package May Alter Coin Operation

Continued from page 1

ACC consists of a manufacturing subsidiary, the Kiddielane Manufacturing Company, and about 20 operating subsidiaries. All are wholly owned by the parent company. Each operating firm covers an individual market area. In toto, the subsidiaries operate some 5,000 rides, mostly in supermarkets, department stores and chain stores.

The parent company makes its headquarters in a \$750,000 installation which houses the manufacturing facilities.

Lane says the new concept will be played by ear for the first few months. Tentative plans call for the replacement of the operating subsidiaries by franchised operators in each of the existing areas and the establishment of new franchises in areas not already covered.

The franchised operator will take over all existing ACC rides in his area. He will also Operate Fun Fairs in retail outlets.

Operators Only

Lane explained that his program is aimed exclusively at the coin machine operator, who has equipment suitable for installation in Fun Fairs and who has the know-how to keep the equipment in working order.

Briefly, the plan works this way: ACC representatives survey the large discount stores, highway discount centers and suburban shopping centers in each area. Plans are drawn up for each potential location, the blueprints showing where the installation will be placed and how it will fit in with existing facilities. The installations will generally vary from 4,000 to 5,000 square feet. The basic unit will consist of:

1. One or more major rides—either a Lost Mine Train which travels through a tunnel and has as accompanying scenery a Western cattle town; or a Whirlybird, consisting of six Helicopter rides, with a tape recorder issuing all sorts of military commands; or a Fort Apache ride, simulating a covered wagon caravan of the old West.

2. A Birthday House, providing dining facilities for about 20 youngsters in a carousel installation. The Birthday House is de-



BERT LANE

signed for birthday parties, with the parents paying \$1.50 a head for the guests. Each guest is entitled to ice cream and other goodies, as well as a specified number of rides.

3. A snack bar, either coin operated or counter.

4. Individual coin-operated rides and games.

5. A Music Hall Stage, suitable for public appearances of local disk jockeys, recording stars, television personalities and other talent.

Promotion Schedule

ACC gets the location for the franchised operators. A promotion schedule, designed to bring in store traffic, is presented to the location management at the same time the blueprints are presented.

The operator finances the equipment—with about \$10,000 down (the amount varying with the size of the installation) and the balance in time payments. (According to Lane, several finance plans will be available.)

While the operator retains title to the equipment, ACC will receive a percentage (a small one, according to Lane) of the gross. Commission arrangements with the locations will be worked out on individual bases.

Existing Rides

The operator also will take over kiddie rides currently in operation

by the local ACC subsidiary. His franchise will require him to buy ACC rides exclusively, but he will be free to buy games, music machines and vending equipment of his choice. ACC will sell only to its franchised operators.

According to Lane, the above program is a tentative one and will probably be modified before a final method of operation is determined.

Plans call for franchised operators to be selected late this month, with the first installation becoming operation is being tested by ACC in Florida (see photos).

Miniature Disneyland

Nub of the ACC concept is that the operator must think in terms of general showmanship and merchandising. The Fun Fair is a miniature Disneyland, drawing children into the store.

From the retailer's viewpoint, the kiddie traffic means adult sales. Parents invariably accompany their youngsters to funspots, and, if the funspot is located in a department store, they will probably spend a lot more than their offspring.

At least this is ACC's theory—and it's going to be their major selling point to location management.

Promotions Next Week

The Fun Fair lends itself to an infinite variety of store promotions. The promotional aspect will be covered in next week's issue of Billboard Music Week.

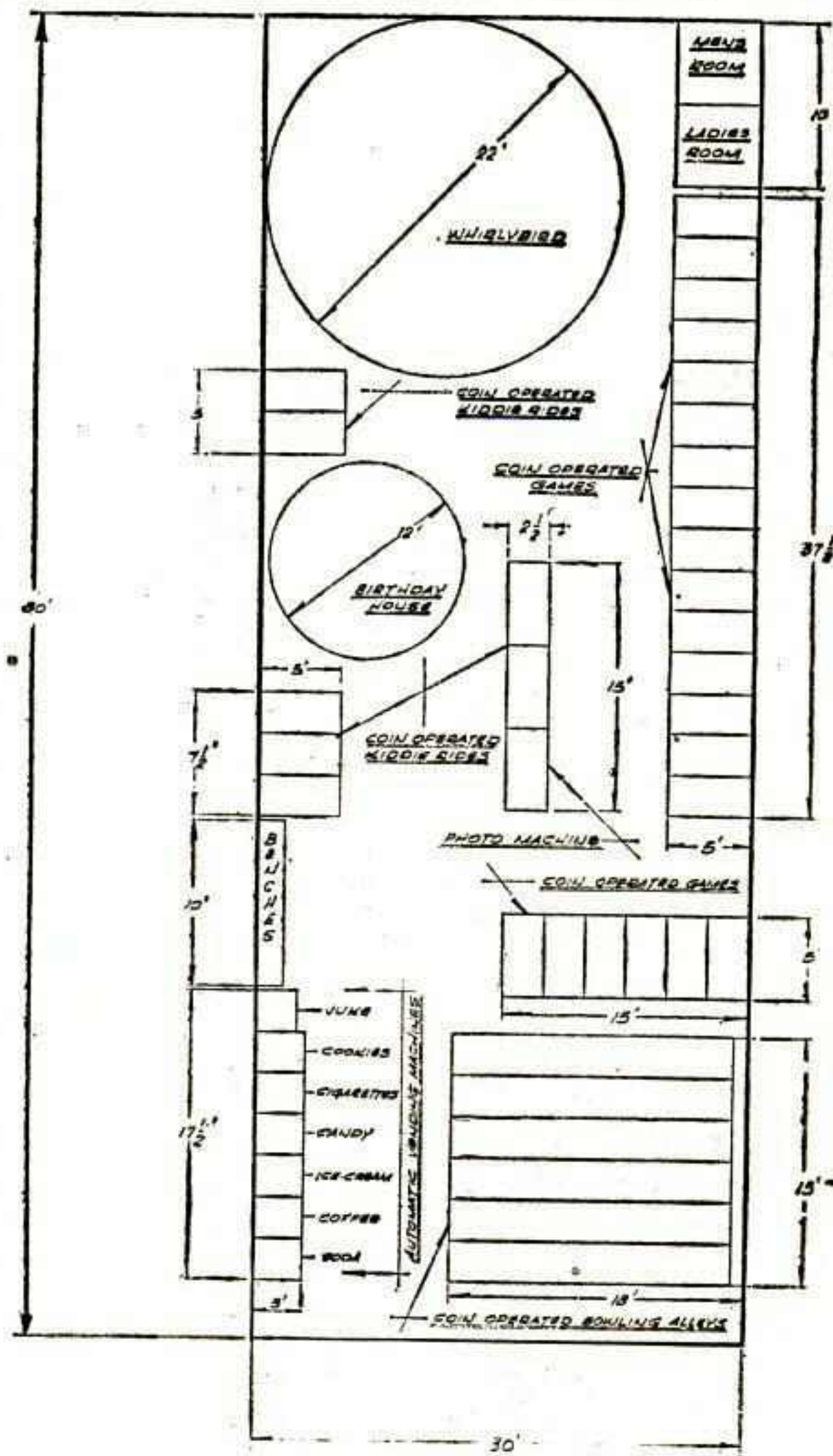
Fun Fair will be the most ambitious undertaking of Lane's 30 years in the coin machine business. Lane began as a juke box and game operator in the early 1930's and later was both a designer and national sales representative for the old Genco Manufacturing Company (now part of Chicago Dynamics).

In 1949, when Clarence Camp came out with one of the first mass-produced kiddie rides, Lane contracted to take half his output.

Corporate History

The Lane-Marvey Corporation, with headquarters in Mineola, L. I., was formed that year with Lane and his brother, the late Eddie Lane, an advertising executive. Lane-Marvey opened a factory in

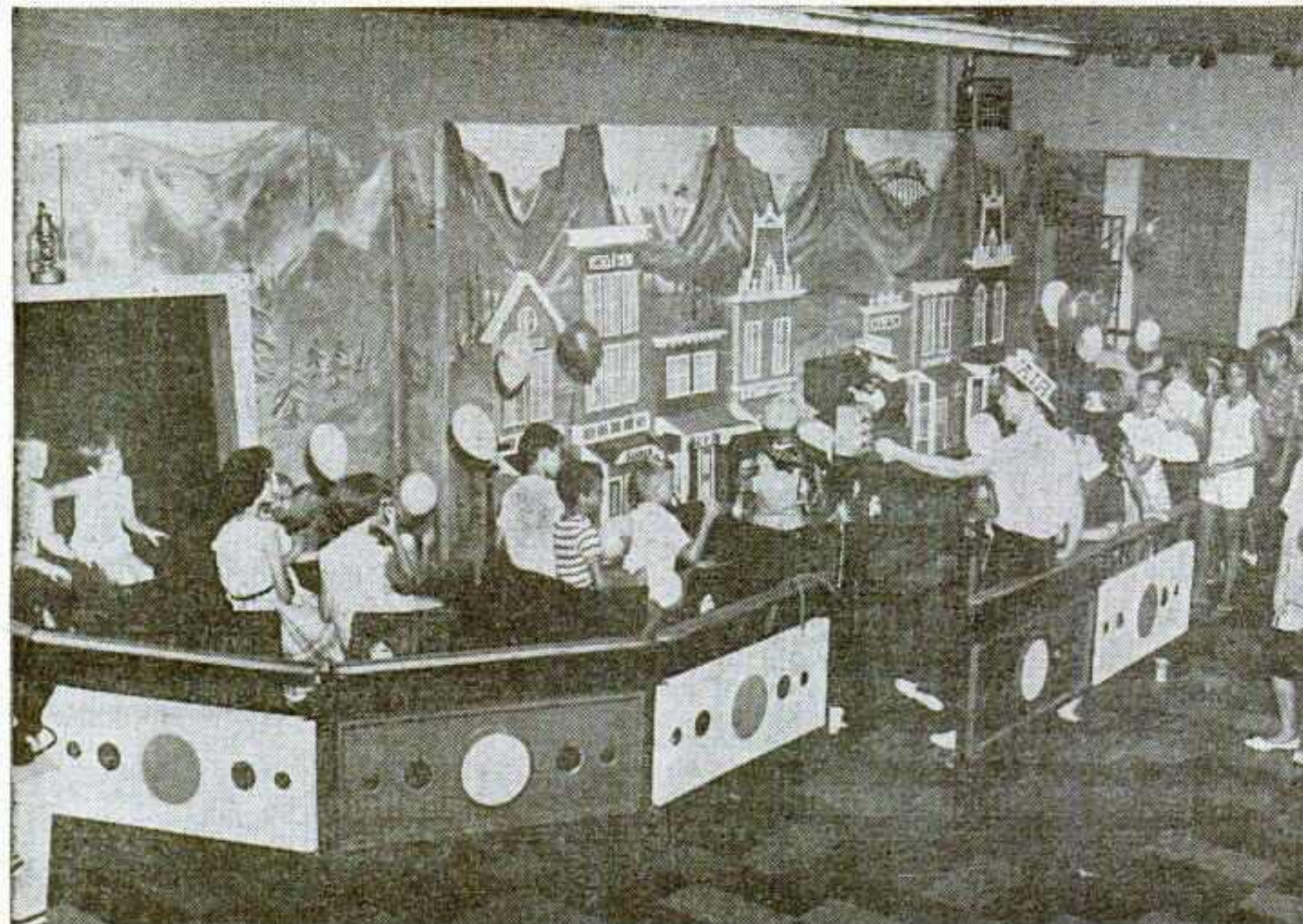
(Continued on page 46)



—FRONT—

KIDDIELANE MANUF. CORP.
2400 SQ. FT. FUN FAIR LAYOUT
50

INDIVIDUAL BLUEPRINTS are prepared for each retail outlet. Equipment and space will vary, according to store layout and to what ACC feels the location merits. Each plan is designed to aid the store in its primary mission—to sell merchandise.



THE LOST MINE TRAIN RIDE is one of the major attractions in the Fun Fair package. This shot, taken at ACC's pilot installation in Jacksonville, Fla., shows the moppets emerging from the tunnel. A sound track plays while the ride is in progress and the atmosphere of a Western mining town is generally preserved.



AN AIR-SEA RESCUE OPERATION is the theme of the Whirlybird ride. Messages of mariners in distress are beamed to the young pilots, and the sounds of the sea and the air are reproduced. Jacksonville tots gather around the enclosure to root on the rescuers.

The Best Sales Boards and Jar Games
Write for information and prices.
GALENTINE COMPANY
Dept. B, 519 E. Jefferson Blvd.
South Bend 17, Indiana



Ed Newell Buys Out Herb Bridges

MEMPHIS — Edward H. Newell, owner of Or-Matt Amusement Company, bought out Herbert Bridges, Memphis Amusement Company, last week for a reported \$10,000.

Bridges had phonographs and games in nine locations. Newell, president of Memphis Music Association, is one of the better known operators in the city and is regarded as one of the leaders in the industry.

Bridges, who also owns several small restaurants and taverns, said he will take a much needed vacation and devote his time to his cafes.

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

BUY WITH CONFIDENCE

CANDY VENDORS	GUNS	KIDDIE RIDES
DuGrenier, 8 Col. \$195	Ex. Space Gun \$ 98	Bally Space Ship \$250
Stoner, 6 Col. 125	Gun Patrol 125	Toonerville Trolley .. 475
Stoner, 8 Col. 175	Six Shooter 125	Boat Ride 250
Shipman, 6 Col. 95	Star Shooting Gallery 125	Donald Duck 250
U-Select, 72 Sel. 65	Sportland Shooting Gallery 125	Ex. Big Bronco 295
N. W. Sweet, 16 Sel. 225	Genco Big Top 225	Elsie the Cow 195
National, 6 Col. 75	Circus 195	Ferdinand the Bull.... 195
Rowe, 7 Sel. 145	Keeney Sportsman 185	Fire Engine 395
MISCELLANEOUS	State Fair 195	Motor Cycle Ride 395
Pop Sez Popcorn... \$ 85	Ranger 185	Junior Jet 175
Vendo 210 Ice Cream 425	Muto, Bangorama 125	Red Nose Reindeer ... 225
Vendo 210 Milk 425	Sky Fighter 125	Round World Trainer. 275
	Midway Bazooka 295	Sandy Horse 375
	Shooting Gallery 350	Turn Pike Tournament 495
	Deluxe Shooting Gallery 475	Capitol Palomino 195
	Seeburg Bear Gun 185	Midget Horse 195
	Coon Hunt 185	King Train 175
	Wms. Vanguard 250	Rabbit 185
	Marcules 325	Old Smokey, new 350
	Crusader 325	



CLEVELAND COIN MACHINE EXCHANGE
2029 PROSPECT AVE., CLEVELAND 15, OHIO
All Phones: Tower 1-6715

ROUTE OPPORTUNITY

220-piece Music, Game and Arcade Route. Established in 1944 in beautiful city in the Carolinas that is growing fast. Route will do \$125,000.00 per year. Good equipment. Owner retiring. Employees will continue. Sale price is \$160,000.00 cash. This is a real opportunity for the right man.

Address: BOX C-178, c/o The Billboard
2160 Patterson Street Cincinnati 22, Ohio

NEW from **Valley**

METAL BUMPERS

NOW STANDARD ON BUMPER POOL®

Metal bumper, with 3/8" diameter holding nut, provides extra rigidity . . . faster rebound . . . speedier, more interesting play! Ideal replacement for all tables.

See your distributor, or write direct.

VALLEY SALES CO.
333 MORTON ST., BAY CITY, MICHIGAN

Affiliate **Valley Mfg. Co.**
Twinbrook 5-8587

EUROPEAN NEWS BRIEFS

Play It Again, But Softer

ROME—Italian juke box operators are being admonished to watch juke box volume, which has been gaining steadily in decibel count during the holiday season. The "watch your volume" campaign instituted by Apparechi Musicali Italiani, the AMI general representative, has been a spectacular success. Noisy box complaints declined all over Italy under impact of the anti-noise drive. However, the holiday season has brought a general slackening of effort on the part of operators and location owners, some of whom, according to complaints, seem to equate noise with holiday gaiety.

German Trade Fights Bad Rep

FRANKFURT — West Germany's coin machine trade is mounting a campaign against daily press indictment of the trade for fraudulent and unethical business transactions. These consist primarily of the sale of juke boxes to low-salaried employees. There have been cases of workers with monthly income of as low as 350 marks (four marks to the dollar) contracting to buy as many as 10 boxes at between 5,000 and 9,000 marks a box. It is claimed that the wage-earners were misled with promises of overnight riches. The German daily press has been shedding tears with thick black headlines over the misfortunes of the guillible juke box buyers. However, the German trade, encouraged by the editorial stand of Automaten Markt, trade journal, is placing primary responsibility with the bilked box buyers, maintaining that such instances of fraud and misrepresentation are strictly cases of "let the buyer beware," and that the trade can assume no responsibility for the machinations of fast-buck artists.

Liechtenstein Juke Trade Up

VADUZ, Liechtenstein — This postage-stamp principality, where cows outnumber humans, is having its most prosperous juke box summer season—and looking ahead to record winter collections. The juke box count has climbed to 75 for the entire principality. Additional boxes are being imported for the winter season, their exact number to depend upon tourist bookings. Lilliputian Liechtenstein's thriving phonograph business is a reflection of its tourist boom. Figures just released by the Liechtenstein Statistical Office show that, whereas tourists spent only a total of 55,000 nights in the principality in the five years from 1954 to 1958, the number rose to 71,228 in 1959, to 98,687 last year, and will exceed 100,000 in 1961. Liechtenstein, now only a summer resort, is expanding into the winter resort business. This brand-new resort area also will provide a brand-new market for juke boxes.

French Games Hit All-Time High

PARIS—Coin games have increased to an all-time record of 48,250 in France, according to the latest count. The machines are in nearly 38,000 communities, which makes the coin game the Gallic equivalent of the British pub's dart game total. There are 5,000 machines in Paris alone. Games have multiplied considerably faster than juke boxes, which number fewer than 15,000. Most game machines are the property of operators, and the average French operator, according to a recent survey, is a rugged individualist, operating from 10 to 60 machines. It is rare, however, that a French operator will have more than 100 machines. A survey of Paris' 5,000 games shows that a full 80 per cent were manufactured between 1953 and 1957. This vintage equipment is being slowly replaced, but French operators are by nature frugal about buying new equipment.

Germans Fight for Danish Mkt.

COPENHAGEN — The announcement that Britain will seek membership in the European Common Market has started a scramble by German firms for a strengthened foothold in the Danish market. Denmark has been aligned with Britain in the European Free Trade Association (EFTA). It is now taken for granted—in fact, the Danish government has said as much—that Denmark, too, will seek Common Market membership. This means that Denmark will be opened to German and other Common Market manufacturers and distributors on the same basis as a domestic market. Bergmann of Hamburg has forged strong ties to Hans Ziirsen, a Danish juke box pioneer. Ziirsen is also handling the Fanfare box of N.S.M. These two German firms are in a strong position in the Danish market. Al Adickes' Hamburg-assembled Rock-Ola boxes qualify as German boxes, as do AMI machines assembled at the Tonomat plant in New Isenburg, outside Frankfurt. Denmark liberalized certain imports late in 1960, but the liberalization failed to stimulate coin machine imports to the extent anticipated.

Tunisians Boost Juke Imports

TUNIS—Tunisia is increasing its importation of juke boxes. Some 150 boxes have been imported so far in 1961, and the year's total is expected to reach 250. Most of the boxes are shipped from Casablanca, crossroads for coin machine shipments to North Africa. French boxes predominate in Tunisia, although German and U. S. boxes have been gaining fast. It is estimated that there are now 2,000 juke boxes in Tunisia, concentrated in Tunis and coastal cities. Coin games are increasing rapidly

(Continued on page 46)

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.
P. O. Box 4125, Sta. A
San Antonio, Texas
Phone: CA 7-8389

SEE
ROCK-OLA COLOR INSERT
OPPOSITE
CARDBOARD CHARTS

THE PRICE IS RIGHT
Send For
New
Listings
Today
**ARCADES-GAMES-
BINGOS-RIDES-
MUSIC, ETC.**

DAVID ROSEN
Exclusive A M I Dist. Ea. Pa.
855 N. BROAD STREET, PHILA. 23, PA.
PHONE: CENTER 2-2903

DAVIS'
FAMOUS 6-POINT
GUARANTEE

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 \$795

Terms: 1/2 deposit required

WORLD EXPORT
WESTERN EXPORT
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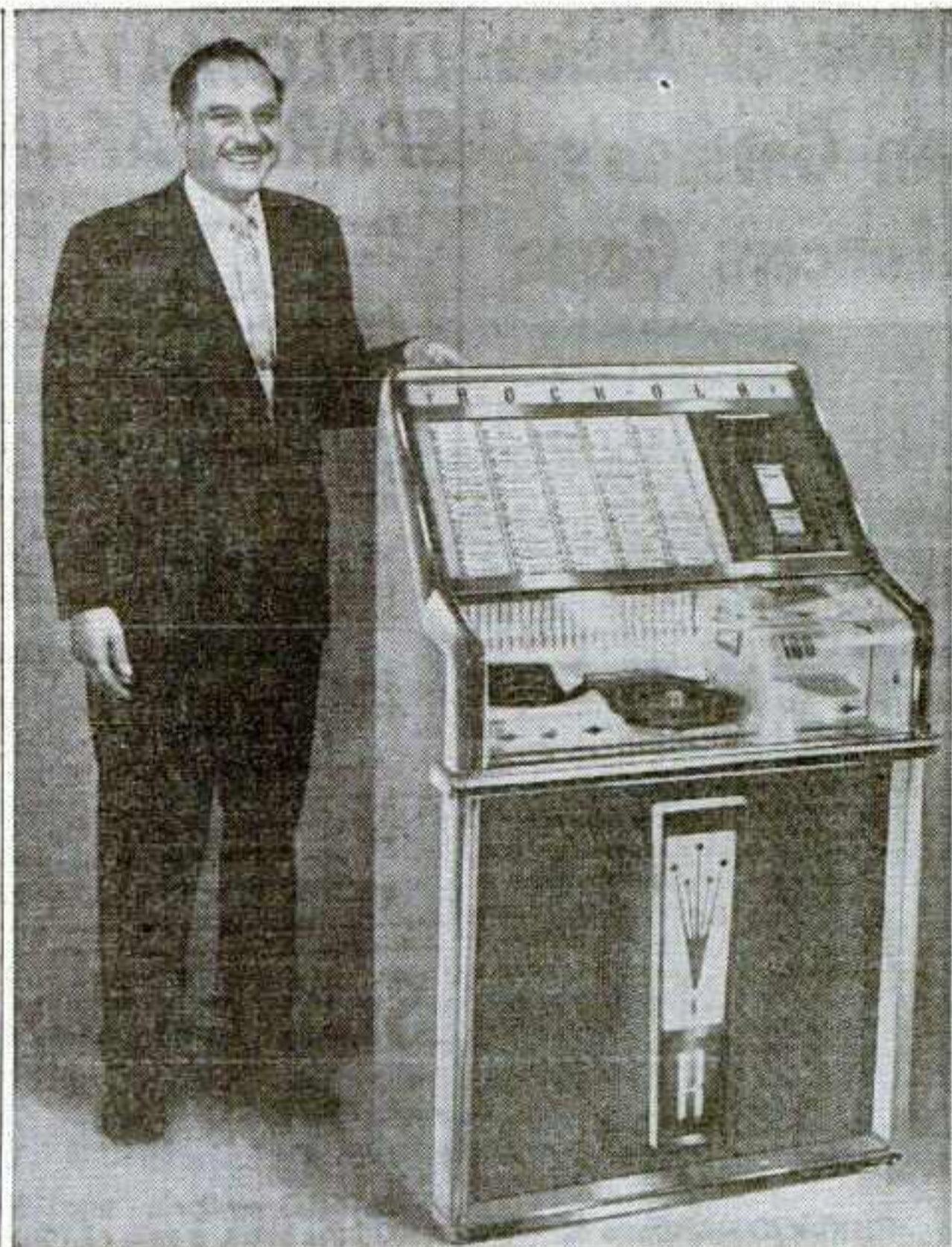
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UNITED
Shuffle Alleys
and
Bowling Alleys**
WELCOME EVERYWHERE
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**BEST
FOR LESS**
GAMES
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Lotta Fun 395.00
Barrel of Fun 495.00
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Good things
happen when
YOU help
+
THRU RED CROSS



E. G. DORIS, Rock-Ola vice-president, shows off the firm's new Princess phonograph introduced at operator showing around the country last week. The 100-selection phonograph can be set for either stereo or monaural play.

**N. Y. Coin Assn. Covers Trade
Machine Legislation at Meet**

NEW YORK—Juke box and amusement machine legislation before Congress will be the first item of business at the annual meeting of the New York State

Coin Machine Association at the Laurels Country Club, Monticello, N. Y., next September 30.

Also on the agenda are State legislation and State Liquor Authority rulings, changes in the dues structure, election of officers, plans for the 1962 convention, loans and bank credit and recommendations of a penal code law.

The New York State group holds its convention in conjunction with meetings of two other coin associations—the New York State Operators Guild and the Music Operators of New York.

The three-day weekend gets under way September 29 and winds up October 1. The package goes for \$39 per person and covers all meals, the banquet, cocktail party and use of all the resort's facilities. Nash Gordon, Music Operators of New York, 250 West 57th Street, New York, is in charge of reservations.

Millie McCarthy, president of the New York State Coin Machine Association, announced that arrangements are being made to provide transportation from the Binghamton airport for those operators who are flying in from Western New York.

Cars will be available Friday afternoon and possibly Saturday morning to take traddsters from the Binghamton airport to the Laurels. Cars will go back Sunday and Monday morning.

Anyone wanting transportation can write to Mrs. McCarthy at the Binghamton Amusement Company, 221 Main Street, Binghamton. The phone number is Raymond 9-1515.

Mrs. McCarthy may also be reached at Hurleyville, N. Y. The telephone number is Hurleyville 284.

**Hubert Rushing, Miss.
Operator, Dies at 51**

PHILADELPHIA, Miss. — Hubert Rushing, owner of Philadelphia Music Company, died recently of a liver ailment after a long illness. He was 51.

His widow will continue operation of his route with the route manager in actual managerial capacity.

Rushing's route is large for a small city operator. There are machines at about 100 locations in numerous towns in two counties.

Kanter's Ace Sales Moves

CINCINNATI—Charlie Kanter, well-known music machine operator in this area, has moved the headquarters of his Ace Sales Company and his retail and wholesale record outlet to a new location at 1714 Vine Street here. Firm has been located on McMicken Avenue in the Mohawk section of town the last several years.

SAVE HUNDREDS OF DOLLARS ON
**UNITED
BOWLERAMA**
20 ft. long.
Clean as a whistle.
SANDLER DIST. CO.
405 Plymouth Ave.
Minneapolis 11, Minn.
Phone: JA 9-9693

**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

**ATLAS . . . for MUSIC and
ROWE VENDING MACHINES**
COMPLETE STOCK OF PARTS—FAST SERVICE!

Choice Reconditioned VENDING EQUIPMENT	SPECIAL! ROCK-OLA MODEL 1446 \$195 RECONDITIONED
STONER D-500 COFFEE\$295 STONER D-13 HOT DRINK 595 SEEBURG 800 E-2 CIGARETTE 275 SMOKESHOP V-27 (18 Col.) 215 SMOKESHOP V-36—New (27 Col.) Write CONTINENTAL CORSAIR 20 195 NATIONAL MODEL III CIG. 175	
MUSIC	
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. F-120 250 A.M.I. E-80 145 SEEBURG 201 675	SEEBURG 222\$795 SEEBURG K-200 445 ROCK-OLA 1468—120, St 625 ROCK-OLA 1455 395 WURLITZER 2300-S 625 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

**Joe Ash says . . .
CONTACT ACTIVE FOR PINBALLS**
THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!
Exclusive Gottlieb Distributor for Eastern Pennsylvania, South Jersey and Delaware.
ACTIVE AMUSEMENT MACHINES CO.
666 N. Broad St., Phila. 30, Pa.
POplar 9-4495
You can ALWAYS depend on ACTIVE ALL WAYS
Write or wire for prices

The Economical SATELLITE

six pocket pool table
An economy version of the Eldorado featuring:
• Recessed coin chute, drawer and tray
• Black and white formica top rails
• Multi color black and white sides with chrome trim on top rails
Made in 77"x45" size only
IRVING KAYE CO., Inc.
Sterling 3-1200
363 Prospect Place Brooklyn 38, N.Y.

IMPORTERS SEND FOR FREE 56-PAGE ILLUSTRATED 1961 CATALOG
FIRST COIN MACHINE EXCHANGE
Joe Kline & Wally Finke
1750 W. NORTH AVE. CHICAGO 22, ILLINOIS Dickens 2-0500

ABP MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

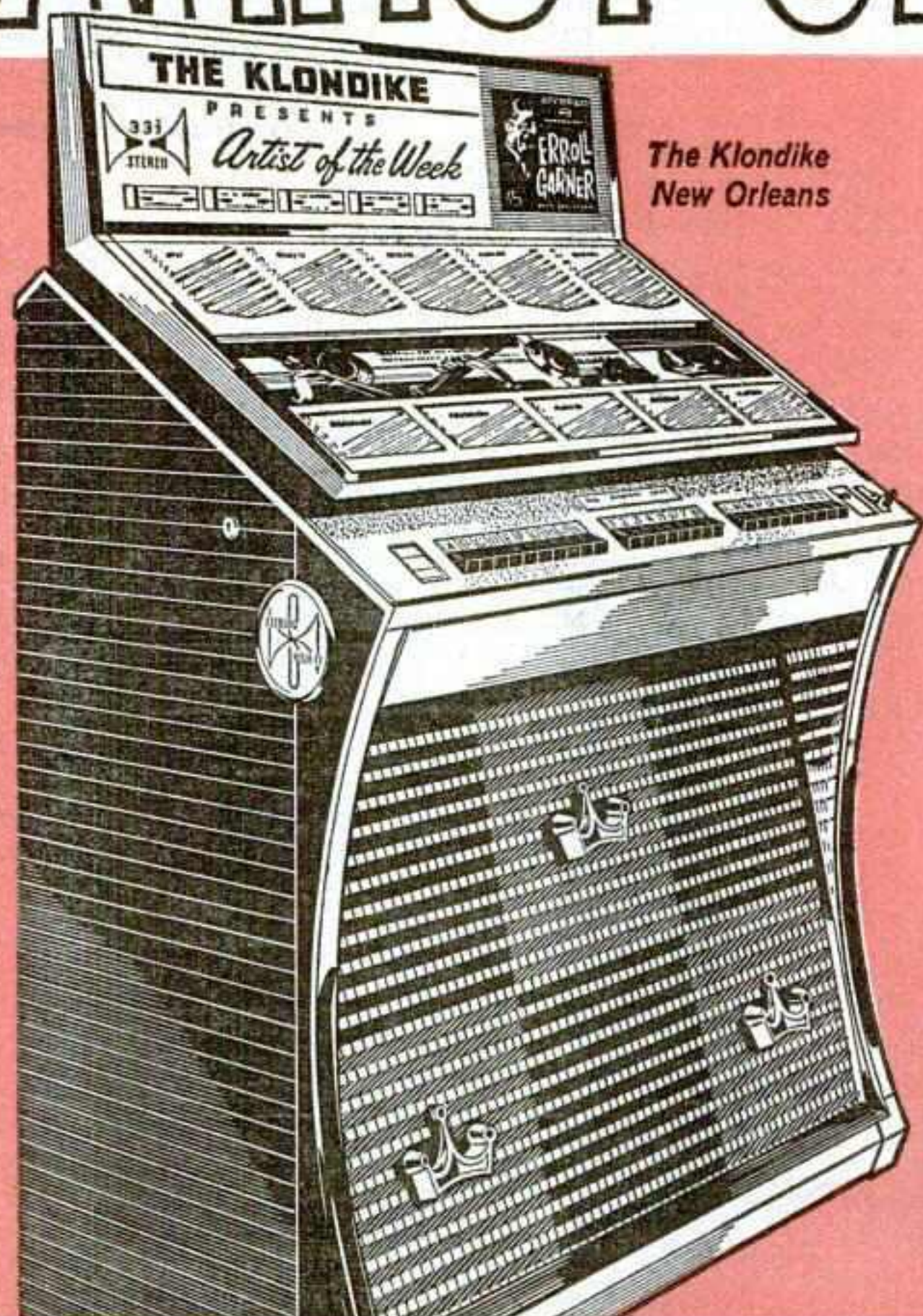
SURE SHOTS FOR LONG RUN PROFITS . . .
Williams COIN-OPERATED POOL TABLES
Williams DELUXE 90 MODEL

50" x 90" OVERALL SIZE
also Deluxe 75 model 43" x 75" overall size
Both Deluxe 90 and Deluxe 75 Have All These Features:
• brightly polished chromium plated castings around all pockets
• lively rebound cushions
• hand rubbed mahogany veneer finish
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• separate cue ball return within easy reach from upright position
• first quality balls size 2 1/4" — cue ball size 2 3/8"
• twin dime or 25¢ push chute
• recessed removable drawer
Supplied with 4 best quality cues
See the Standard Model 75—low priced—a quality table.
All models have Slate tops covered with regulation billiard cloth.
Place Your Order Today!
Contact Your Nearby Williams Distributor.
WILLIAMS ELECTRONIC Mfg. Corp. 4242 W. FILMORE ST. CHICAGO 24, ILL.

GARNER



ARTIST OF THE WEEK



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

Every week, Seeburg "Artist of the Week" phonographs bring in more location customers with a new best-selling LP album in superb 33 $\frac{1}{3}$ stereo hi-fi. Ten popular album hits...all by the same artist and not available on 45 RPM!

And Seeburg Intermixes, automatically, both your 45-rpm records and the overwhelmingly popular new 33 $\frac{1}{3}$ LP album records. No adjustments, no conversion kits ever needed.

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

SEEBURG

PERSONALIZED FOR EVERY LOCATION!

ARTIST OF THE WEEK

Ten-selection 33 $\frac{1}{3}$ stereo album packages

WEEK OF AUG. 14
ERROLL GARNER
Dream Street
(A.B.C. Paramount)

GLORIA LYNNE
I'm Glad There Is You
(Everest)

WEEK OF AUG. 21
THE PLATTERS
Life Is Just a Bowl of Cherries
(Mercury)

B. B. KING
King of the Blues
(Gent)

EUROPEAN NEWS BRIEFS

• Continued from page 42

in Tunisia, and an even bigger boom is occurring in vending machines. The coin machine arcade is popular in Tunis and other Tunisian centers. Political difficulties between Tunisia and France over the French naval base at Bizerte are having repercussions in the coin machine import field. Tunisian merchants are switching from French merchandise and manufactured products generally as a gesture of patriotism. This is also the case with coin machines. This has opened the door to German manufacturers particularly, and they are working hard to gain a foothold in the Tunisian market which can be expanded into North Africa generally.

R. F. Jones Company's L.A. Service School Opens on AMI Continental

LOS ANGELES—The R. F. Jones Company, which recently moved into this area, held its first service school for music and vend-

ing machine operators at its spacious quarters August 9.

The session was conducted by Jack La Rue, service engineer. Others will be held here as well as San Francisco, Salt Lake City, Denver, Seattle, and Honolulu. Schools and showings will also be held in the vicinities of these offices with the first recently concluded in San Diego. Others are to be held in this region in San Bernardino and Bakersfield.

The first school was planned by Chuck Klein, manager of the local facility. Assisting him were Ed Wilkes, assistant manager; Ralph Cragan, in charge of phonograph sales, and Bill Gray, in charge of vending sales.

At the class here, La Rue keyed his discussions with an introduction and service practices of the AMI Continental 2. The three-hour session was recessed at mid-point with coffee and snacks being served.

Klein said operators and their servicemen will be advised of future schools.

ACC Kiddie 'Fair'

• Continued from page 38

Florida, first to sell to the trade and later with all the production going to their own operation.

From the basic horse ride, Lane-Marvey began producing boat rides and merry-go-rounds. The existing corporation was founded two years ago.

Facilities include a \$750,000 plant on two and a half acres of land in this Long Island suburb of New York. ACC's operating subsidiaries have about 5,000 machines on location throughout the nation.

Lane is betting heavily that the concept of the family-run center has a place in the coin machine industry, and the operator can make the transition from placer of equipment to showman and merchandiser.

Little Rock Feds

• Continued from page 39

Hut after the agents appeared there. The VFW post was fined \$1,960. It had four machines also, but did not owe as much penalty and back taxes. VFW officials decided to pay the fines, buy the \$250 stamps and keep the machines.

The Meadowbrook Country Club, less than two years old, was in violation because it had not bought a \$10 amusement stamp for its juke box. Its penalty was less than \$50.

This is the first such raid in the area in the memory of veteran operators.

The operators involved had most of the required federal licenses, but not all in all cases.

It was on the bingo games—which has the hardest tax bite with \$250 gaming stamp—where most of the violations were charged, Henry said.

COIN LAUNDRIES SEEN AS STRONG JUKE LOCATIONS

ROME, Ga.—Coin-operated laundries, particularly those large enough to accommodate some 50 to 75 washing machines, are an ideal spot for "second line" phonographs, according to B & S Music Company, juke box operators here.

B & S has installed a 100-play phonograph in the big Payne Laundry Center here. The juke box is programmed almost exactly the same way it would be in a tavern elsewhere, with the emphasis on top 40 tunes, and plenty of additional novelty numbers.

The basic requirement in offering juke box music in the laundry is that it be loud enough to be heard easily. The problem is solved with six speakers distributed evenly around the wall.

Operating with budget offers, such as 10 numbers for 50 cents, the juke box has shown a worthwhile return, particularly with college students and younger married couples who make up a large percentage of the market. Plenty of attention has been given to making sure that the juke box is readily visible, spotting it along side an entryway between the coin-operated dry-cleaning section, and the laundry section, where all traffic is bound to move.

Signs, likewise, point out suggestions such as "Your favorite tunes while washing," "Music makes it easier," etc. There is also a spotlight on a swivel base mounted above which pools light over the juke box.

FTC's Zmuda Heads NAVTA Agenda With Small Biz Speech

CULVER CITY, Calif. — An eight-point discussion of federal aid to the small businessman, particularly in vending, will highlight the first conference of the National Automatic Vendors Trade Association to be held at the Lafayette Hotel in Long Beach, September 2-3, B. J. (Bob) Grenier, NAVTA president, said.

Daniel D. Zmuda, attorney advisor, Federal Trade Commission, will be one of the main speakers at the event. He will discuss: 1) FTC—what it is and what it does;

2) How FTC can best serve the vending machine industry; 3) Free enterprise; 4) Unfair trade practices; 5) Advertising, sales promotion, allowances and services; 6) Mergers; 7) Unfair competition, and 8) Corrective measures.

Following the talk, Zmuda will conduct a question and answer period. Saturday night's program includes a luau and cocktail period. A directors meeting along with an ocean boat ride and dinner at the Reef are set to conclude the conference on Sunday night.

SEE
ROCK-OLA
COLOR
INSERT
OPPOSITE
CARDBOARD CHARTS



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.

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It's Always Profitable to Operate Gottlieb Games!

INTRODUCING GOLD PIN SCORING!

CHICAGO COIN'S
NEWEST



6 GAME
BOWLER

TRIPLE GOLD PIN

HERE'S HOW THE GOLD PINS SCORE!

GOLD PIN LIT	STRIKE	SPARE
NONE	500	300
ONE	1000	600
TWO	1500	900
THREE	2000	1200



PLUS

- MODERN DESIGN CABINET
- ALL-STEEL CASH BOX
- ALL-STEEL LEGS

1 TO 6
CAN PLAY!
10c per player!

PLUS

- GAME SELECTOR BUTTON
- HANDICAP BUTTON

Button allows player to select advance handicap when playing against more skillful opponent.

PLUS

10
PLAYER'S CHOICE
OF
6
GAMES

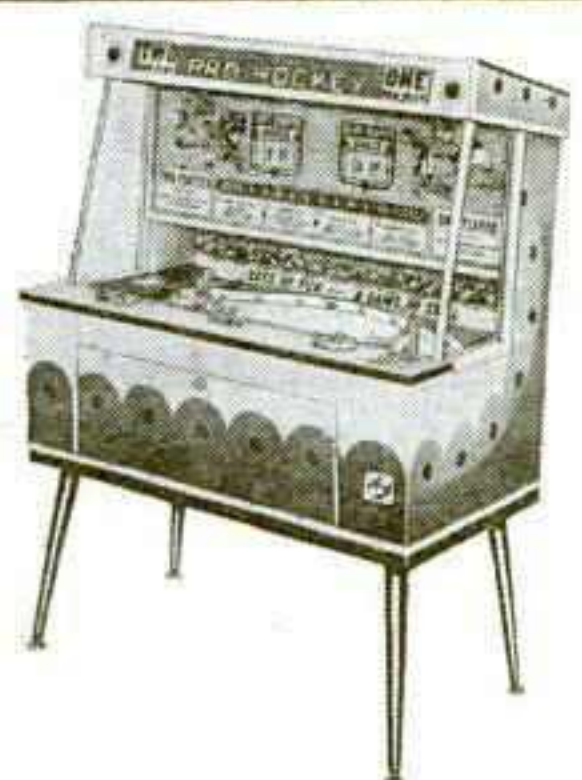
- TRIPLE GOLD PIN**
High scoring! Spares and strikes increase in value when GOLD PINS are LIT!
- "ALL STRIKE"**
Bowl for STRIKES ONLY. Big Bonus feature. Perfect game 18 points!
- LITE-O-MATIC**
Plays two ways—MYSTERY or PROGRESSIVE. Perfect score—8400 points!
- FLASH-O-MATIC**
Exciting, high scoring! Features SKILL and TIMING!
- REGULATION**
Standard ABC scoring. Perfect game 300 points!
- "300" CHAMP**
20-30 scoring. Continuous STRIKE feature!

ALSO SEE
CHICAGO COIN'S
POPULAR LINE
OF GAMES
AT YOUR
DISTRIBUTORS!



4 WAYS TO PLAY
WAYS TO SCORE
1 or 2 CAN PLAY
PRO HOCKEY

1. SINGLE BALL PLAY
2. ADVANCE PLAY
3. BUILD UP PLAY
4. AUTOMATIC PLAY



COMING SEPTEMBER 18...

The
9th Edition of
Billboard Music Week's
Famous . . .

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MUSIC WEEK**

Spotlight on
record programming
featuring
today's top record talent

This is the valuable 8½ x 11,
slick-stock reference work
used months on end by all
record buying and exploitation
elements of the music-record
industry and featuring the
popular . . .

ARTIST BIOGRAPHY SECTION

offering biographical, record
and talent-buying facts on
each of the 200 best selling
record personalities.

PLUS ADDITIONAL FEATURES OF INTEREST

- to help disk jockeys program
- to help dealers buy and sell
- to help operators buy
and program
- to help talent buyers select the
best artists for their locations,
movies, TV shows, etc.
- to help newspaper columnists
with an unending source of
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