August 21, 1961

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

# ACC Kiddie 'Fair' GRADUAL SHIFT TO 'GOOD

#### 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 fockeys, 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

# May Alter Ops' Biz CREATES QUANDARY FOR POP LABELS

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

ming, is one of the straws in the its main desire for a Chicago sta- could be out on a shaky limb. wind. The fact that Philadelphia tion. now has only one Top 40 station, 12 station market is another.

NEW YORK-What might turn | the Windy City's most prominent | roll type of disks. Mainly this is

many of them have pinned much strong on Top 40 and rock pro-

into a radio programming trend is r.&b. station. Al Benson, vet r.&b. because the rock and roll platters already worrying a lot of pop sin- deejay, has been with the station are the ones that the kids seem to gle record manufacturers. The sale for years. Other well-known r.&b. want and the singles field is mainly this week of Chicago's top r.&b. deejays at WGES are Roy Wood, a teen-age market. If the trend is and rock and roll station, WGES, Ric Riccardo, McKie Fitzhugh, and changing toward good music, and to the McLendon chain, which spe- Norm Spaulding. McLendon has toward less Top 40, and less rock cializes in good music program- long eyed a Midwest outlet, with programming, a good many labels

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Concern from the FCC may be What is unsettling to the pop giving pause to stations that gen-(with only two r.&b. stations) in a single record labels is the fact that erally, up until recently, were (Continued on page 35)

WGES in Chicago has long been of their future hopes to rock and

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 Crewproduced 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)

By OMER ANDERSON FRANKFURT - Music Opera- lation. tors of America intends approaching West Germany's Central tions. Organization of Coin Machine Operators (ZOA) with proposals for the two organizations.

Nicholas E. Allen, member of the law firm serving as counsel to MOA, said Miller, the MOA national president, plans to contwo organizations co-operate in finding solutions to mutual problems.

ZOA long has been or record that "It's one coin machine worldyour 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.

(ASCAP and GEMA).

3. Taxation and general legis- the U. S. trade in this direction.

#### **PR** Formula

MOA-ZOA in Co-Op Move

trans-Atlantic co-operation between feeling its way toward a PR of aggressive "tell your story" PR formula that could be applied uni- and the "best publicity is no formly on a national scale. There publicity." is lively interest here in efforts of

Most German operator execu-4. Operator-Manufacturer rela- tives freely concede this country's relative inexperience in high-volt-

age PR. In fact, the German trade The German industry has been is still divided between the schools

(Continued on page 39)



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

tors in the Record Enterprises' August 7) met informally last week | ments. 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 2. Performing rights royalties White Front stores, the top volume discount chain. Prior to Record

HOLLYWOOD - Distributors | Enterprises taking the Chapter 11 who are among the principal credi- path, White Front informed the concessionaire of its decision to Chapter 11 proceedings (BMW, take over its own record depart-

> 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 mer-

# 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" te c. rminate the payola activities when they came to light. Owner and president of the station, J. Elroy McCawl, says he is a staunch anti-payola man who knew nothing of the

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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 Comers**

According to high brass in some of the larger companies, they have no choice but to sell records to all comers, 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**

is currently engaged in disposing has disposed of all branches exof its last company-owned distribu- cept New York. A few weeks tion 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



HOLLYWOOD - Frank Sinatra last week called off his deal for the equipped to handle all stages in the rights to Broadway's upcoming making of a record "from milling "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,

NEW YORK-Mercury Records | Angeles. Since that time the firm 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 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 polybagging. 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.

# **Camden Stations' Drop of Rock WILLIAMS ON Tightens Philly as Promo Area**

may very well be the toughest key dropped Top 40 programming market for record pluggers to cover (and top-rated deejay Hy Lit) this in the country. Local stations WIP

# **Roulette Snares Dinah Washington**

NEW YORK-Dinah Washington's pacting by Roulette Records -long rumored in the trade-was about WCAM's switch from rock finalized last week. The thrush will and roll. Local distributors report record for Roulette as soon as her present Mercury contract ends this Alfred Pierce, decreed rock and roll fall.

The singer reportedly received a Roulette. Although Clyde Otis, who recorded her biggest hits at that label permits him to cut sides

PHILADELPHIA — This town | and WCAM (Camden, N. J.) have 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).

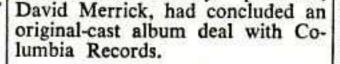
Politics reportedly brought that the new mayor of Camden, must go at the municipally owned outlet, and that henceforth all emhefty advance for signing with ployees of the station must be residents of Camden.

Mercury, is now with Liberty, it is also axed deejay Jerry Blavit. Both has been too closely associated understood that his contract with leave the station September 8. with payola and they don't want Commenting on the programming to chance losing the city station's with Miss Washington for Roulette. change, WCAM Manager Douglas license.

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 man-In addition to Hy Lit, WCAM agement's feeling was that r.&r.



# **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.

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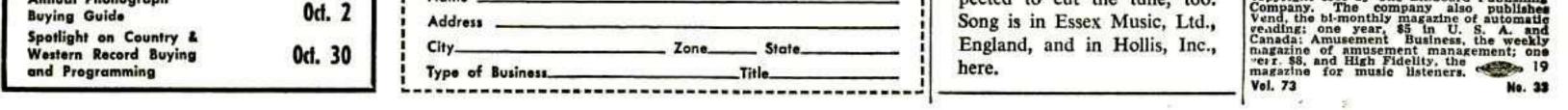
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### JOE EXITS

# **Planetary Buys Kolsky Interest in Roulette**

utive vice-president of Roulette label, said the exec, will continue Records, is leaving that label Sep- to cut down on the quantity of tember 1. His interest in the firm product release-both singles and has been bought by Planetary albums-in order to concentrate Music Publishing Company, Inc., full sales and promotional powers the Roulette-affiliated publishing behind product which is released. 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 measure to the tireless efforts on for Kolsky, but Levy said he will the part of Joe Kolsky." now "function more directly in sales" and Bud Katzel, publicity his future plans after he takes a advertising chief, "will remain in short vacation. He also said he his over-all sales capacity, working directly with Roulette distributors."

At the same time, Levy announced the signing of Dinah business in 1955 as a partner with Washington (see separate story) and stated that Roulette's plans for the coming year included the pact-

# **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.

NEW YORK-Joe Kolsky, exec- | ing of other big-name artists. The 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

> Kolsky said he would announce would probably stay in the record industry.

> Kolsky first entered the record 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 Katzel, art director Arnold Meyers, Duke Ellington" and "The Hits of

# N. Y. Air Filled With Moving Deejays

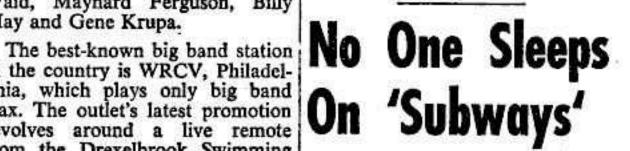
This week, for example, one of affiliates.

NEW YORK-The local radio | take over the station's 1-3 p.m. | changes in our programming or scene continues to be one of up- time period, and will also handle personnel, which would include heaval, with disk jockeys moving some programming duties. Stations Alan Freed." in and out of key radio outlets. WLS and WABC are both ABC

man (also program director of Freed would take over the 7-10 jay post at WINS. Lazare was one WLS in that city), left WLS to join p.m. time slot at WADO here were of several recent personnel changes WABC here. At the same time officially scotched last week by WABC is bringing in another out- manager-veepee Sydney Kavaleer. acquired a new program director, of-town deejay, Bruce Morrow, In a letter to the trade he said, Ted Steele, (ex-WNTA-Newark, WINZ, from Miami. Holman will "For the record we contemplate no

Earlier this month, Jack Lazare left his long-time post at WNEW Chicago's top deejays, Sam Hol- Persistent rumors that Alan here to take over the all-night deeat WINS. The outlet has also 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.



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

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.

# Wave of Ork Wax Could Herald Big Band Revival

herald the advent of a dance band vogue. Bands are in big demand again this summer at amusement May and Gene Krupa. 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 production head Rudy Traylor and 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 La-Valle, 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.

NEW YORK-The 1960's may | various times during the week. The line-up includes Les Brown, Jerry Wald, Maynard Ferguson, Billy

> 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. Deejay Bill Bransome will emsee 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 | rights for Reprise. played there last week, and Woody Herman is booked there this Monday (21).

MGM recently tied in with

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.

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 deejay, 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 Redheads, and country artist Bill Carter. Cub has acquired Arlene Martell, the Harptones, the Dyanamos and the Stereos. Randy Sparks has been signed to Verve.

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 aforenamed bands. CBS is also carrying a flock of big name bands this month, via remotes from Atlantic City's Steel Pier at

000 and liabilities of \$200,000.

receivable would be collected.

Boorstein proposed a settlement

with the firm's creditors, the largest

of whom at that time were the fol-

lowing distribs: Leslie of New Eng-

land, Cosnat, Capitol Record Dis-

tributors, Alpha, Belock, Instru-

ment, Superior, Malverne, Decca

Distributing, Bruno, Ideal, Action,

Mercury, Cambridge, Ransell and

Chips. In March a settlement was

worked out covering 90 per cent

# 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 Under the club operation, mem- | a \$50,000 loss in inventory. Boor-

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.

# **Yabion 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 vicepresident 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** However, his lawyer, Samuel Kaufman, explained that \$108,000 of the assets was in accounts receiv-**Duane Eddy Hits** able. The lawyer stated that he felt that only 5 per cent of the accounts

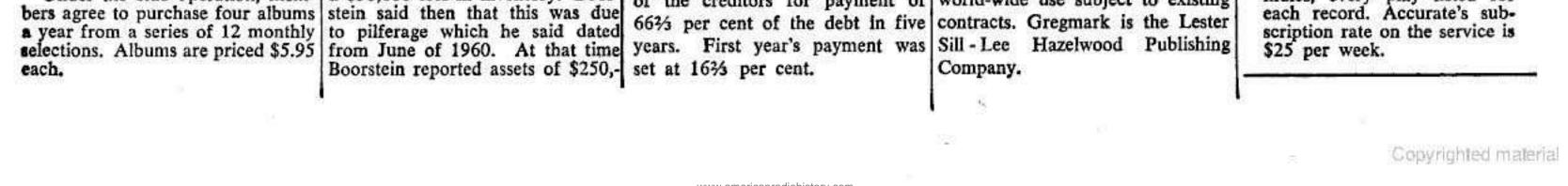
NEW YORK — The Aberbach Freres have purchased 40 copyrights penned by Duane Eddy from the Gregmark music firm. Copyrights includes such items as "Rebel Rouser," "20 Miles of Bad Road," "The Lonely One" and 'Rebel Walk."

It is understood that the Aberbachs paid \$30,000 for the tunes. They acquired the copyrights for of the creditors for payment of world-wide use subject to existing

### 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 sub-



# **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

# Sid Brandt Ankles MGM

NEW YORK-Sid Brandt, vicepresident 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 UA Names Woods the past two years. During his tenure as sales and operation chief, MGM sales reached the highest figure in the firm's history.

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 catagories 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.

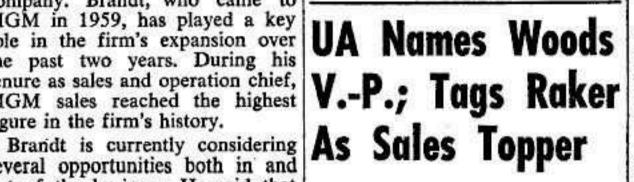
outside the scope of its proper estate and stock in a bank. activity.

Technicien du Film.

over the coals for its business practices. Le Technicien presented a francs collected in royalties by francs to the composer.

Le Technicien criticized SACEM for its accounting procedures, which, the magazine contended, fail to present a clear picture of and allegations in the magazine the organization's finances to its article. The court then ruled that members.

And the magazine charged that SACEM is using royalty collections



NEW YORK-Two major exec appointments were made by United Artists Records' Vice-President-General Manager Art Talmadge last week. Chet Woods joins UA in response to the deputies' request, as a vice-president September 1, has just made public GEMA's re-

money into business enterprises to finance the purchasing of real

SACEM promptly accused Le These charges have been pack- Technicien du Film of "malicious aged and brought into the open by slander." The president and 14 the French trade publication, Le members of the society's administrative council brought suit against onstration LP. List of the stereo The magazine raked SACEM the magazine in a Paris court.

SACEM's brass said in their suit that they felt particularly slanstudy showing that of every 225 dered by the magazine article's statement that only 100 francs of SACEM, it paid out only 100 every 225 collected reached the composer.

> The Paris court conducted lengthy hearings in the case, investigating in detail facts, figures, 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, and Jerry Raker is UA's new na- ceipts and administrative expenditures. Schaeffer's figures show that Woods, formerly vice-president GEMA, in contrast to the costs at Mercury Records and prior to quoted for SACEM by Le Technithat affiliated with Capitol and cien, is a relatively frugal organi-Schaeffer said GEMA's adminmarketing at UA. Raker was in istrative costs had declined from charge of UA's Eastern sales op- 21.55 per cent of total revenues in has been in charge of national sales | However, there is puzzlement over for the past month. He succeeds Schaeffer's figures for GEMA re-

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

NEW YORK-London Records | cartons contains 48 stereo and 12 officially kicked off its Phase 4 mono packages, plus an extra Stereo program (BMW, Aug. 14) bonus of two free stereo demon-Tuesday (15) at an enthusiastic strations LP's and one mono demmeeting 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. \$179.30. Merchandise include 12 Phase 4 Stereo, and 12 Sound 4 Mono albums, plus a Phase 4 Stereo demproduct 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

# Willson, Partners Launch Label to **Build New Talent**

HOLLYWOOD-Heny Willson, veteran movie-TV talent agent and reputed discoverer of some of filmland'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 ner 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.

onstration 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

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 onehalf 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 distribs plan to organize promotional efforts of their own. One of these is Jimmy Marbe introduced under the Zing ban- tin of Chicago, who plans a Midwestern conclave to be attended by jocks, dealers, press, etc. The Tuesday session at London Records' headquarters wherein Lee Hartstone and other execs outlined the musical and engineering characteristics of the new line, pointed up a number of other interesting face's. 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-thescenes via an explanation of the new line from a musical and engineering point of view.

# 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 chielf, Julie Rifkind, report ultimately to Miele. Miele also

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01 (B

tional sales manager.

Columbia, will function primarily zation. in the areas of merchandising and eration for the past two years and 1957 to 15.88 per cent in 1960. Andy Miele, who moved over to ceipts. MGM-Verve as sales manager this month.

(Continued on page 8) Buckeye Distributors.

Willson assigned national dis-Despite the tremendous expan- tribution to Dorothy Freeman's

**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 emsees) 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 Phar-

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 Sicera, 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 Scimiter. Successful winners include singer Jimmy Demopoulos; the Wagon Sisters, a vocalpiano 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

### 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."

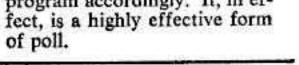
Polydor is also pioneering in West Germany a top tune quiz. This consists of the distribution of disk form charts by record shops, predictions as to which disks will make the top tune lists.

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 ef-

#### macy, who will shortly have a disk show of his own announced that the recent MGM and Verve album programs have on the outlet. The "KYW Road Show" originated four years TV network. been extended to August 31.

winner receives an all expense trip to New York, Chicago, or Hollywood, and an audition with a



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AUGUST 21, 1961

BILLBOARD MUSIC WEEK

# **Solution** RECORDS proudly presents

# the LENNON SISTERS



"THE NATION'S BEST SELLING RECORDS"



AUGUST 21, 1961



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 LEPT, 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-Elleen Farrell-CL 1653-CS 8453 (Sept. 1) VIOLETERA-Sarita Montiel-EX LA

5056 (Sept. 1) A GOZAR ! !- La Sonora Santanera-EX

5058 (Sept. 1)

QUE ALEGRE ES MEXICO ! !-- Conjunto Tierra Blanca De Chico 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-Whittemore & 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-High-

lights-35940-S35940 (Aug. 28)

# BERLIN CONFAB INFORMS WB EUROPEAN LICENSEES

**By DON WEDGE** 

LONDON - The international to Europe for the purpose."

future of the material concerned. Acetates have been specially flown

### **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 twoyear hitch at the Dunes in Las Vegas; has played with such renowns 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, Uraguay, 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 Portugese for release in South America. In line with this MGM Chicago is issuing three albums from the new flick "King of Kings" in both Spanish and Portuguese for this market.

# 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 Moguli left for Europe last week to visit his publishing affilates 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 cleffer, died July 29 at the age of 90 in Charlottesville, Va. ... George Weiss, of Superior Distributors, New York, married Judy Cohn last week. . . . Earl Glicken, 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** 

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, Warners' 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

# Cap Discounts **C-O-W** Series

HOLLYWOOD - Capitol is launching a four-week discount coincide with the big Radio Exprogram on its Capitol - of - the -World (international) series, allowing dealers to buy a C-O-W LP at Stevens will take part in a big telehalf price for every one they pur- vised concert as part of the event. chase at full price. The half-for-one She was due in London Saturday program runs from August 21 (19) to launch "Parrish" on the through September 15. Discount main ITV Sunday variety show, push applies to the complete C-O-W next day leaving with Weiss for catalog, with the exception of Berlin. She is due to visit Paris Christmas fare, and includes the before returning to America by series' new release.

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 rec-

ords. 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 hibition being staged in Berlin August 25-September 3. Connie August 28.

# **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 occurence 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 fourtrack 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

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 launced 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) Vancehe'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 costarring 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

# 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

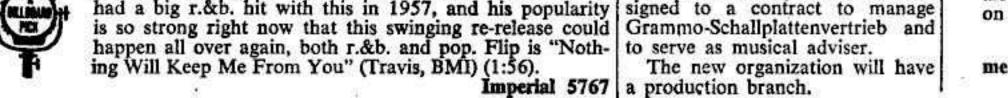


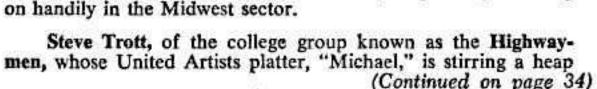
PACE

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











# with the disc that created the newest and biggest dance craze...





8624



Initial release of twelve albums containing new and exclusive recordings of international specialty and novelty material authentically recorded in various parts of the world. A continuous release of new material will be available each month.

ULP #500 **GERMAN DANCE PARTY** 

ULP #501 CONTINENTAL WALTZES

ULP #502 SONGS OF GERMANY

ULP #503 SAILOR SONGS FROM GERMANY

ULP #504 GERMAN MILITARY BAND MARCHES

ULP #505 SONGS FROM PARIS

ULP #506 AUSTRIAN FOLK MUSIC (VOL. 1) **ULP #507 GERMAN FAMILY FAVOURITES** ULP #508 MUSIC FROM AFRICA ULP #509 **GERMAN FAVOURITES OF THE** EARLY FIFTIES (VOL. 1) ULP #510 **ARGENTINE FOLKLORE** 

ULP #511 **RUMBA FAVOURITES** 

#### SUGGESTED LIST PRICE \$3.98



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 noman'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.

## 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. Beach, Calif., that his new Toppa 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,

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., Augsust 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 McCon-Smiley Monroe pipes from Long nellsburg, Pa., 29; Ferlin Husky, Rogers, Ark., August 24; Enid, Records release, "Life of a Poor 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 gospelsinging 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., ernment's objections to the BIEM, sic what the governments them- 16; Bloomington, Ind., 21; Akron,

AUGUST 21, 1961

SOUND

# NEW ARTIST HIT! **Tony Alaimo** I'M THANKFUL Checker 989 DON'T CRY BABY Effa James



#### 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-andfile and subject only to casual scrutiny by government agencies.

Continental copyright societies, in addition to SACEM and GEMA, include: The Performing Right Society, Ltd., and the Phonographic Performance, 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 and 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

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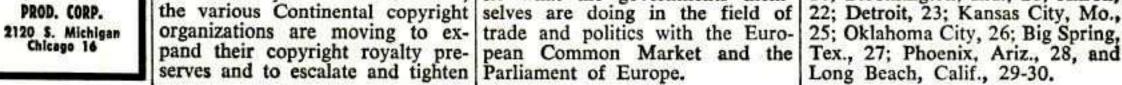
PROD. CORP.

As indicated by the Bonn gov-

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 mu-



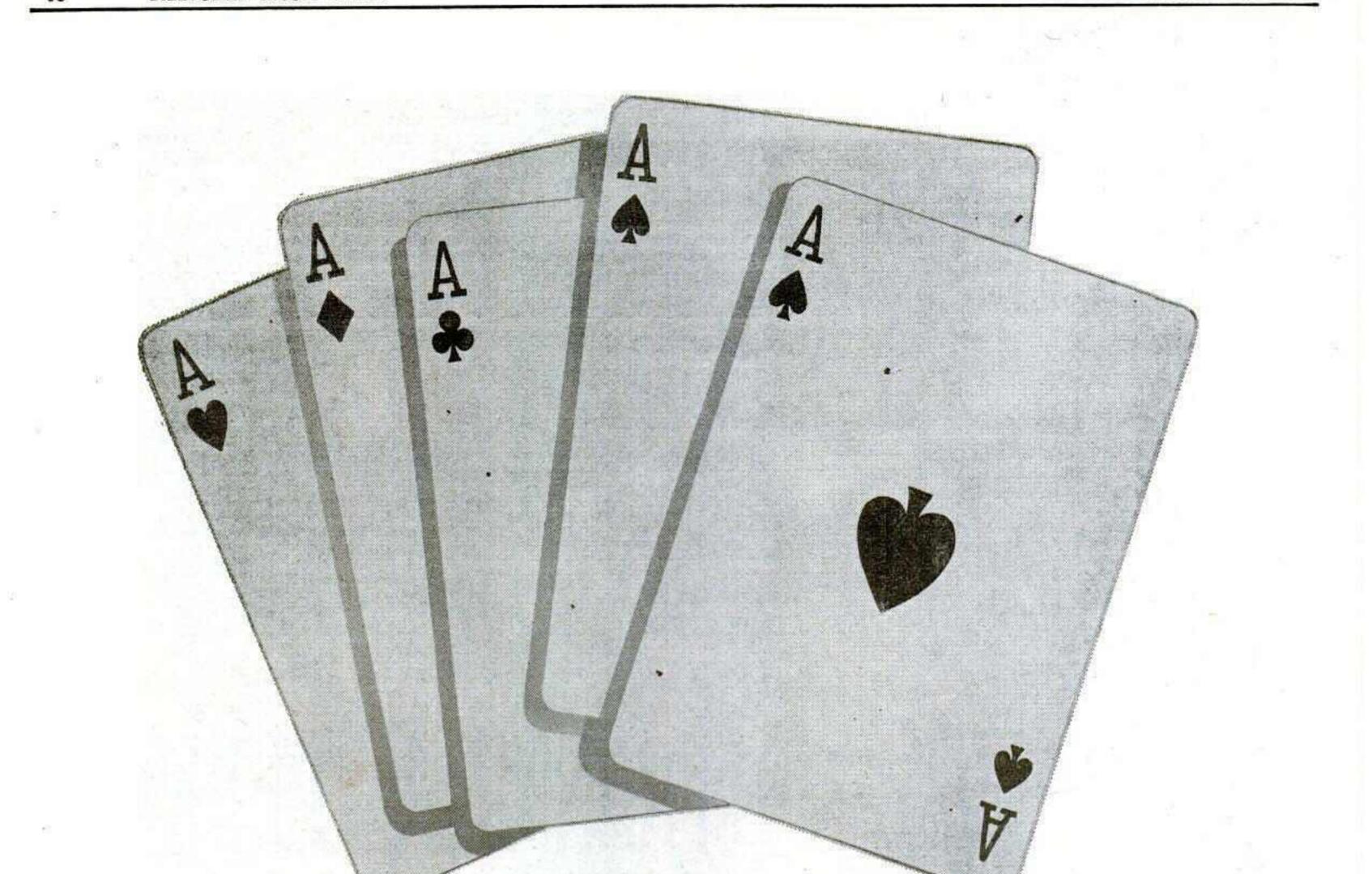






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# Capitol's fantastic new deal to...

Designed for Dealers—Last month, CRDC came up with its first ace—a basic stock plan designed to protect dealer inventories and keep merchandise moving.

Now, to complete the hand, three more aces in a fall restocking program aimed at greater sales and greater profits for you.



12% discount (in lieu of 2% cash)— Discount applies to both new and catalog Capitol releases, popular and classical, including LP's, EP's and Compact Doubles. See your CRDC representative for all the great albums covered by this program. Deferred billing, too! 3% Advertising allowance—Advertising builds sales and now you can influence potential record buyers in your area through your local newspapers and radio. CRDC representatives will help you plan a complete advertising campaign to promote the Capitol product.

Personal selling incentive—Capitol is keeping its extra ace in the hole for the time being. But it completes the deal to insure you of even greater sales than ever before. Next time your CRDC salesman drops around, make sure you ask him to show you his hole card.



(For complete details, see your CRDC salesman.)

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CAPITOL RECORDS, INC.

MANUAL CONSTRUCTOR

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Maria San Barrier

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# jackie gleason's LOVER'S PORTFOLIO

Sal Mittellin

music for listonin' sippin dancin and lovin'

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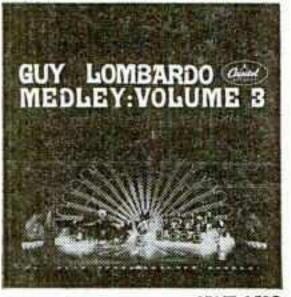
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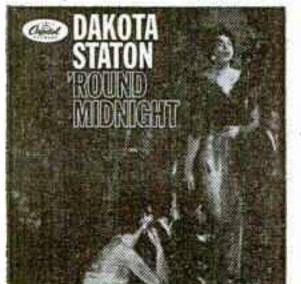
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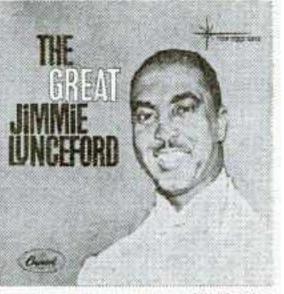
Load up on the sensational new Jackie Gleason package ... "Lover's Portfolio," (S)WBO 1619, the answer to a playboy's prayer. Two discs containing special music for cocktails, dinner, dancing, and ... uh ... loving. Plus recipes for drinks, a list of wines, love poems, and all kinds of goodies like that. All packaged in a special portfolio. The music? Great Gleason stuff. The greatest. From intimate arrangements to rich, lush versions of standards and originals. 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!



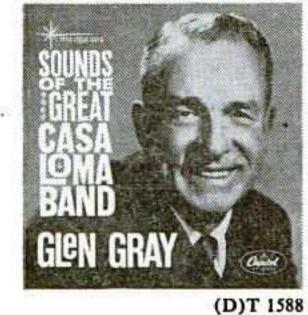
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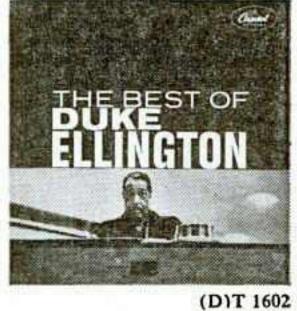


(S)T 1581













### RADIO-TV BILLBOARD PROGRAMMING

# WINS Nips Payola Bud

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Continued from page 1

reported \$10,000,000, but the Federal Communications Commission will not approve the transfer until it acts on WINS' renewal.

WINS points out in its reply to the agency's call for a hearing that only one of the station's personnel accused of payola was an on-the-air man-the then-deejay Allan Freed. The station says it "dealt effectively" with all three, deejay Freed, program director Mel Leeds, and librarian Ronnie Granger, charged by the FCC with payola activites. (Billboard Music Week, July 10.)

The FCC charged the licensee with participating in the payola by trying to get personnel to solicit funds for the station "direct" from record manufacturers and distributors for record play. WINS officers allegedly accepted "substantial gifts," and the station heavily billed deejay Freed on line charges for his "remote" broadcasts, with the tab partly borne by a record distributor. Station was also accused of cutting itself in for 10 per cent of Freed promotional profits in activties it plugged over the air without sponsorship announcement.

# **R. Ullman New** CRC Sales Rep.

NEW YORK-Richard H. Ullman, Inc., here has signed to act as exclusive sales representative for Commercial Recording Corporation (CRC) of Dallas. CRC is one of the most successful creators of radio station identification jingles (including the first "Sing-Along" packages) commercial jingles and musical advertising. The distribution pact is effective immediately. Ullman, Inc., which is opening a new office in Dallas where CRC headquarters, is a division of the Peter Frank Organization, Inc., and the industry's largest distributor of jingles and radio outlet program and production aids. Heretofore CRC handled its own sales. In addition to the "Sing-Along Packages," CRC has produced "The Sound of Good Music" and "Radio U. S. A." among other jingle packages. Ullman is also exclusive distributor of "The Big Sound" and "Formatic Radio," produced by Stars International, another Peter Frank division; IMN Jingles, Ev Wren Jingles and Target Jingles, produced by Eiseman Music and William Tomberlin, KMLA-Company.



#### By NIKI KALISH

**HEAVENLY DEEJAYS: Latest** gimmick from Capitol Records stems from Tex Ritter's hot single, "Hillbilly Heaven." On the regular record, Ritter tells of his dream one night of visiting all his departed colleagues up in "Hillbilly Heaven." Just before leaving, Ritter asks his guide, Will Rogers, "Who else is expected within the next 100 years?" In reply, Rogers hands Ritter the "Tally Book" and Ritter reads from it the names of such top country artists as: "Red Foley, Ernest Tubb, Roy Acuff, Eddie Arnold," etc. On the special promotional disk, Ritter substitutes names of deejays for the names of the country performers. Over 100

(Continued on page 15)

# Later Deadline Sought on FM **Revamp Comment**

WASHINGTON-The proposed revamp of the thriving FM radio service by the Federal Communications Commission has brought a plea for more time to comment from broadcaster, legal and engineering associations.

Possibility of required separation of FM and AM programming in jointly owned stations and increased availability of FM frequencies are matters of "far-reaching significance" which raise many technical and legal problems, according to the NAB, the Federal Communications Bar Association and the Association of Federal Communications Consulting Engineers. They would like the September 5 deadline put over to November 10, for filing comment on FCC's proposed revision of the FM service.

### PROGRAMMING PANEL

#### THE QUESTION

Which two artists - who have recorded together before -would you like to hear as a team?

#### THE ANSWERS

#### **BOB KIDD**

KUZN, West Monroe, La.

Teresa Brewer and Louis Armstrong-at least for one jam ses-

sion! The reason can only be one of difference. I believe this combination would offer a completely new and different sound in music. The high pitched, rapidpaced voice of Tessy to the gravel tones of

Armstrong would prove interesting. There are too many recordings out that follow the same pattern, so why not something different?

#### SID MARK WHAT, Philadelphia

Such top jazz performers as Duke Ellington and Louis Arm-

strong, Milt Jackson a n d John Coltrane, and George Shearing and Peggy Lee have given the public an opportunity to hear the collaborative efforts of equally great talents. Given the opportunity to choose two artists heretofore never recorded together, my overwhelming choice would be the superlative defying Count Basie band with the maximal voice of Frank Sinatra. Why? The greatest vocal album to date.

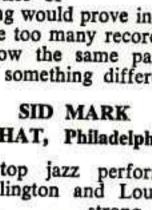


#### By JUNE BUNDY

BLIND DEEJAY FILES IN BRAILLE: Ned Benton, University of Georgia radio-TV student, is a regular member of the WKTG (Thomasville, Ga.) announcing staff this summer although he is blind. Benton emsees a Sunday afternoon show featuring Broadway scores and modern jazz disks. The jock operates three turntables, four tape recorders and handles remote switching for Mutual news during the program. Benton, who also acts as WKTG's record librarian, has indexed all of WKTG's albums in braille.

THIS 'N' THAT: The young deejay talent search contest conducted by WABC, New York, was won by Les Marshak, a junior at Columbia University's College of Pharmacy. He has been signed to a deejay contract by WABC and will also act as youth advisor to that outlet. The winner of WABC's musical talent contest will be announced shortly. . . . William Wright, program director of college radio station WPSC, Paul Smiths College, Paul Smiths, N. Y., writes that his outlet is starting its first year of broadcasting and is in dire need of wax. He writes, "We do not have the funds to subscribe to any of the record services, but I believe that we could be of great help to the smaller companies who are looking for air play for their new disks. Stroll, Tamla and Motown have been very good to us and their disks have been played with great success. The remaining music is being filled with private collections,"

GAB BAG: F. William Houghtaling, program director of KMUR, Salt Lake City, and his frau Marie have a baby boy, born July 17. . . . Charlie Massella, business manager of WHK, Cleveland, and his wife Terrie welcomed a baby girl, Julie Anne, July 4. Joe Zingdale, WHK account exec, and his wife Mary Joe, also welcomed a baby girl, Rozanne, July 11. . . . When a Portland Ore., school teacher asked her fifth graders "Who is Barney Keep?" (KEX, Portland, Ore., deejay) she received 15 out of 29 correct answers. Among the incorrect answers were: a reporter, movie star, a man that sells beer on TV and-the topper-"a man that just got out of the hospital."



Ben Strouse, WWDC-FM, of this city, heads a special NAB committee on FM allocations which is studying the FCC's lengthy (36 pages) notice of proposed rule-making on revamp of the FM service. An engineering committee has also been appointed. Serving with Strouse on the special committee are Allen T. Powley, WMAL - FM, Washington; Ogden Presholdt, CBS, New York; Harold I. Tanner, WLDM-FM, Detroit, FM, Los Angeles.

### YESTERYEAR'S HITS

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

POP-5 Years Ago

AUGUST 24, 1956

- 1. Hound Dog/Don't Be Cruel, Elvis Presley, RCA Victor
- 2. My Prayer, Platters, Mercury
- 3. Flying Saucer, Buchannan and Goodman, Luniverse
- 4. What Ever Will Be Will Be (Que Sera Sera)-Doris Day, Columbia
- 5. Allogheny Moon, Patil Page, Mercury
- 6. I Want You, I Need You, I Love You,
- Elvis Presley, RCA Victor
- 7. Be Bop A Luiz, Gene Vincent, Capitol 8. Canadian Sunset, Hugo Winterhalter,
  - RCA Victor I Almost Lost My Mind, Pat Boone, Dot
- 10. Wayward Wind, Gogi Grant, Era

Honky Tonk (Part II)-Bill Doggett, King Fever, Little Willie John, King Let the Good Times Roll, Shirley and Lee, POP-10 Years Ago

AUGUST 24, 1951

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

RHYTHM & BLUES-5 Years Ago-AUGUST 24, 1956 Casual Look, Six Teens, Filp Please, Please, Please, James Brown, Federal

**Promise to Romember, Teena** 

#### TIM COMOLLI

WSKI, Barre-Montpelier, Vt.

Connie Francis and Bobby Rydell. Both these young, versatile

artists seem to have universal appeal to radio listeners. Connie, with her resonant voice backed with Bobby's hit showmanship would be my idea of a hit disk. Both stars show that special talent that assures them of

long-term popularity. Teamed up I feel they could create some unforgetable music-music that will live now and 50 years from now.

#### JACK PAR KISN, Portland, Ore.

Julie London and Mel Torme. Here you have voices with an in-

timate sound. A duct by Julie and Mel would be meaningful in that both voices are warm and well balanced. Just as velvet feels to the touch, is the way I can hear these two fine artists. Listen to

"Crv Me ali

# **ARTISTS' BIOGRAPHIES**

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



#### ANN-MARGRET

Nineteen - year - old Ann -Margret was born in Stockholm, Sweeden, the only child of electrician Gustave Olson. In 1946, the Olsons moved to the United States and took residence in Wilmette, Ill. Ann-Margret was a talented child, displaying remarkable dexterity in ballet at the age of six, and soon after doing solo recitals at which she sang as well as danced. The young lady was a polished performer by the time she reached

her teens. In June of 1960, after a year at Northwestern University, Ann-Margret moved to Hollywood. Shortly after, she auditioned for George Burns, who was impressed enough to hire her to join his act in Las Vegas. It was there that Ann-Margret was spooted by movie talent scout, Bob Goldstein, production chief at 20th Century-Fox, who arranged for her screen test. She landed the film contract and within a few weeks was contacted and signed by Dick Pierce, of RCA, to a long-term platter pact.

The young thrush's debut disk, "Lost Love," created quite a stir and currently her second RCA Victor waxing, "I Just Don't Understand," is moving up steadily on the Hot 100. Ann-Margret is managed by Bobby Roberts.

#### PATSY CLINE

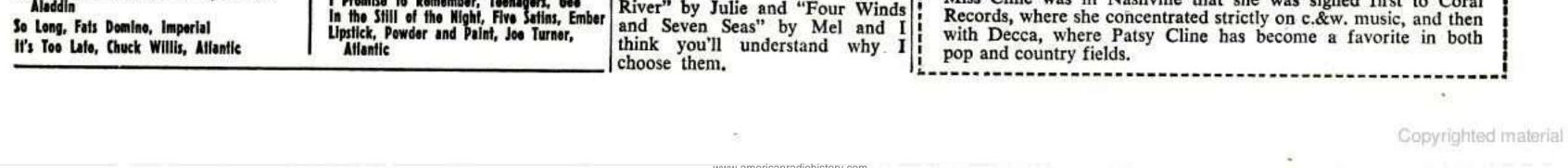
Decca recording artist, Patsy Cline, has a hot platter tagged "I Fall to Pieces," which has been No. 1 on the Hot C.&W for four weeks and is scoring well on the Hot 100. The thrush has had other disk successes in both pop and country, including "Walkin' After Midnight"; "Today, Tomorrow and Forever" and "A Poor Man's Riches."

Patsy Cline is a native of Winchester, Va., where she was born September 8, 1932. Her real

name is Virginia Patterson Hensley. Miss Cline began performing at an early age. She was active in the church choir, and later school plays, benefits and local club dates.

The big break that led to her successful recording career came when Wally Fowler, of "Grand Ole Opry," signed her for an appearance on the noted Nashville radio show. It was while Miss Cline was in Nashville that she was signed first to Coral





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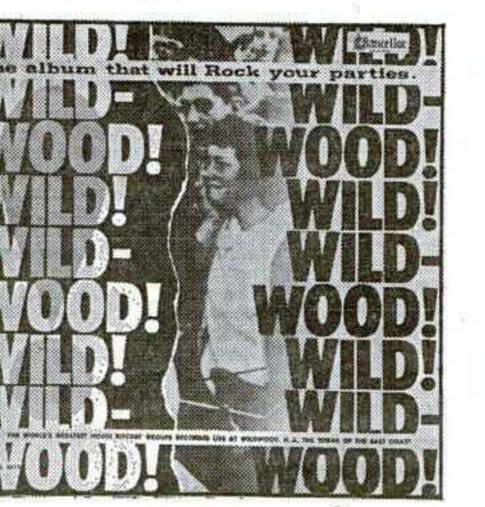


WATCH FOR: MY BABE, KANSAS CITY, HEY LITTLE GIRL

CHL-5018 ALREADY . . . a whole lotta SALES1

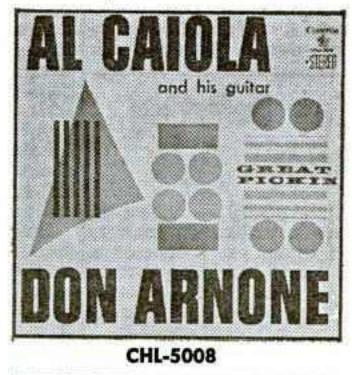


CHL-5021



CHL-5017 Contains the sensational "BOSTON HOP" by the PLAYBOYS.







CHLX-5020



**MUSIC-PHONOGRAPH** MERCHANDISING

# **BEST-SELLING PHONOGRAPHS**, **RADIOS & TAPE RECORDERS**

BILLBOARD

MUSIC WEEK

14

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

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

#### PHONOS LISTING BETWEEN \$201 AND \$300

Position This Issue	Position 5/22/61 Issue	Brand	% of To:al Points
1	1	Magnavox	56.2
2	6	Stromberg-Carlson	6.2
3	4	Motorola	5.8
4		General Electric	3.8
4		Webcor	3.8
4	10	Voice of Music (V-M)	3.8
4	8	Silvertone	3.8
4	7	Capitol	3.8
9	5	RCA Victor	3.1
		Others	9.7

# **Dealer's Hip Personnel** Spot Hits, Move Disks

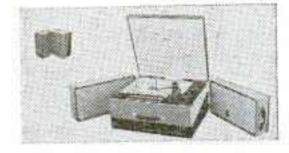
### PIZZA PLATTERS ARE HOT STUFF

NEW YORK - Shoplifters have thought of the latest wrinkle: records inside frozen pizza boxes taken from supermarkets. Progressive Grocer, the Supermarket trade publication, reported this new gimmick for pilfering records in U. S. supermarkets in its July 1961 issue.

The article points out other methods of pilferage for other products as well. However, "double platters-two records, leave the store in one sleeve and singles disappearing inside of young shoppers' school books" were also mentioned. Large pocketbooks, fake gift boxes already wrapped and tied, but with sides that open, hollowed out books, large boxes such as cereal boxes being emptied of their contents in a corner of the store and then used for more expensive items, baby carriages - some with false bottoms, and umbrellas are some of the other of the 22 tricks used by shoplifters which record dealers would do well to know about. The article also gives the reader 20 ways to outwit shoplifters and 18 "don'ts" in shoplifting prevention. Re-prints of "How to Reduce Shoplifting Losses" are available at 25 cents per copy at Sales Promotion Dept., Progressive Grocer, 161 6th Avenue, New York 13, N. Y.

### NEW DEALER PRODUCTS

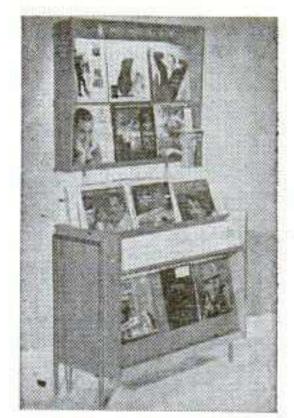
### **Decca Debuts Portable Phono**



able phono with AM/FM Decca has added this portsimulcast radio to its recently announced 1961-1962 line of equipment. Known as the Croydon, the new model (DP 498) is a fully automatic two-piece stereo portable with separate speaker enclosures. AM and FM can be tuned separately. Suggested list is \$139.95.

# **Diskery Debs All-Time Seller Rack**

Capitol Records has introduced this "store-within-astore" dealer rack designed to push the label's new releases along with its 100 best all-time sellers. New LP's get full display, while catalog numbers are stocked in browsers. An illuminated top panel features the dealer's name. The rack also includes storage space for back-up stock, gift card clip-on board, and a catalog holder touting "100 finest." When used as an island merchandiser, back panel provides additional dis-



### DISK DEALS FOR DEALERS

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

#### By BOB LATIMER How can a record shop turn its inventory eight times a year?

The answer is simple, according to Justin Bradburn, owner of the Little Pal Music Store, Houston. "Just keep someone on the payroll who has an unerring ear for recognizing future hits!"

The Little Pal shop, with a convenient suburban location, is a complete record and stereo dealership, with separate display rooms for consoles, and components for built-in sound systems. The record inventory, over the 10,000 mark, fills up the remainder of the store. Unlike many record dealers who feel that it isn't necessary to "sample" records anymore with

# Viking Debuting **Cartridge** Tape

MINNEAPOLIS — Viking of Minneapolis, well-known producer of tape decks, has introduced a packaged tape cartridge player to list at \$154.75. The unit incorporates Viking's Model 35 cartridge to around 300 regular customers handler and a 12-watt amplifier.

1020 are also available. One employs a lower power amplifier, while the other offers a record- ful information on music reproducplayback preamp for recording tion, explains the difference betapes in the cartridge.

gone the other way, and has a separate pair of listening booths for albums, and six 45-r.p.m. and 33-r.p.m. players scattered through the store for single-disk listening.

On Bradburn's staff is a veteran woman employee, with nearly 13 years of experience, who aids substantially in the buying, listening to each new record critically, and predicting whether it will become a best seller. To reinforce her judgment, Bradburn checks regularly with record distributing companies, with juke box operators in the Houston area, and, of course, with his customers themselves, to determine the probable popularity of any new record added to the inventory. With almost no "wrong guesses" to besmirch the store's achievement, the inventory has been kept exceptionally clean, with few slow movers, and with a sufficient stock laid in of each "future hit" to meet the market without any turn-downs whatever.

Helping substantially to keep the store in the public eye is a unique mailing piece: a small printed booklet which Bradburn sends out at least once a year, occasionally Two variations of the custom three or four times per year. With the title "Simplicity . . . Fidelity," the pamphlet is loaded with help (Continued on page 36)

listening booths, Bradburn has Home Stereo **Phono Demos Pull Farmers** 

> McLEANSBORO, Ill.-Farmers are excellent prospects for topquality stereo phonographs, says H. H. Lowry, of Lowry Electric Company here. Lowry has sold more than 100 stereo phonographs per year to farmers in this rich Southern Illinois farming area, most of them for cash, and with an average sale of above \$400.

In almost every case, the prospect is usually too far removed from a television station to get good enough reception to own a television set.

Lowry's most effective method for selling stereo to farmers is to contact a prospect who he knows can afford a top-bracket console model, and make arrangements for a no-obligation home demonstration. When the farmer agreesand few of them have any objection whatsoever-the next step is to ask him whether he would invite a few friends from neighboring farms around to enjoy the music. As a clincher, the Illinois dealer agrees to bring along a two-gallon urn of tasty coffee, and some cookies, rolls, or some other rements.

As a result, every home demonstration sells not only the original prospect, but often makes prospects out of as many as six or eight additional farmers. Lowry, who has a farm background himself, takes plenty of time to discuss local agricultural problems during the evening, find out something about his prospects' musical leanings, which will be the basis of a direct-mail approach later on.

Only around one farmer in 50

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

Dealer is offered two LP's for the price of one. Five new releases all packaged "piggy-back" style.

RCA VICTOR-Limited time only. Started May 29, 1961.

"Heart of the Symphony," LP by Fritz Reiner and the Chicago Symphony Orchestra, is specially priced to the consumer at a "Save \$2" introductory offer

STARDAY—Expires August 30, 1961. Started July 31, 1961. "Starday's Original Second Annual Country Music Spectacular Sale." Three albums free for every 10 purchased Program covers all Starday LP's and EP's. Features two albums: "More Country Music Specatacular" specially priced to dealer at \$3.15: "Country Music Sampler." specially priced to dealer at \$1.23. See page 8. July 31 Issue, for details.

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

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

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

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

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

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

MERCURY—Expires August 31, 1961. Started July 15, 1961.

"Summer Spectacular" sales plan. Buy six LP's, receive one free on all new releases; purchase five on selected CGW LP's and five EP's and receive one free; purchase five of EP's and LP's series and receive one free, and purchase 100 on Celebrity Series and receive 30 free. See page 4, July 17 issue, for details.

MGM—Expires August 31, 1961. Started July 15, 1961.

Label is offering one album free for every five purchased. Plan covers complete catalog. Also, 100 per cent exchange privilege on the label's 50 best-selling LP's.

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

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

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

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

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

LONDON—Expires September, 15, 1961. Started August 14, 1961.

"Phase 4 Stereo." One free LP for every six purchased. Program covers 12 "Phase 4 Stereo" and "Sound 4 Mono" LP series. See separate story, current issue, for details.

### ALBUM COVER OF THE WEEK



BIG BAND PERCUSSION - Ted Heath and His Music, London SP 44002. Fresh and all-attractive design on the new London Phase 4 stereo series. This double cover package is decoratively wrapped in red, white and gold. Excellent display material for

#### windows and counters.

#### to date has balked at buying the stereo phonograph (some of them equipped with tape recorder decks) which Lowry offers.



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AUGUST 21, 1961

### 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 re-leases. 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 Inter-national, Bluesville and Swingville series plus new releases.

ABC-PARAMOUNT—Expires October 20, 1961. Started July 17, 1961. "Fall LP Program." Distribs are offered 121/2 per cent discount on all LP purchases. Program covers complete catalogs and new releases on ABC Paramount, Impulse and Chancellor labels. See page 8 July 3 issue for details.

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

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. Progam covers complete

a Beat" series. Same type of deal offered on singles.

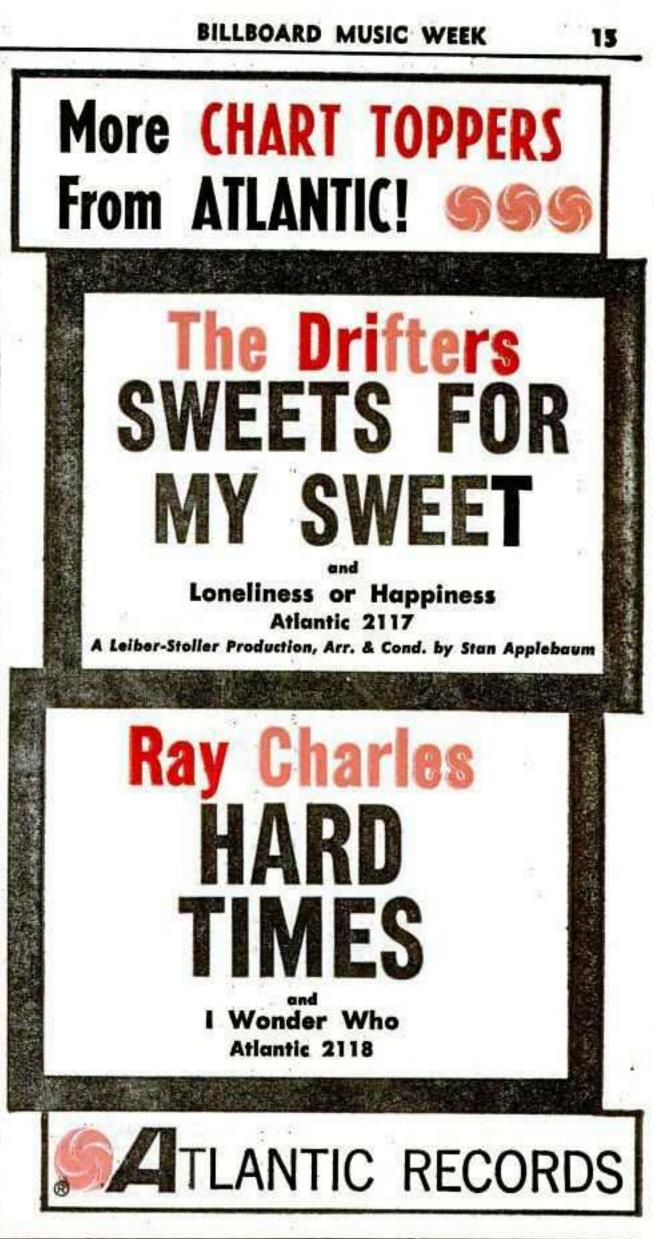


Continued from page 12

stations have received these special acetate dubs.

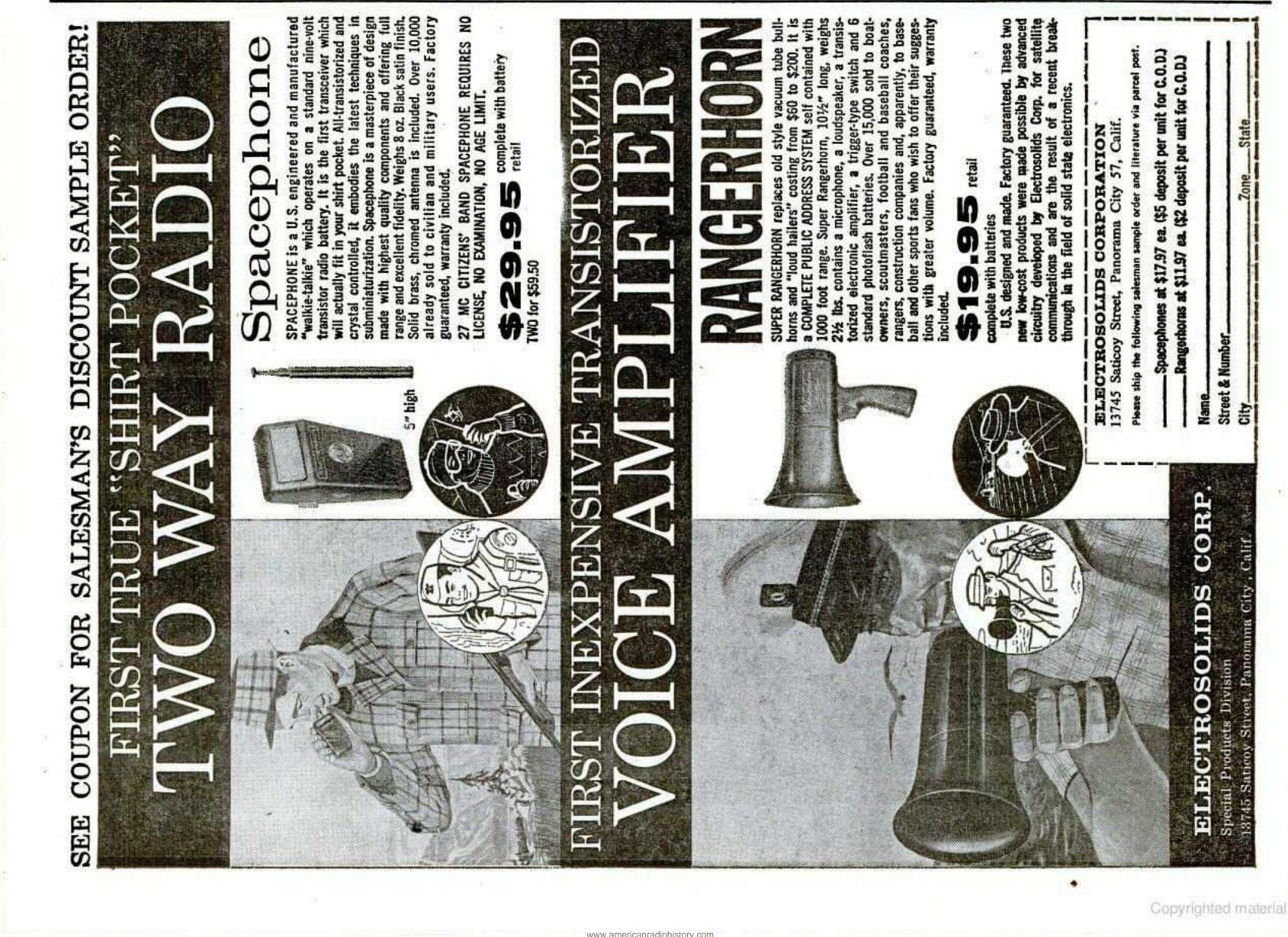
TAMMY SALUTE: New York radio Station WMGM recently featured a day-long salute from the lobby of the RKO Palace in connection with the New York premiere of Universal-International's "Tammy Tell Me True," starring Sandra Dee and John Gavin. The salute, featuring the station's jockeys originating their 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.



Catalog. MONITOR—No expiration date. Started June 19, 1961. Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G. Gilels, piano: Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor: Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens. KANDY—No expiration date. Started July 17, 1961.

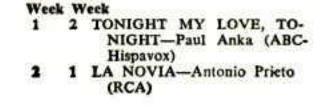
Label is offering seven LP's for price of six Applies to Johnson's "Organ With

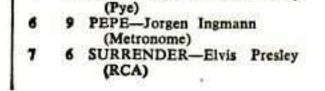


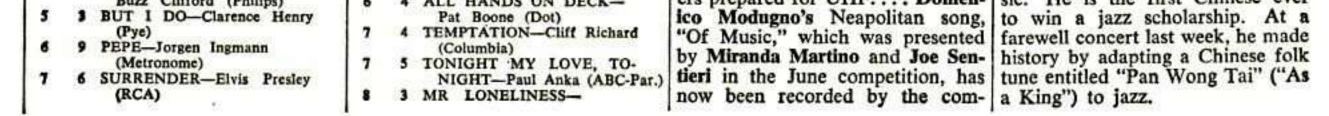
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#### AUGUST 21, 1961

BILLBOAP MUSIC WE	ER HUS-Duo Dinamico (La	<b>OFTILE</b> <b>10 MOODY RIVER-Pat Boone</b>	Gene Vincent (Capitol)	
Europe	Voz de su Amo) 4 4 BLUE MOON-The Marcels (Colpix-Discophon) 5 6 POETRY IN MOTION-	(Dot) 9 7 SUCU, SUCU—The Moon Keys (Triola) 10 8 NORTH TO ALASKA—	8 10 TAKE GOOD CARE OF HER-	The Americas
GERMANY	Duo Dinamico (La Voz de su Amo) 6 5 MY HOME TOWN-	A LEAST TRANSPORTATION CONTRACTOR STRATEGY AND ADDRESS OF ADDRESS AND ADDRESS ADDRE	10 - THE FRIGHTENED CITY- The Shadows (Columbia)	MEXICO
(Courtesy Automaten-Markt, Braunschweig) This Last	7 - QUISIERA SER- Duo Dinamico (La Voz de su	SWEDEN This Last	PHILIPPINES	(Courtesy Audiomusica, Mexico) This Last
Week Week 1 1 SCHONER FREMDER MANN (Someone Else's Boy)—Connie Francis (MGM)	Amo) 8 — ENAMORADA—Jose Guardiola (La Voz de su Amo)	Week Week 1 7 PUTTI PUTTI-Jay Epac (Mercury)	Week Week 1 1 I'VE TOLD EVERY LITTLE STAR-Linda Scott (Vertex)	Week Week 1 1 AGUJETAS COLOR DE ROSA —Los Hooligans (Columbia)
2 2 AM SONNTAG WILL MEIN SUSSER MIT MIR SEGELN GEHN-Old Merry Tale Jazz	9 7 DANCE ON LITTLE GIRL- Paul Anka (ABC-Hispavox) 10 9 ESTANDO CONTIGO-	2 2 EN GANG SKALL VI ATER MOTAS-Thory Bernhards (Polydor)		S Z ESCANDALO-M. A. Muhiz
Band (Brunswick) 3 3 I BIN A STILLER SECHER- Gus Backus (Polydor)	Marison (Montina)	3 17 I'VE TOLD EVERY LITTLE STAR-Linda Scott (Sonet) 4 8 KARA MOR-Goingeflickorna	3 3 MOODY RIVER-Pat Boone (Dot) 4 4 PORTRAIT OF MY LOVE-	<ul> <li>(RCA); Javier Solis (Columbia); Juan Mendoza (Peerless)</li> <li>4 4 ENORME DISTANCIA— J. A. Jimenez (RCA); Lola</li> </ul>
4 4 CORINNA CORINNA- Peter Beil (Fontana); Ray Peterson (Heliodor)	BRITAIN (Courtesy New Musical Express, London)	(Joker) 5 14 DO WHAT YOU WANT- Damita Jo (Mercury)	5 6 TAKE GOOD CARE OF HER- Adam Wade (Grand)	Beltran (Peerless)
5 7 HELLO, MARY LOU— Jan & Kjeld (Ariola); Ricky Nelson (London); Ricky-Boys	This Last Week Week 1 1 YOU DON'T KNOW-	6 1 AH MARIA, JAG VILL HEM/ SUCU, SUCU-The Monn Keys (Karusell)	7 5 I'M GONNA KNOCK ON	(RCA)
(Philips) 6 8 ZUCKERPUPPE—Bill Ramsey (Polydor)	Helen Shapiro (Columbia) 2 WELL I ASK YOU-Eden Kane (Decca)	Little Gerhard (Karusell)	YOUR DOOR-Eddie Hodges (Cadence) 8 10 TWISTIN' AT THE HOP-	8 9 HACIENDO EL AMOR- Los Locos del Ritmo (Dimsa) 9 10 ESTE ANO SI ME CASO-
7 6 HUH-A-HOH (Wheels)- Trio Kolenka (Philips) 8 10 IRENA-Rocco Granata	<ul> <li>JOHNNY REMEMBER ME- John Leyton (Top Rank)</li> <li>ROMEO-Petula Clark (Pye)</li> </ul>	8 9 FLAMING STAR—Elvis Presley (RCA) 9 5 SURRENDER—Elvis Presley	9 9 YOU BETTER COME HOME- Varetta Dillard (MGM)	Los Donnenos (Columbia) 10 8 RUEDA (Wheels)—Billy Vaughn (Dot)
9 9 UBER ALLE SIEBEN MEERE- Lolita (Polydor)	<ul> <li>6 HALFWAY TO PARADISE— Billy Fury (Decca)</li> <li>6 7 PASADENA—Temperance Seven</li> </ul>	(RCA) 10 6 PER OLSSON—Owe Thornqwist (Philips)	10 7 A PLACE CALLED HAPPINESS —Anita Bryant (Carlton)	PERU
10 8 WHEELS—Billy Vaughn (London); String-A-Longs (London)	(Parlophone) 7 13 TIME—Craig Douglas (Top Rank) 8 YOU ALWAYS HURT THE ONE YOU LOVE—Clarence	1	NEW ZEALAND	(Courtesy La Prensa, Lima) This
11 12 WIEL DU MEINE GROSSE LIEBE BIST (Santa Lucia)- Gerd Bottcher und Detlef	9 15 CLIMB EVERY MOUNTAIN- Shirley Bassey (Columbia)	Asia & Pacific	Week Week 1 3 SCOTTISH SOLDIER— Andy Stewart (Top Rank)	Week 1 MOLIENDO CAFE— Xiomara Alfara (Sono Radio)
12 14 MORGAN BIST DU ALLE SORGEN LOS-James Brothers	10 4 TEMPTATION—Everly Brothers (Warner Bros.) 11 9 DON'T YOU KNOW IT—	HONG KONG	2 4 ROUND ROBIN—Danny Brooks (London) 3 6 DON'T TREAT ME LIKE A	2 MI SECRETO- Gustavo "Hit" Moreno (Sono Radio) 3 LLORANDO ME DORMI-
(Polydor) 13 15 SO LEBEN WIR DER FLOTTE FRANZ-U. S. Bierbrummer	Adam Faith (Parlophone) 12 16 REACH FOR THE STARS- Shirley Bassey (Columbia)	This Last Week Week	CHILD-Helen Shapiro (Decca) 4 10 WARPAINT-The Brook Brothers	Bobby Capo (RCA); Gustavo "Hit" Moreno (Sono Radio) 4 CARA DE PAYASO—Antonio Prieto
(Ariola) 14 11 AHOI-OHE (Are You Sure)— The Allisons (Fontana); Blue	13 11 HELLO MARY LOU- Ricky Nelson (London) 14 12 A GIRL LIKE YOU-	1 1 DANCE ON LITTLE GIRL- Paul Anka (ABC-Paramount) 2 8 MORE THAN I CAN SAY-	(Pye) 5 7 THE WRITING ON THE WALL -Adam Wade (HMV)	(RCA); Gustavo "Hit" Moreno (Sono Radio) 5 LA DULCE VIDA—Roy Baxter
Diamonds (Fontana) 15 13 AUF WIEDERSEHN Gus Backus (Polydor) 16 17 TEXAS JIMMY-Die Missouris	Cliff Richards (Columbia) 15 14 QUARTER TO THREE- U. S. Bonds (Top Rank)	Bobby Vee (Liberty) 3 2 WILD IN THE COUNTRY- Elvis Presley (RCA)	6 1 TRAVELIN' MAN- Ricky Nelson (London) 7 - HALFWAY TO PARADISE-	(Philips) 6 77 SUNSET STRIP/CANCION DEL ALAMO-Roy Baxter (Philips) 7 LAS HOJAS VERDES-
(Telefunken) 17 19 WEITES LAND-Nina Zacha- Jimmy Makulis (Ariola)	16 10 RUNAWAY-Del Shannon (London) 17 22 BABY I DON'T CARE-	4 7 SOMEONE ELSE'S BOY- Connie Francis (MGM) 5 5 MOODY RIVER-Pat Boone	8 - HELLO WALLS-Faron Young (Capitol)	Alfonso y Fernando (Virrey) 8 PEQUENO DEMONIO-Neil Sedaka (RCA)
18 18 MEIN VATER WAR EIN COW- BOY-Conny (Electrola) 19 - DER SHERIFF VON	Buddy Holly (Coral) 18 18 THAT'S MY HOME—Acker Bilk (Columbia) 19 19 BUT I DO—Clarence Henry	(Dot) 6 4 THE MAGNIFICENT SEVEN- Al Caiola (UA)	10 - LOVE MI LIFE AWAI-	9 PEPE-Les Baxter (Capitol) 10 MUCHACHO SOLITARIO- Paul Anka (Paramount-Philips)
ARKANSAS WAR 'NE LADY -Caterina Valente (Decca) 20 - HAFENLICHT (Harbor Lights)-	(Pye Int.) 20 21 CUPID—Sam Cooke (RCA)	7 9 PORTRAIT OF MY LOVE- Steve Lawrence (UA) 8 - A MILLION TEARDROPS-	Bill and Boyd (Philips)	Taul Anka (Falanount Tampo)
Bruce Low (Ariola)	(London) 22 17 MARCHETA-Karl Denver (Decca)	9 10 LIPSTICK ON YOUR LIPS- Brian Hyland (Kapp)	ITALY	
DENMARK (Courtesy Quan Musikbureau, Copenhagen)	23 27 QUITE A PARTY-Fireballs (Pye Int.)	10 6 SUMMER KISSES, WINTER TEARS—Elvis Presley (RCA)	<b>UA Sets 'Exodus'</b>	는 ^^ ^^ ^ ^ ^ ^ ^ ^ ^ ^ ^ ^ ^ ^ ^ ^ ^ ^
This Week	25 25 SURRENDER—Elvis Presley (RCA)	AUSTRALIA	By SAM'L STEINMAN Piazza S. Anselmo 1, Rome	poser for Fonit backed by another Neapolitan work of his own com- position. Same label has brought
1 NAR JEG STAR VED EN BAR (A Pub With No Beer)—Harry Felbert (Sonet)	<ul> <li>26 29 FRIGHTENED CITY—Shadows (Columbia)</li> <li>27 — NATURE BOY—Bobby Darin</li> </ul>	(Couriesy Music Maker, Sydney) This Last	Robert Haggiag, chief of Dear Films, UA's Italian outlet, has	forth Van Wood and his Neapoli- tan combo in "Pepe" and
2 SUCU-SUCU—Ping Ping (Sonet) 3 WHEELS—String-A-Longs (Sonet) 4 PEPE—Jorgen Ingmann (Metronome) 5 BABY SITTIN' BOOGIE—	(London) 28 28 RUNNING SCARED- Roy Orbison (London) 29 20 MOODY RIVER-Pat Boone	Week Week 1 2 SMOKEY MOKES— Joye Boys (Festival)	launched a competition to select the best recorded interpretations of the theme from "Exodus" with	"Apache." Graz, Lots!
Buzz Clifford (Philips); Daiml (Tono) 6 SURRENDER-Elvis Presley (RCA)	30 - WRITING ON THE WALL- Tommy Steele (Decca)	2 3 I'M GONNA KNOCK ON YOUR DOOR-Eddie Hodges (London)	prizes to go to the best male and female vocalists and orchestral pres-	HONG KONG
7 I'VE TOLD EVERY LITTLE STAR- Gitte (HMV); Linda Scott (Sonet) 8 KOM TIL ALASKA (North to Alaska)	ITALY	3 11 SEA OF HEARTBREAK- Don Gibson (RCA) 4 1 THE BATTLE'S O'ER-	Let has also seen disks by wich	Hong Kong Life
-Four Jacks (Odeon); Johnny Horton (Philips) 9 MUSS I DENN (Wooden Heart)-	(Courtesy Musica e Dischi, Milan)	Andy Stewart (Top Rank) 5 4 TRAVELIN' MAN- Ricky Nelson (London) 6 5 DREAM GIRL-	Fidenco, Milva, Joe Sentieri and Arturo Testa among others. It is	
Elvis Presley (RCA); Gustav Winckler (Tono) 10 DU FORSTAR INGENTING-	This Last Week Week 1 1 LEGATA A UN GRANELLO DI SAPPLA Nico Eldono (BCA)	7 6 BABY FACE-Bobby Vee (London)	expected that others will appear between now and the Milan open- ing when the presentations will be	By CARL MYATT 44 Mt. Kellett Road, The Peak The Hong Kong Tourist Associa-
Siw Malmkvist (Metronome)	SABBIA—Nico Fidenco (RCA) 2 NON ESISTE L'AMOR— Adriano Celentano (Joliy) 3 RIVIERA—Umberto Bindi	8 7 SCOTTISH SOLDIER- Andy Stewart (Top Rank) 9 8 SAMANTHA-Kenny Ball (Pye)	made. It is believed that this is a unique step in tying films and rec-	The Hong Kong Tourist Associa- tion's latest move in its "Sell Hong Kong" campaign, is the release of
FLEMISH BELGIUM (Courtesy Juke Boz Mag., Mechelen)	4 5 TU SAI/VILLAGGIO SUL FIUME—Pino Donaggio	10 10 LITTLE DEVIL-Neil Sedaka (RCA) 11 - YELLOW BIRD-	ords together and may well be the forerunner of many other similar competitions.	a cleverly compiled, colorful folder containing a series of pictures and
Two This Weeks Week Ago	(Columbia) 5 6 IL MONDO DI SUZIE WONG -Nico Fidenco (RCA)	Arthur Lyman (Hi Fi) 12 9 TEMPTATION—Everly Brothers (WB)	Film music is very much in the spotlight with the opening of the	four paper-thin plastic records con- taining some of the everyday sounds of this teeming city.
1 1 WHEELS-The String-A-Longs (London) 2 3 HELLO MARY LOU/TRAVEL-	6 7 CHITARRA ROMANA- Connie Francis (MGM) 7 9 TONIGHT MY LOVE, TO-	13 12 EXODUS—Ferrante & Teicher (Coronet) 14 13 CUPID—Sam Cooke (RCA)	Venice Film Festival, which along with Cannes, rates as the top event	The recordings—which include a speech by His Excellency the gov-
IN' MAN-Ricky Nelson (Imperial) 3 2 DANCE ON LITTLE GIRL-	8 4 I MAGNIFICENT SETTE- Al Calola (UA); Felix Slatkin	15 14 YOU'RE DRIVING ME CRAZY —Temperance Seven (Parlophone)	of this type. It now looks as if the much - advertised September Na- ples Song Festival will not be	of the street markets, among other
4 4 FEEL SO BAD/WILD IN THE COUNTRY-Elvis Presley	<ul> <li>9 — PONY TIME—Chubby Checker (Galleria del Corso); Don Covay</li> </ul>	SOUTH AFRICA	held, probably as a result of the resounding flop of the earlier June	Kong's team of engineers. The pressings were made in Japan by
(RCA) 5 13 OCH WAS IK MAAR- Johnny Hoes (Philips) 6 6 RUNAWAY-Del Shannon	(Top Rank) 10 - NON DIMENTICAR- Caterina Valente (Decca)	(So. African & Lourenco Marques Radio)	event which replaced the usual annual competition. Two summer song festivals, one	HK \$9 which is approximately
7 14 JUNGLE DRUMS-Clyde Otis (Mercury)	NORWAY	This Last Week Week 1 1 MOODY RIVER—Pat Boone	at Pesaro for a group of European nations and the other at Venti-	shortly releases an album by Shang-
8 7 BLUE MOON—The Marcels (Colpix) 9 6 TONIGHT MY LOVE,	(Courtesy Verdens Gang, Osio) This Last	(Dot) 2 2 I'VE TOLD EVERY LITTLE STAR—Linda Scott (Columbia) 3 2 SUMMER KISSES, WINTER	miglia on a flower theme, have ended in so many disagreements	hainese singer Rebecca Pan or Pan Wan-Ching as she is known to
TONIGHT—Paul Anka (ABC-Paramount) 10 11 ZARINA—Rex Gildo (Electrola)	Week Week 1 1 HELLO MARY LOU- Ricky Nelson (California)	4 9 SENTIMENTAL ME- Elvis Presley (RCA)	that events of this type are more than ever apt to become less and less.	
SPAIN	2 2 GREENFIELDS—Brothers Four (Philips) 3 4 A GIRL LIKE YOU—	5 7 BEAT OUT DAT RHYTHM ON A DRUM-Cliff Richard (Columbia)	Although first transmissions on the second TV channel are still	English, Japanese and Mandarin. Scholarship winner Joseph Koo
(Courtesy Discomania, Madrid) This Last	4 5 BABY SITTIN' BOOGIE- Buzz Clifford (Philips)	6 7 LITTLE DEVIL—Neil Sedaka (RCA) 6 4 ALL HANDS ON DECK—	two months off, first trial programs are already being seen by listen- ers prepared for UHF Domen-	study at the Berkely School of Mu-
Week Week 1 2 TONIGHT MY LOVE, TO-	5 3 BUT 1 DO-Clarence Henry (Pye)	Pat Boone (Dot) 7 4 TEMPTATION-Cliff Bichard	ico Modugno's Neapolitan song,	







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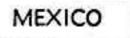
AUGUST 21, 1961

#### 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



# 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.

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

# 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

GERMANY

# German Magazine in LP **Deal With Philips Label**

#### **By BRIGITTE KEEB** Automaten-Markt, Braunschweig

Peter Meisel, of Meisel Publishing Company, Berlin-Wilmerdorf, 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 Bottcher and the Missouris. Meisel also has given Conny's German Electrola hit "Midimidinette" 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 immerm my (Continued on page 36)



#### Lolita Has Hit Single

#### **By FRED ZILLER**

#### 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 Philipstwen 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 Bucholz, 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.

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 hereos 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 Italian Decca album of Caterina four cover versions at a cheap price. Valente, "Personalita di Caterina . . . Coronet is doing well with Valente." She's also head on a new Tony Orlando's "Halfway to Para- single, a modern German version dise." . . . RCA released Della of "I'm Forever Blowing Bubbles" Reese doing "The Most Beautiful (Ich kann ohne dich nicht leben). Words." . . . . Top Rank has a hot Her brother Silvio Francesco sings release by Jorgen Ingmann playing "Hello, Mary Lou" in German, also "Anna." Guitar records are very on Decca, and gets good accompopular at present, La Gloria also paniment from his own guitar features a guitar release this week group. by local boy Bob Paris, recently returned from Australia. Bob

Kellogg. **Publisher Business** 

Leslie Conn of Melcher Music is one of the most active in the field of recording masters for leasetape deals with majors.... He is working on LP of Charlestons and placed an instrumental single, "Que



# **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-



P. O. Box 43, Amersfoort

Decca has released the first

#### Sea Side Meet

Besides the annual

Rules" and the U. S. Bonds disking, "Ouarter 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 (Continued on page 36) released in September.

kin, arranger-composer-conductor and the Academy Prize winner, including "The Guns of Navarone," Mighty," etc., and from two TV film series, "Rawhide" and "Gunslinger." Each recorded by such Frankie Laine.

The same diskery is launching a "Stereo Opera Series" line start- appears on London, and its Gering in October. The first release man cover "Gitarren Tramp" with of the series will be Mozart's "Don Peter Alexander on Polydor.... Giovanni," featuring Carlo Guilini Gerd Boettcher sings the German conducting.

tagged at Y6,000 (\$16.67).

performance tour of this country boat" and "Ciribiribin" on Polystarting October 3 in Tokyo. . . . In negotiations for a visit late this Brenda Lee sings her latest hit year or early next year are Johnny "Dum Dum" with flipside "Even-Cash and Trio Los Panchos.

#### 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 "Disco festival in Spain. It has had almost played on the Jimmie Rodgers Dealer Dag" organized by L. C. 25 international renditions. Bing

#### Mollwaldplatz 1, Vienna

Two songs by Charlie Niessen and Joachim Relin are racking up good sales since release two weeks ago. "Komm gut nach Hause" (Good Return Home) sung by Lolita and the Western Trioand "Es war einmal ein blonder Kapitan" (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 "Dimitri Tiomkin Screen titled "Spiel Gitarre spiel" with Mood," with themes from 10 films lyrics by Nicolas.... Warner B--s. offers Connie Stevens "Make Be-"Giant," "The High and the lieve Lover"; also "The Big Latin Song" with flipside "The Great Snowman" sung by Bob Lumm. ... "Mitternachts Tango" (Mid-U. S. Columbia name artists as night Tango) by Carl Goetz is a Mitch Miller, Percy Faith and new Philips disk sung by Gerhard Wendland.

Ricky Nelson's "Traveling Man" version of The Fleetwoods "Trag-The four-disk album will be edy" (London) on the Decca label.

The Hazy Osterwald Sextet Sam Taylor will make a six-week floats again with "Das alte Riverdor label. . . . On Brunswick, tually."

> the Capitol of Palaces to take care of the job.

#### **Disk Shorts**

Paul Ankas' records have been sold Berlin on television during the won the recent Benidorm music in Spain." These figures were of- TV exhibtion. The Cousins, too, ficially given to BMW by Luis will be the guests of this Festival. Vidal, commercial director of His- They will sing for the first time show. His records is "Johnny Phonogram on September 4, there Crosby may possibly cut the first pavox in Spain. "Anka and Sarita their German record "Parasol" and



BELGIUM

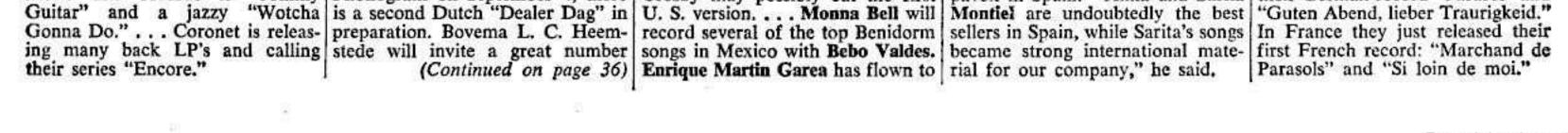
By JAN TORFS Stuivenbergvaart 37, Mechelen

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 "Teardrops 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."

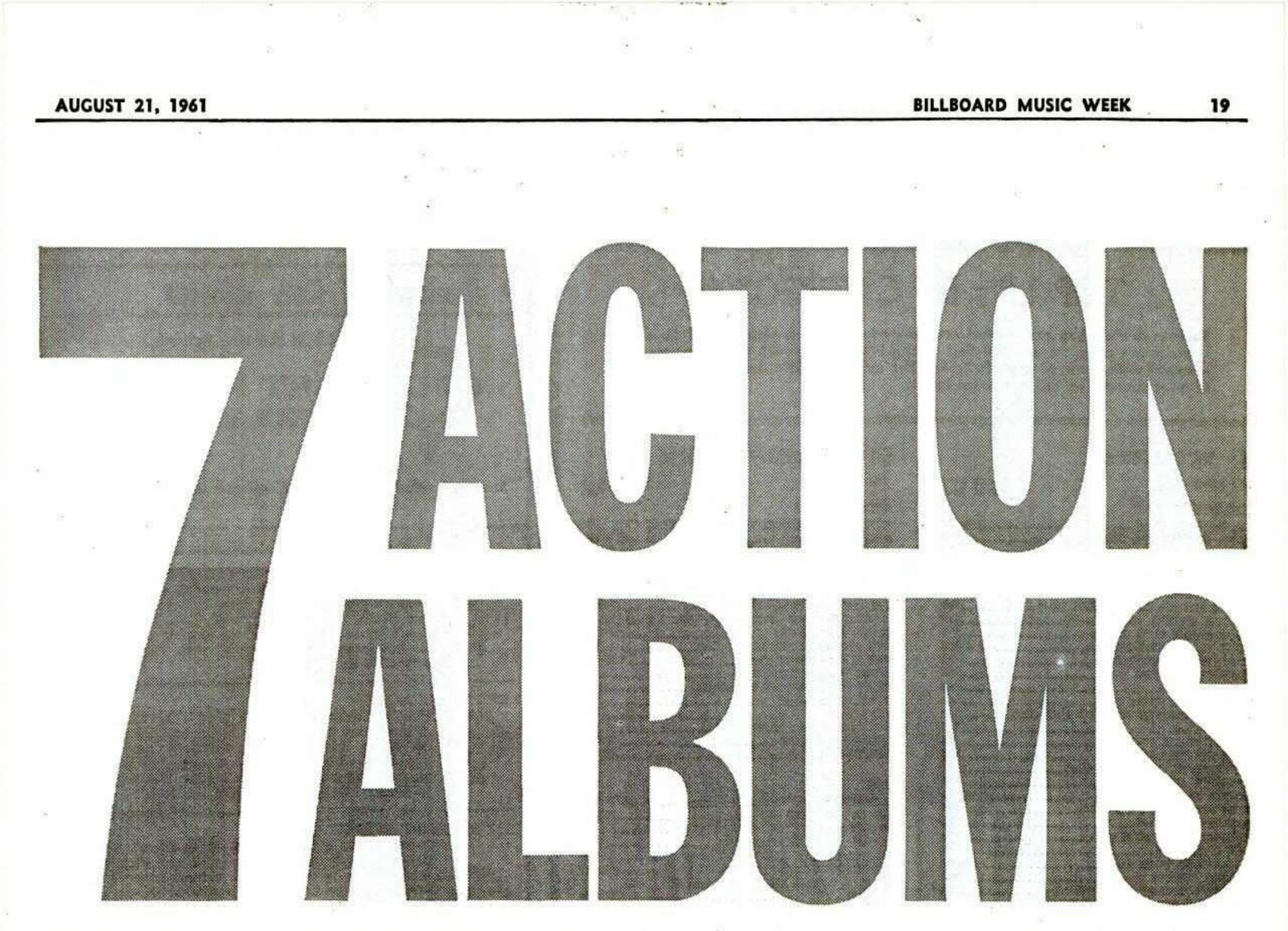
Gramophone has released some very interesting singles, such as: "Plegaria Cha Cha" by Los Amadores (on HMV); "Rosina" by Rex Gildo, one of Germany's top stars (on Electrola); "The Writing on the Wall" by Adam Wade (HMV from U. S. Coed), and last but not least, the No. 1 disk of the States, "Tossin' and 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 "More than 100,000 copies of the Trio Cassiman will be in



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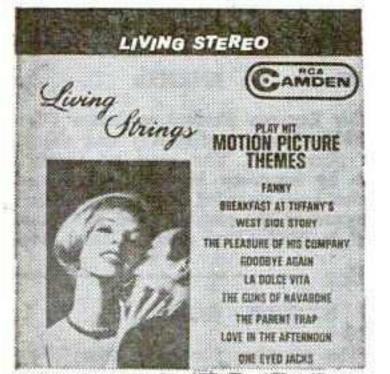




"The Record Value America Loves Best"



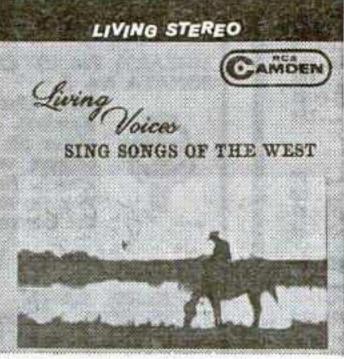
Perry sings songs of festivity and reverence. "Silent Night," "Jingle Bells," "White Christmas," others. CAL-660.\*



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



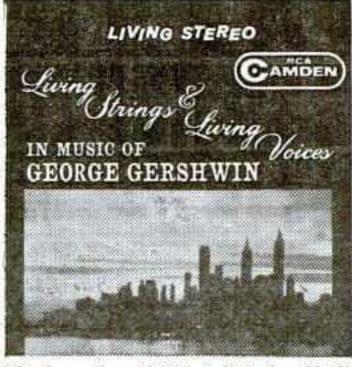
Cha chas dance-tested for teaching in the Fred Astaire Dance Studios. Great standards in cha cha style. CAS/CAL-679.



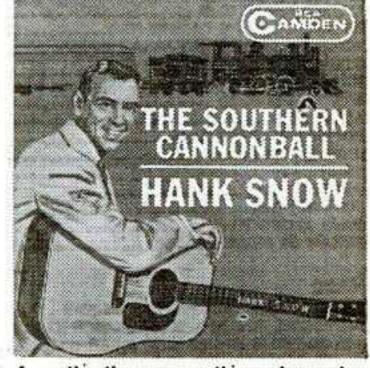
"Wagon Wheels," "Last Round Up," "Streets of Laredo," "Tumbling Tumbleweeds," and eight more. CAS/CAL-674.



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



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



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

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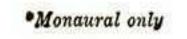








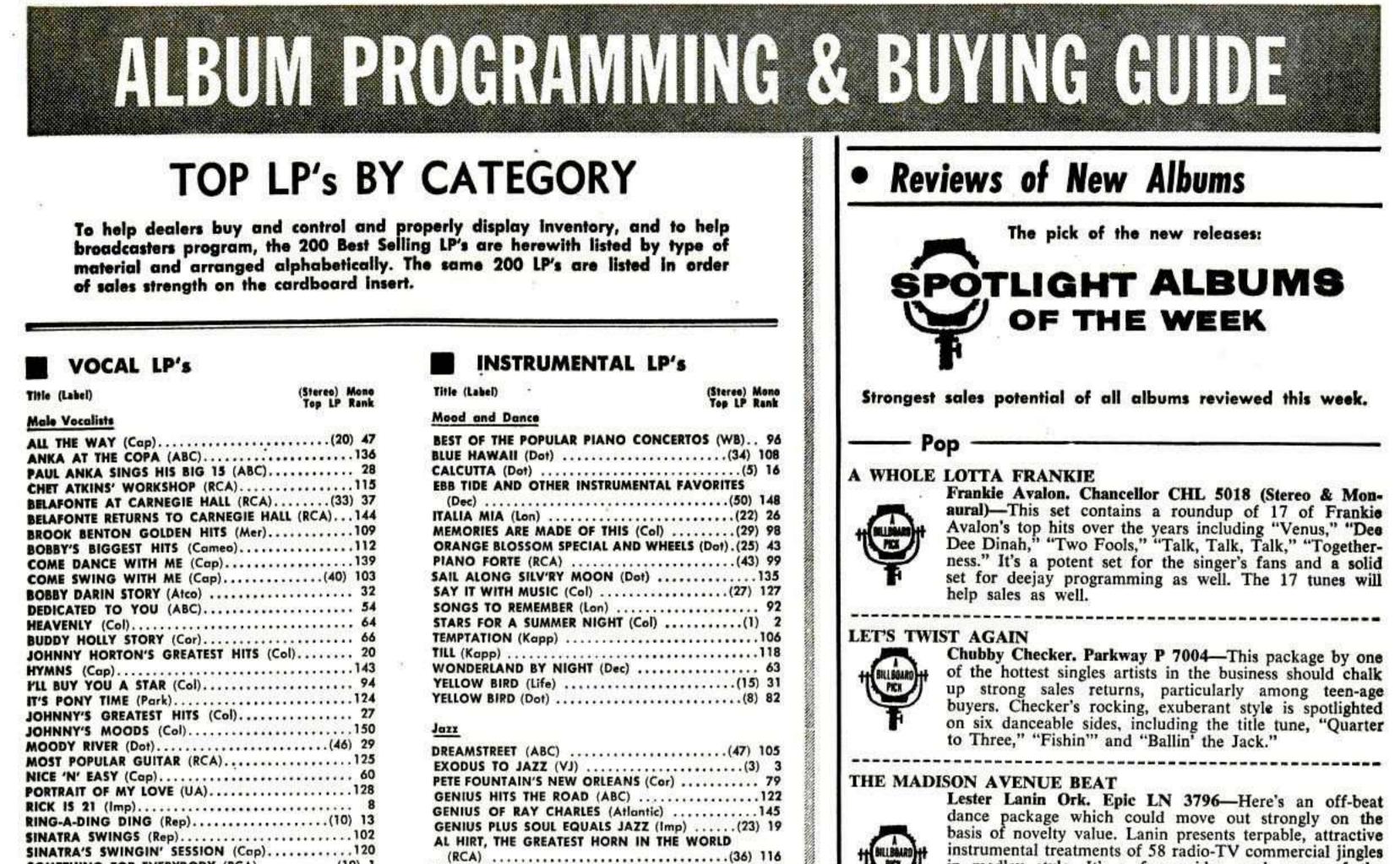
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#### Manufacturer's Nationally Advertised Prices Shown - Optional with Dealers

20

AUGUST 21, 1961



SOMET	HING FOR	EVER	YBODY	(RCA	1	 	 	•	(17)	-1
TOUCH	OF YOUR	LIPS	(Cop).			 	 		1	33
	(Park)									
	(Col)									

#### Female Vocalists

AT LAST (Argo)	41
CONNIE'S GREATST HITS (MGM)	
EMOTIONS (Dec)	24
ITALIAN FAVORITES (MGM)	
JUDY AT CARNEGIE HALL (Cap)(9) 3	16
BRENDA LEE (Dec)	
MORE GREATEST HITS (MGM)	15
ROARIN' 20's (WB)	59
THIS IS BRENDA (Dec)	
- 변경이상 하는 것 그가 안정했는지 않는 것 같아요. 아이지 않는 것이 같아요. 한 것 같아요. 이 것 같아요. 이 것 같아요. 이 집 것 같아요. 한 것 같아요	

#### **Duos and Groups**

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BEST MUSIC ON/OFF CAMPUS (Col)	
ENCORE OF GOLDEN HITS (Mer)	21
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HAPPY TIMES SING ALONG WITH MITCH (Col) (41) 77
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SING ALONG WITH MITCH (Col)(18) 12
STILL MORE SING ALONG WITH MITCH (Col) 49
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#### **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)
BUTTON-DOWN MIND OF BOB NEWHART (WB) 4
BUTTON-DOWN MIND STRIKES BACK (WB) 3
STAN FREBERG PRESENTS THE U. S. A. (Cap) 4
HERE'S JONATHAN (Ver)
IN LIVING BLACK AND WHITE (Colpix) 2
INSIDE SHELLEY BERMAN (Ver) 4
JOSE JIMENEZ AT THE HUNGRY I (Kapp) 3
KICK THY OWN SELF (RCA) 7
KNOCKERS UP (Jub)
LAUGHING ROOM (Stereodd)14
MOMS MABLEY AT THE U. N. (Chs)

#### **Teen Beat**

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SPANISH HARLEM (Atco)	
WALK, DON'T RUN (Dol)	

#### **Percussion and Sound**

	_
PERSUASIVE PERCUSSION, VOL. 1 (Com)(7)	
PERSUASIVE PERCUSSION, VOL. 2 (Com)	
PERSUASIVE PERCUSSION, VOL. 3 (Com) (49)	-
ROVOCATIVE PERCUSSION, VOL. 1 (Com)(21)	

#### SHOW MUSIC

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GYPSY (Col)	
MUSIC MAN (Cap)	
MY FAIR LADY (Col)	
THE SOUND OF MUSIC (Col)(13)	
SOUTH PACIFIC (Col)	
TENDERLOIN (Cap)	
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THEMES (Lon)(25)	39
PETER GUNN (RCA)	23
THEME FROM CARNIVAL AND OTHER GREAT	
BROADWAY HITS (Lon)(31)	10

#### **CLASSICAL** & SEMI-CLASSICAL LP's

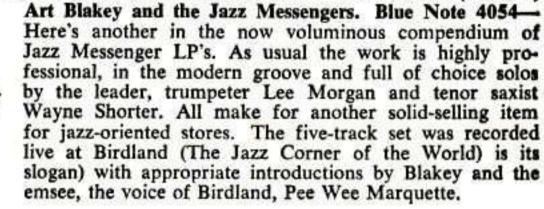


in medley style. It's a funny idea, and many of the tunes make for remarkably pleasant listening, sans sales pitch. Some stations may balk at spinning it, but others should go along with the gag.

#### 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 "Davenport Blues."

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



#### 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



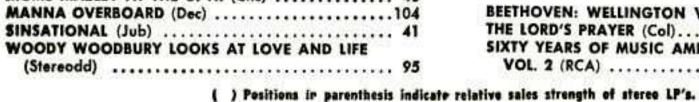
Dinu Lipatti, planist: Lucerne Festival orchestra (Von Karajan). Angel 35931-Here's a discovery that should please all classical piano fans. The tapes of Lipatti's concert were made by amateurs in Copenhagen and Zurich. They are primitively recorded, but in spite of that they are the only record of the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

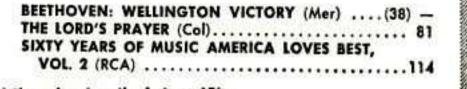
#### **Children Low Price**

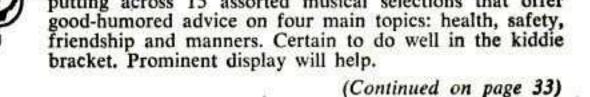
#### POPEYE'S SONGS ABOUT HEALTH, SAFETY, FRIENDSHIP, AND MANNERS



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







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# BILLBOARD HOT 1000

FOR WEEK ENDING AUGUST 27

STAR PERFORM	AERS-Solections register- ward progress this week.	S Indica	tes that	45 r.p.m. stere ible.	o single		tes that 33½ r.p n is available.	.m. mono single	A	ndicates that 331/5 r.p.m. sterv ersion is available.	e single
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11 15 24	YOU DON'T KNOW WHAT YOU'VE GOT		46	76 91 97	WHEN WE	GET MARRIED		86 100	PITTER PATTER	portsmen, Sunnybrook 4	2
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	Brenda Lee, Deeca 31272 LET'S TWIST AGAIN		•	71	CRYIN' .	Roy Orbison, Monument	2 447	<b>(89)</b> 96 − −	STARLIGHT	Preludes Five, Pik 231	2
10 16 28	Chubby Checker, Parkway 824 SCHOOL IS OUT	5	50	30 23 15	PLEASE ST	Drifters, Atlantic 2		<b>@</b>		ODY'S POLY UNSATU-	
16 25 30	Gary (U. S.) Bonds, LeGrand 1009 DON'T BET MONEY HONEY	. 8	(51)	29 19 11		NIO ROSE	… ∆ 12		CARLES CLOSED IN THE	ING GREEN AND PUR-	1
	Linda Scott, Canadian-American 127 HURT	5	(52)	31 39 43	A TEAR	Sene McDaniels, Liberty 55	8	(91)		Stevens, Mercury 71843	1
(1) 9 6 8	Timi Yuro, Liberty 55343 TOGETHER	0	(53)	62 94 95	TRANSISTO	R SISTER	4 1078	92)	Jackie V BLACKLAND FA	Vilson, Brunswick 55219	1
21 32 59	Counie Francis, MGM 13019 AS IF   DIDN'T KNOW	5		79 90 —		ILLY AGAIN	3	(93) 97 100 -	MY HEART'S O	Martindale, Dot 16243	3
(15) 17 22 36	Adam Wade, Coed 553	5	Ŵ	65 76 —		LONG TO YOU	3	94)	Billy	Bland, Old Town 1105	1
	Fats Domino, Imperial 5764	. 14	56	64 74 76		A WORK OUT FINE	4 749	(94) (95)	I WAKE UP CR	ames Brown, King 5524	1
22 26 31	Patsy Cline, Decca 31205	28 3.9.67	0	73 — —	LOVER'S I	SLAND	2	<u>(96)</u> 99	GIRLS, GIRLS, G	IRLS	2
18 12 14 19	Eddle Hodges, Cadence 1397		58	66 72 73	WATER BO	NY	6 <sup>392</sup>	<u></u>	KEEP ON DANC	Contraction of the light of the second of	1
(19) 13 13 14	Damita Jo, Mercury 71840 NEVER ON SUNDAY	. 10	(59)	63 93 85	MISSING Y	Ray Peterson, Dunes 2	4	$\frac{0}{(98)} 97$	DON'T FORGET	LOVE YOU Butanes, Enrico 1007	2
20 14 5 5	Chordettes, Cadence 1402 HATS OFF TO LARRY	12	60	69 71 —		AN		99	WIZARD OF L	DVE. Ly-Dells, Master 251	1
<u> </u>	Del Shannon, Big Top 3075 MY TRUE STORY	. 8	Û			Vis Presley, RCA Victor 7	1908	<u>())</u>	DONALD, WHER	Stewart, Warwick 665	1
22) 25 40 53	ONE SUMMER NIGHT	8	62	56 57 68	I NEVER N	NEW yde McPhatter, Mercury 71	5			THE HOT 100	
23) 18 18 18	MY KIND OF GIRL		63	47 48 51	THE CHAR	Ernie Fields, Rendezvous		2. THEME FROM SI 3. KISSIN' ON THE	PHONEP	Joe South, Fairlane Ventures, Dah aul Anka, ABC-Paramount Chaptele, Carlto	10239
$\overline{\bigcirc}$	Matt Monro, Warwick 636 HILLBILLY HEAVEN		(0)	_		MY PILLOW	5	5. JOHNNY WILLO 6. MR. PAGANINI	W		10237
25) 26 34 61	I'M A-TELLING YOU	. 5	(65)	45 45 57	TIME WAS	Flamingos, End 1	8	8. GOLDEN TEARDI 9. STICK SHIFT	SON	Flamingos, Vee Ja 	y 384 Je 745 t 1075
40 75 -	DOES YOUR CHEWING GUM LOSE ITS		66	77 80 86	TEARDROP	S IN MY HEART Joe Barry, Smash 1	4 710	11. SWEET LITTLE YO 12. GEE OH GEE 13. S.O.S. I LOVE Y	u		7922 1002 1y 101
-	FLAVOR (On the Bedpost Over Night Lonnie Donegan, Dot 1591	1	67	81 82 94	NOW AND	Bert Knempfert, Decca 31		15. L-O-V-E	E TRUE	Flares, Felsted Craftys, Warwic Jack Scott, Capitol Caslons, Seeco	tk 708 I 4597
<u> </u>	QUARTER TO THREE Gary (U. S.) Bonds, LeGrand 1008	17 12/6	68	84 98 —	SAN-HO-ZA	Y Freddy King, Federal 12	428 3	18. THE WAY YOU	LOOK TONIGHT	Letterman, Capitol Tommy Hunt, Scepter Gloria Lynne, Everest	1 4586 r 1219
	BOLL WEEVIL SONG Brook Benton, Mercury 71820	15	<b>11</b>	91 — —	MEXICO .	Bob Moore, Monument			T 100-		
	RIGHT OR WRONG Wanda Jackson, Capitol 4553	9	10	72 88 —	LONELY S	Clarence Henry, Argo 5.		Baby, You're So Fine Baby, You're Right		exico ichael ssing You ore Money for You and Me	59
<u> </u>	QUITE A PARTY	. 9	1			Rays, XYZ	607 2	Back Beat No. 1 Big Cold Wind Blackland Farmer Bless You Boll Weevil Song		ountain's High, The r. Happiness asic, Music, Music y Heart's on Fire y Kind of Giri	83
<b>N</b>	TAKE GOOD CARE OF MY BABY Bobby Vee, Liberty 55354 PRINCESS	. 3	12	83 — —	BACK BEA	T NO. 1	2	Candy Man Charleston, The Cryin' Cueid	60 M 63 Na 63 Na 63 Na 89 No	y True Story g ver on Sunday thin' But Good	
44 66 -	Frank Garl, Crusade 1022		13	87 — —	BLESS YOU	Tony Orlando, Epic 94	2 452	Does Your Chewing Gum Its Flavor Donald Where's Your 1 Dan't Bet Money Hone	Lose 26 On roosers	w and Forever e Summer Night anuts	27 85 86
	WHO PUT THE BOMP (In the Bomp, Bomp, Bomp) Barry Mann, ABC-Paramount 10237	3	由	 Hank		BUT GOOD	1	Don't Cry Baby Don't Cry No More Don't Forget I Love Y Dum Dum. Every Breath I Take	00	ease Stay otty Little Angel Eyes incess arter to Three ite a Party	32
49 84 87	I'LL NEVER SMILE AGAIN	4	由	-		AND JOHNNY.		Frankie and Johnny Girls, Girls, Girls Hats Off to Larry Hillbilly Heaven	75 Ri 96 Ro 20 Ru 24 Sa	ht or Wrong 11 Over Beethoven naround n Antonio Rose	29 81 38 51
35 42 51 60	I DON'T WANT TO TAKE A CHANCE. Mary Wells, Motown 1011	6	•		BIG COLD		1	Hully Gully Again Hurt I Don't Want to Take a I Fall to Pieces. I Never Know	54 Sa 12 Sci Chance	n-Ho-Zay hool is Out a of Heartbreak sriight sriight, Starbright	10 36 89
36 39 43 34	SEA OF HEARTBREAK Don Gibson, RCA Victor 7890	△ 10	<u>_</u>	70 54 54	WHAT A S	WEET THING THAT WAS	6	I Like It Like That I Just Don't Understan I Wake Up Crying I'll Be There	4	mmer Souvenirs ke Good Care of My Baby ar, A ardrops in My Heart	31 52 66
37 43 62 78	I JUST DON'T UNDERSTAND	△ 5		98 — —	MORE MOI	Shirelles, Scepter 12 NEY FOR YOU AND ME.	20	I'll Never Smile Again. I'm A-Telling You I'm Gonna Kneck on Ye It's Gonna Work Out I	34 Te 25 Th 107 Door	ers on My Pillow ing of the Past, A ne Was acther	41 41 65
38 28 29 37	RUNAROUND Regents, Gee 1071	7		00.00	-	Four Preps, Capitol 45	599	Jeremiah's Pills Keep on Dancing Last Night Let Me Belong to You.	90 To 97 Tr 4 W4 55 We	isin' and Turnin' Insistor Sister Iter Boy II-A, Well-A II-A, Well-A II-A Sweet Thing That Was	
39 23 17 17	CUPID	△ 12	(79)	80 89	DON'T CR	by (Blue) Bland, Duke 3		Let the Four Winds Blov Let's Twist Again Little Bit of Soap	9 Wh	at a Sweet Thing That Was en We Get Married o Put the Bomp theut You	44



AT 111100	a the second
Amor 40	Mexico
As If 1 Didn't Know	Michael
Rahy You're So Fine	Missing You
Baby, You're Right	More Money for You and Me 7
Baby, You're Right	Mountain's High, The 4
Big Cold Wind	Mr. Happiness B
Blackland Farmer	Music, Music, Music
Bless You	My Heart's on Fire
Boll Weevil Song 28	My Kind of Girl
Candy Man	My True Story
Charleston, The 63	Nag
Cryin' 49	Never on Sunday
Cupid	Nothin' But Good 7
Does Your Chewing Gum Lose	Now and Forever
Its Flavor 26	One Summer Night 2
Donald Where's Your Troosers 100	Peanuts
Dan't Bet Money Honey 11	Pitter Patter
Don't Cry Baby 45	Please Stay
Don't Cry No More	Protty Little Angel Eyes
Don't Forget   Love You	Princess 3
Dum Dum	Quarter to Three 2
Every Breath   Take	Quite a Party
Frankie and Johnny	Right or Wrong 2
Sirls, Girls, Girls	Roll Over Beethoven
Hats Off to Larry	Runaround
Hilbilly Heaven	San Antonio Rose
Hully Gully Again	San-Ho-Zay
lurt 12	School is Out
Don't Want to Take a Chance 35	Sea of Heartbreak 3
Fall to Pieces 16	Starlight
Hever Know 62	Starlight, Starbright
Like It Like That 5	Summer Souvenirs
Just Don't Understand	Take Good Care of My Baby 3
Wake Up Crying 95	Tear, A
"Il Be There 18	Teardrops in My Heart
'll Never Smile Again	Tears on My Pillow
'm A-Telling You 25	Thing of the Past, A 4
'm Gonna Kneck on Your Door 17	Time Was
It's Gonna Work Out Fine 56	Together
eremiah's Pills	Tossin' and Turnin'
Geep on Dancing	Transistor Sister
ast Night	Water Boy 5
et Me Belong to You	Well-A, Well-A 8
et the Four Winds Blow	What a Sweet Thing That Was 7
et the Four Winds Blow	When We Get Married 4
PLA INIT ADAID	



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1961 AUG 9 AM 11 45

B LLN139 PD= FAX BOSTON MASS 9 154P EDT= AL BENNETT, LIBERTY RECORDS=

6920 SUNSET BLVD HOLLYWOOD CALIF=

55354 55343 55358 55353 55350 ADD UP TO FIVE MILLION.\* THIS MAY BE BAD ARITHMETIC BUT IT'S THE TRUTH= FRANK HOLLAND.

\*#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

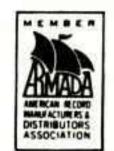
# THIS WAS OUR REPLY:

AL BENNETT

\*\*#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







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# BILLBOARD TOP LP'S FOR WEEK ENDING

9

Indicates those LP's on the charts 9 weeks

less (see weeks on chart column).

STAR PERFORMERS-selections on Chart 9 weeks or

less registering greatest upward progress this week.

150 Best Selling MONAURAL LP'S

This Week	Last	k Title, Artist, Label	Wks. on Chart
1	2	SOMETHING FOR EVERYBODY.	Ø
2	1	STARS FOR A SUMMER NIGHT	12
3	5	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	13
•	6	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	31
5	3	GOIN' PLACES Kingston Trio, Capitol T 1564	0
6	1	CAMELOT Original Cast, Columbia KOL 5620	31
1	4	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	12
0	8	RICK IS 21 Ricky Nelson, Imperial LP 9152	13
9	10	KNOCKERS UP Rusty Warren, Jubiles JLP 2029	42
10	14	EXODUS Sound Track, RCA Victor LOC 1058	32
1	11	GREAT MOTION PICTURE THEMES	
(12)	9	SING ALONG WITH MITCH	162
13	12	RING-A-DING DING	17
1	15	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	43
(15)	13	CARNIVAL Griginal Cast, MGM E 3946	13
16	19	CALCUTTA Lawrence Welk, Dot DLP 3359	30
	16	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	88
18	17	TONIGHT IN PERSON	26
(19)	18	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	22
(20)	36	JOHNNY HORTON'S GREATEST HITS.	26

	U	NAUNAL LI	
his Veck	Last	k Title, Artist, Label Chart	T
52)	57	KING AND I	1
53)	39	MORE SING ALONG WITH MITCH	1
54)	73	DEDICATED TO YOU 25 Ray Charles, ABC-Paramount ABC 355	6
<u>(</u> )	78	CONNIE'S GREATEST HITS	
56)	68	UNSINKABLE MOLLY BROWN	1010
5)	59	SPANISH HARLEM	G
<u>.</u>	81	DONNYBROOK Original Cast, Kapp KDL 8500	i
59)	52	HERE WE GO AGAIN	Ì
<u>)</u>	60	NICE 'N' EASY Frank Sinatra, Capitol W 1417	101
61)	62	WEST SIDE STORY	1
62)	41	WILDCAT	1
63)	45	WONDERLAND BY NIGHT	0
<u> </u>	75	Bert Kaempfert, Decca DL 4101	1
64)	42	Johnny Mathis, Columbia CL 1351	0
<u>65)</u>	00501	HERE'S JONATHAN	ē
66)	70	BUDDY HOLLY STORY	6
67	58	KINGSTON TRIO AT LARGE	
68	61	MEMORIES SING ALONG WITH MITCH 41 Mitch Miller, Columbia CL 1542	-
69	77	ROARING 20's	(
70	69	SOUTH PACIFIC	00
N	76	THE ALAMO	
12	47	BYE BYE BIRDIE	()
73	89	BEN-HUR Sound Track, MGM 1E1	0
<u>م</u>	90	GONE WITH THE WIND	(
75)	80	MORE GREATEST HITS	0
76)	87	MP. LUCKY 64	-
1	91	HAPPY TIMES SING ALONG WITH MITCH. 24	6
78)	95	Mitch Miller, Columbia CL 1568 KICK THY OWN SELF	9
	ALC: NO	LPM 2239	1
79	83	PETE FOUNTAIN'S NEW ORLEANS 32 Coral CRL 57282	0
80	67	GYPSY Original Cast, Columbia OL 5420	(
81)	96	THE LORD'S PRAYER	(
82	120	YELLOW BIRD	(
83)	113	TIME OUT	
84)	111	THIS IS BRENDA	9
85	102	GONE WITH THE WIND	0
-	82	Warner Bros. W 1322 STRING ALONG	0
86) 87)	94	Kingston Trio, Capital T 1407	ē
-	85	GIGI	(
88)	(SAN)	MITCH'S GREATEST HITS	(
89)	88	SATURDAY NIGHT SING ALONG WITH MITCH	-
90)	97	SENTIMENTAL SING ALONG WITH MITCH 59 Mitch Miller, Columbia CL 1457	0
91	84	SOLD OUT	0
92	112	SONGS TO REMEMBER	(
<b>B</b>	117	GIRLS, GIRLS, GIRLS	1
-	64	Duane Eddy, Jamie 3019 I'LL BUY YOU A STAR	
94)	63	Johnny Mathis, Columbia CL 1623 WOODY WOODBURY LOOKS AT LOVE	(
<u>95</u> )		AND LIFE	9
96	92	BEST OF THE POPULAR PIANO CONCERTOS 14 George Greeley, Warner Bros. X 1410	0
97)	99	FROM THE HUNGRY 1	6
98)	72	MEMORIES ARE MADE OF THIS	Q
~	66	Ray Conniff, Columbia CL 1574 PIANO FORTE	6
99)		Peter Nero, RCA Victor LPM 2334	-
	0.0	WIDH (AT	

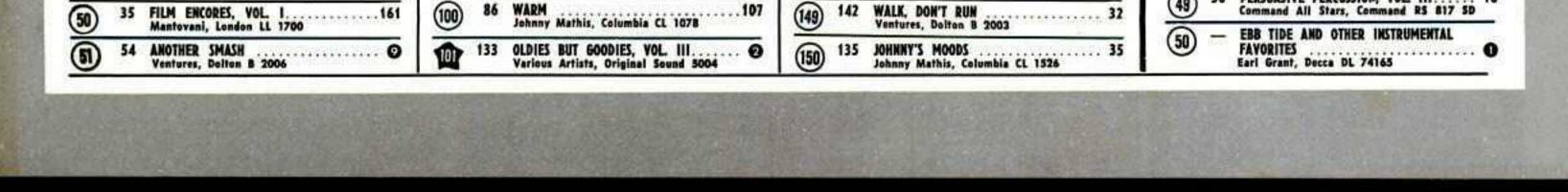
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This Week	Last Wee	k Title, Artist, Label Chart
102	137	SINATRA SWINGS
Ŵ	138	COME SWING WITH ME
104	65	MANNA OVERBOARD
105	71	DREAMSTREET Erroll Garner, ABC-Paramount ABC 365
106	93	TEMPTATION
107	79	BEST MUSIC ON/OFF CAMPUS 28 Brothers Four, Columbia CL 1578
108	100	BLUE HAWAII
(109)	132	BROOK BENTON GOLDEN HITS 12 Mercury MG 20607
<b>@</b>	149	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS
Ŵ	150	ON THE REBOUND
(112)	144	BOBBY'S BIGGEST HITS
童	-	THE FOUR PREPS ON CAMPUS
114	140	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 11
(115)	115	CHET ATKINS' WORKSHOP
(116)	116	AL HIRT, GREATEST HORN IN THE WORLD 15
(m)	98	RCA Victor LPM 2366 FIORELLO Original Cast, Capitol WAO 1321
(118)	114	TILL
(119)	110	Roger Williams, Kapp KL 1081 OKLAHOMAI Sound Track, Capitol WAO 595
(120)	105	Sound Track, Capitol WAO 595 SINATRA'S SWINGIN' SESSION
(121)	130	TWIST
(122)	121	GENIUS HITS THE ROAD
(123)	128	PETER GUNN
(124)	143	IT'S PONY TIME
1	147	MOST POPULAR GUITAR
125	101	Chet Atkins, RCA Victor LPM 2346 PORGY AND BESS Sound Track, Columbia OL 5410
(17)	127	SAY IT WITH MUSIC
m	148	PORTRAIT OF MY LOVE
129	103	FLOWER DRUM SONG
(130)	104	TENDERLOIN Original Cast, Capitol WAO 1492
(131)	122	FIRESIDE SING ALONG WITH MITCH 64
(12)	108	AN EVENING WITH MIKE NICHOLS
	1424	AND ELAINE MAY 31 Mercury OCM 2200
133	118	TOUCH OF YOUR LIPS
134	106	STUDENT PRINCE
(135)	129	SAIL ALONG SILV'RY MOON
(136)	123	ANKA AT THE COPA
(137)	119	PARTY SING ALONG WITH MITCH 86 Mitch Miller, Columbia CL 1331
(138)	107	ITALIAN FAVORITES
(139)	146	Connie Francis, MGM E 3791 COME DANCE WITH ME
(139)	109	PERSUASIVE PERCUSSION, VOL. 11 10
(141)	n <u>ten</u>	AT LAST Etta James, Argo 4003
(142)	124	
8	125	MUSIC MAN Original Cast, Capitol WAO 990 HYMKS
(143)	126	Tennessee Ernie Ford, Capitol T 756 BELAFONTE RETURNS TO CARNEGIE HALL. 34
(144)	120	Harry Belafonte, RCA Victor LOC 6007
(145)	102	GENIUS OF RAY CHARLES
146	131	HAWAII Ø Santo & Johnny, Canadian American CALP 1004
147	136	LAUGHING ROOM
148		EBB TIDE AND OTHER INSTRUMENTAL
m	142	FAVORITES Earl Grant, Decca DL 4165 WALK, DON'T RUN 32

# 50 Best Selling STEREO LP's

This Week	Lat	it iek Title, Artist, Label	Wks. en 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
-	10	EXODUS TO JAZZ	0
•	2	CAMELOT Original Cast, Columbia KOS 2031	31
5	8	CALCUITA Lawrence Welk, Dot DLP 25359	30
6	9	EXODUS Sound Track, RCA Victor LSO 1058	32
0	7	PERSUASIVE PERCUSSION, VOL. I. Terry Snyder and the All Stars, Command RS 800 SD	75
1	16	YELLOW BIRD	8
1	15	JUDY AT CARNEGIE HALL.	@
10	4	RING-A-DING DING Frank Sinatra, Reprise R 9-1001	13
	5	TV SING ALONG WITH MITCH	11
12	3	GREAT MOTION PICTURE THEMES. Various Artists, United Artists UAS	
13	17	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	76
14	11	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	113
ŵ	19	YELLOW BIRD (PERCUSSION SPECTA	(ULAR) Ø
16	13	GOIN' PLACES Kingston Trio, Capitol ST 1404	Ø
	14	CARNIVAL Original Cast, MGM SE 3946	10
18	12	SING ALONG WITH MITCH	63
1	22	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 237	Ø
20	20	ALL THE WAY Frank Sinatra, Capitol SW 1538	19
	-	and the second sec	



9		Frank Sinatra, Capitol SW 1536
21	21	PROVOCATIVE PERCUSSION, VOL. 1 83 Enoch Light and the Light Brigade, Command RS 806 SD
22	18	ITALIA MIA
23	27	GENIUS PLUS SOUL EQUALS JAZZ 13 Ray Charles, Impuise AS-2
24	30	ORANGE BLOSSOM SPECIAL AND WHEELS. 17 Billy Vaughn, Dot DLP 25366
25	23	MUSIC FROM EXODUS AND OTHER GREAT THEMES
26	24	MY FAIR LADY
27	25	SAY IT WITH MUSIC
28	31	WEST SIDE STORY Original Cast, Columbia CS 2001
29	32	MEMORIES ARE MADE OF THIS 25 Ray Conniff, Columbia CS 8374
30	44	MUSIC MAN Original Cast, Capitol SWAD 990
Û	43	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS
32	28	TONIGHT IN PERSON
33	26	BELAFONTE AT CARNEGIE HALL
34	29	BLUE HAWAII
35	36	UNSINKABLE MOLLY BROWN
36	39	
37	34	WILDCAT
38	35	BEETHOVEN: WELLINGTON VICTORY 15 London Symphony Orchestra (Dorati), Mercury LPS 9000
39	42	TIME OUT
1	100	COME SWING WITH ME O Frank Sinatra, Capitol SW 1594
(1)	47	HAPPY TIMES SING ALONG WITH MITCH. 24 Mitch Miller, Columbia CS 8368
42	37	MAKE WAY Kingston Trio, Capital ST 1474
43	38	
(44)	33	OKLAHOMAI Sound Track, Capitol SWAO 595
45	40	BYE BYE BIRDIE
46	45	
(1)	41	DREAMSTREET Erroll Garner, ABC-Paramount ABCS 365
48	48	DYNAMICA Ray Martin Orch., RCA Victor LSA 2287
(1)	50	PERSUASIVE PERCUSSION, VOL. III 18



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#### AUGUST 21, 1961

BILLBOARD MUSIC WEEK

#### 29

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SINGLES PROGRAMMING & BUYING GUIDE

# **TOP MARKET BREAKOUTS**

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

#### NEW YORK

- -ANNIVERSARY OF LOVE Caslons, Seeco
- -JUKE BOX SATURDAY NIGHT Nino and the Ebbtides, 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

# **Reviews of New Singles**



Strongest sales potential of all records reviewed this week.

#### **BOBBY LEWIS**

- Pop



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



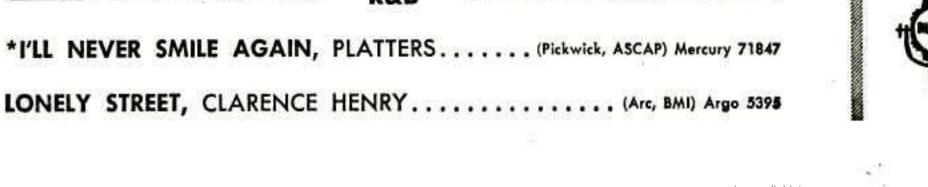
A VERY TRUE STORY (Tune Kel, BMI) (2:27)-PACKIN' UP (Tune Kel, BMI) (2:33)-Here's another artist who comes through solidly to follow up his current smash. Top side features a swinging vocal by the chanter over good backing; flip is in the "I Like It Like That" pattern. Instant 3234

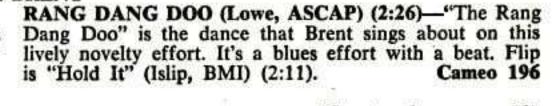
#### THE DRIFTERS

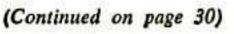


LONELINESS OR HAPPINESS (Dolfi-Walden-Quartet, ASCAP) (2:31)—SWEETS FOR MY SWEET (Brenner-Progressive-Trio, BMI) (2:32)-The Drifters will continue their hit string with these sock sides. Topper is a moving rockaballad sung smartly by the lead; flip is a driving, gospel-flavored blues. Atlantic 2117











AUGUST 21, 1961 BILLBOARD MUSIC WEEK 30 \*\*\* Nights of Ecstasy-Feelingful chant-MARY JOHNSON feeling. A good, down-to-earth sound here, The pick of the new releases: \*\*\*\* Oh Mary-UNITED ARTISTS 359 ing by lead singer on moving rockaballad. with othereal like vocies floating in the backing. (Jobete, BMI) (2:22) -Johnson contributes a blues-gospel feeling Also a dual market side, (Stem, BMI) (2:04) to this side, with strong vocal. Arrange-SPOTLIGHT SINGLES ment has prominent violins. Watch it. \*\*\* Romance Without Finance-The lead (Jobete, BMI) (2:20) man again pounds out the message here in THE INNOCENTS a frantic manner. Flip, however, has an OF THE WEEK \*\*\*\* Show Me-Solid blues with preedge. (Jobete, BMI) (2:22) ★★★★ You Got Me Goin'-INDIGO 128 cise powerful rhythm patterns backing the -Bright rocker is handed a strong performance by the boys over a happy arrangement vocal. (Jobete, BMI) (2:51) by combo and chorus. Side could grab TED TAYLOR COMBO coins. (Tree, BMI) (2:20) Strongest sales potential of all records reviewed this week. \*\*\*\* Rockin' Hoss - GOLD EAGLE THE JOHNNY MANN SINGERS 1808-Another blues-oriented tune, again \*\*\* Donna-The Innocents sing of a girl \*\*\*\* Love Me - LIBERTY 55355 - A Continued from page 29 with horns and piano taking the lead spots. named Donna who they adore. The tune highly pleasing reading of the former hit Good sound and persuasive beat. Two is a simple rockaballad sparked by the lead for Elvis. Tune is taken as a slow but spinnable sides. (Wian, BMI) (2:07) DOTTY CLARK over good support from the boys. (Kemo, rhythmic ballad by the large vocal chorus IT'S BEEN A LONG LONG TIME (E. H. Morris, BMI) (2:45) with most appropriate interpolations by the \*\*\* Bandstand Drag-The combo turns (ASCAP) (2:54)-The lovely oldie gets a strong, moving string section. Fine deejay programming out a good, moderate-paced blues with a reading from the thrush with a slow rockaballad tempo material, (Range, BMI) (3:01) flitting plano movement behind the horns. Good dance wax for the juke trade. (Wian, and fine beat. A sock debut disk which should pull plenty THE TOKENS \*\*\*\* Don't-Another ballad with an BMI) (2:03) of play. Flip is "That's a Step in the Right Direction" \*\*\*\* Sincerely-RCA VICTOR 7925easy, slow but marked beat from chorus The oldie gets a novel interpretation, with a Big Top 3081 (Mellin, BMI) (2:47). makes good deejay programming. Both sides slow, precise and bouncing rhythm pattern. are from LP "Ballads of the King." (Elvis -----Could get coins. (Arc, BMI) (2:07) THE PASSIONS Prestey, BMI) (2:57) \*\*\*\* One Look Is All It Took-JU-STEVE ALAIMO \*\*\* When Summer Is Through-A mood BILEE 5406-A good rockaballad effort by the lead against a nice arrangement for PM THANKFUL (Skags, BMI) (2:25) — ALL NIGHT piece with triplet backing. Flip is stronger. the group and band. Good teen dance side. LONG (Arc-B-Flat, BMI) (2:30)-Alaimo contributes a JOE HINTON (Bright Tunes, BMI) (2:32) \*\*\*\* Come On Baby-BACK BEAT 535 (Audicon, BMI) (2:02) heartfelt reading on "I'm Thankful," a moving rockaballad -Hinton packs plenty of vitality and with a pretty melody. Flip is a bright rocking side, featurshowmanship into a sock reading of this \*\*\* (Walking Down That) Lonely Road-ing a lively vocal treatment and sock tempo. Both sides solid blues. Both sides are strong, (Lion, Another rockaballad by the boys, done for JUNIOR LEWIS Checker 989 BMI) (2:23) okay results. Flip is better. (Audicon. \*\*\*\* Hear What I Say-COLUMBIA are strong: BMI) (2:07) 42129-Lewis wails with sock emotional im-\*\*\*\* The Girl in My Life-Exuberant pact on feelingful r.&r. theme, with fervid vocal interpretation by Hinton on briskly backing. Lad's debut is a strong one. ROGER CRAIG paced r.&r. theme with fine bluesy flavor. (Sylvia, BMI) (2:23) I FOUND A MILLION DOLLAR BABY (Remick, (Lion, BMI) (2:25) HEDY, FREDDIE AND MEE TOO ASCAP) (1:59)-Craig's happy, infectious brand of bluesy \*\*\* Where the World Begins-Dramatic \*\*\*\* Spinaround-POP-SIDE 1-Pleaspiano is spotlighted on a highly effective version of the ant chanting by group on attractive offork backing on romantic ballad with good 200 beat-type folksy ditty. Merits spins. It has fine oldie. Solid instrumental wax. Flip is "Song of India" vocal stint by Lewis. Flip is better, (Rual, TY STEWART AND THE JOKERS ASCAP) (2:06) a chance to take off if exposed, (Saturday, \*\*\*\* Young Girl-AMY 828-Effective Argo 5396 (Newroads, BMI) (2:10). ASCAP) (2:38) vocal blend by Stewart and group on a bouncy r.&r. tune with jaunty tempo. Should \*\*\* Playing Hard to Get -- Plaintive Spiritual pull play in both pop and r.&b. areas. BOB WILSON reading by team on okay rockaballad. (Sat-(Aim-Woodstock, BMI) (2:02) \*\*\*\* He Gives - DECCA 31293 - Perurday, ASCAP) (2:18) BROTHER JOE MAY sonable performance by Wilson on relaxed, \*\*\*\* Here Am I-Stewart walls plain-SOMEBODY NEEDS MY JESUS (Excellorec, BMI) attractive theme (based on traditional hymn) tively on fervid up-tempo rockaballad. Has (2:47)-Brother May contributes fervid performance on a with catchy tempo. Merits exposure. pop and r.&b. market appeal, (Alm-Wood-(Southern, ASCAP) (2:23) LYNN GIBSON strong spiritual item with a fine assist from one of the stock, BMI) (2:24) \*\*\*\* I Didn't Mean to Make You Cry Sisters of the congregation. Standout backing with piano \*\*\* Jezebel - Dramatic vocal treatment -BRIAR 108-Thrush comes through with predominating. Should move out strongly in its market. of the oldie with effective ork backing. a strong performance of a rhythm tune BILLY HALEY Flip is "Anybody Waiting for Me" (Excellorec, BMI) Nice jockey side. (Hill & Range, BMI) about a broken love affair. Lass has a \*\*\*\* The Spanish Twist-GONE 5111sound like a country Connie Francis. (Copar, (2:17)Nashboro 699 (2:57). The veteran rock and roller wraps up a BMI) (2:00) driving instrumental with timely tag in a solid ork treatment. (Aldon, BMI) (2:26) \*\*\* Cheater-On this side the girl shows THE EARLS

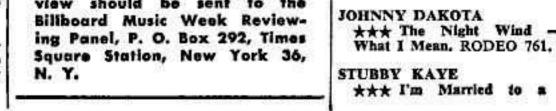


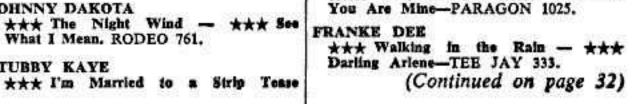
\*\*\* My Kind of Woman-Showmanly warbling by Haley on okay blues. This is his first for the label. (A.D.T. Enterprises, side and the lead does an estimable job out BMI) (2:17)

off her strong pipes with a country effort \*\*\*\* Lookin' for My Baby-ROME 102 about a man who continues to cheat on The Earls have a fast-stepping group vocal their marriage. Two good sides. (Copar,

SINGLES The following records have been picked for out- standing merit in their various categories because, in the opinion of The Billboard Music Staff, they deserve exposure.	TY HUNTER **** Memories-CHECK-MATE 1002- Ty Hunter bows on the new subsidiary label of Chess with a most impressive reading of a meaningful rockaballad on this side. Backing is good, too. Watch it. (Ro-Gor, BMI) *** Envy of Every Man-Chanter sells	ballad on the flip. Again the lead does a fine job but the reverse has the edge. (December, BMI) (2:10)	TEDDY ROSS **** Water Boy - DOLTON 46 - A vocal version here of the tune that cur- rently occupies a position on the chart in an instrumental version by Don Shirley. Latin rhythmic figures and an angry read- ing by Ross make the side go. (Cornerstone, BMI) (3:02)
Pop Disk Jockey Programming THE FOUR AMIGOS **** MR. SANDMAN (E. H. Morris, ASCAP) (1:22) Capitol 4614 **** MR. SANDMAN (E. H. Morris, ASCAP) (1:22) Capitol 4614	this slight rocker with style while the band swings nicely behind him. Flip is more important. (Ro-Gor, BMI) THE ELDORAYS **** Everything's Gonna Be Alright- BUD 114-Fervid reading by lead warbler on fast-paced emotional r.&r. item. R.&b. market appeal as well as pop. (Jeneva, BMI)	LYN EARLINGTON ★★★★ D.D.T. and the Boll Weevil— SOUTHERN SOUND 104—Lyn Earlington sings of the farmer's revenge against the boll weevil through the use of D.D.T. on this cute side. It has a chance for action— watch it. (Bae, ASCAP) (2:27) ★★★ Rags—T. J. Timber is the vocalist on this interesting novelty. Good side al- though flip appears stronger. (Conley,	along nicely on the propulsion of a fine rhythm trio featuring good piano. (Progres- sive, BMI) (2:40) THE "5" ROYALES **** They Don't Know-HOME OF
<b>POPULAR</b> JOHNNY (GUITAR) WATSON **** Embraceable Yoe-KING 5536- The lovely old standard is done in a movingly assertive rockaballad fashion by the singer. Fine backing is provided by strings and rhythm. (New World, ASCAP) (2:35) **** Posin'-As Johnny explains in the	(2:29) SINGLES REVIEW POLICY All single records received by Billboard Music Week are lis- tened to and reviewed by the BMW Reviewing Panel. Records are rated within their respec-	5-A wild and breathless performance by the lead man, who has a strong gospel	
<ul> <li>- lyric of this middle-tempo swinger, "Posin" is new dance step in which the couples stop and take a pose. Side moves right along with strong singing by the boy and a roaring vocal group. (Chappell, ASCAP)</li> <li>THE JOE NEWMAN QUINTET **** Mo-Lasses (Parts 1 &amp; 2)-PRES-TIGE 196-The piano sets up an interesting</li> </ul>	their commercial potential, based on such factors as performance, material, artist's name value, recording quality, etc. SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed during the week and	POPULAR DEAN REED *** Female Hercules - *** La Novia. CAPITOL 4608. JOHN CONTE *** La Luna Mia - *** Love Is	for Me)-+++ I Think of You, IM- PERIAL 5768.
blues riff and the horns join in against a swinging cymbal and bass drum sound. Side moves neatly, somewhat in the "Afri- can Waltz" group. This could grab ex- posures. Part two is done in a much more uptempo jazz vein. Part one probably has a commercial edge. (2:45)	the Hot 100 chart. FOUR-STAR singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these.	Wonderful. CHATTAHOOCHEE 717. LITTLE ROY AND THE LONGJOHNS * She's a Wonder - *** It's Heaven. EVEREST 19241. BILLY MAXTED *** Satin Doll-*** How Long Has This Been Going On. K & H 501.	(Every Night)-BAMBI 801.
CLAY COLE **** Queen of the Movies—IMPERIAL 5771—Strong teen-appeal ditty (with lyrics about current film idols) are sung with verve by TV deejay Cole (WNTA, Newark, N. J.) and femme chorus. Should pull play. (Post, ASCAP) (1:55) GUY MITCHELL **** I'll Just Pretend — COLUMBIA 42143 (33)—Rhythmic and in a minor mode is this attractive go by Mitchell. Moves right along. (Joy, ASCAP) (2:14) **** Divorce—Contrasting with the flip, this is a country-oriented side with a strong lyric of the weeper category. (Joy, ASCAP)	quently will be of interest for disk jockey programming. Other records, with limited sales poten- tial, are listed following the	SONNY DEE *** Pm Not the One for You- *** Here I Stand. KAPP 421. JIMMY FLAGG *** The Eagle and the Bear - *** Give Us This Day. ABC-PARAMOUNT 102. LA MONT ANTHONY	Over-VULCO 1508-9. KENNY GILL *** Golden Angel - *** Plaster of Parts-MONTEL 901. JERRY CARLISLE
CONWAY TWITTY (2:32) (2:32) (2:32) (2:32) (2:32) (2:32) (2:32) EDDY ARNOLD ★★★★ The Worst Night of My Life-RCA VICTOR 7926—Arnold sings a powerful song here with a lyric of the weeper ful song here with a lyric of the weeper category. Tempo is slow, and the delivery is	All singles intended for ro-	*** Just to Be Loved-*** I Didn't Know (What a Good Thing I Had). CHECK-MATE 1001-2. THE STYLES *** Gotta Go, Go, Go-*** Scarlet Angel-SERENE 1501.	JAY NELSON *** Baby Please *** Crazy Over Dalsy-DREW-BLAN 1004.

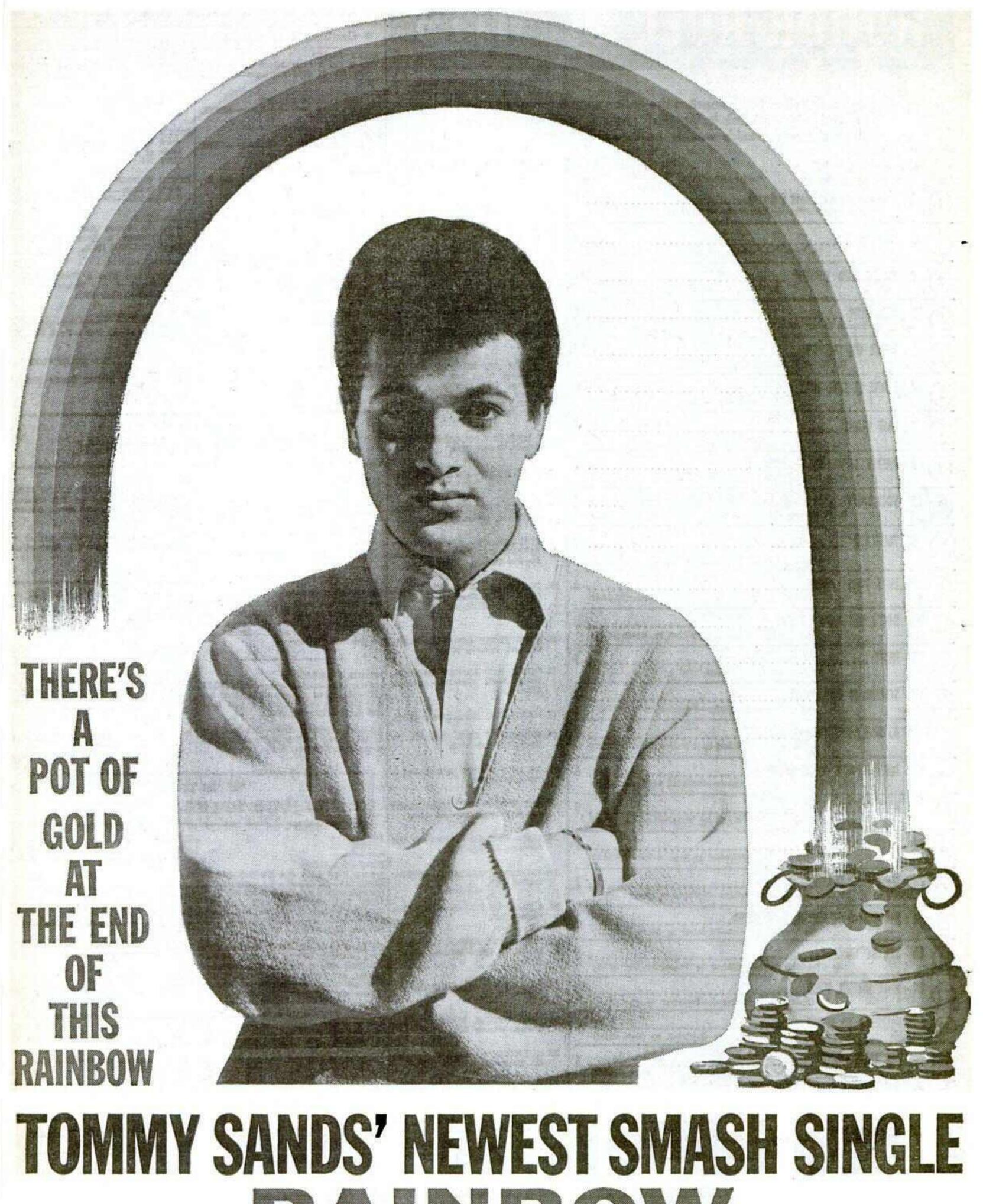
#### \*\*\*\* Sweet Sorrow-MGM 13034-The full of heart, (Tree, BMI) (2:20) chanter sells this tale of young love with feeling over good backing by ork and tat One Grain of Sand-Arnold dechorus. A good one by the chanter that parts from his usual type of material here could get coins. Watch it. (Aldon, BMI) to do a novelty-flavored side with a catchy beat. (Figure, BMI) (2:38) (2:12)











# RAINBOW c/w REMEMBER ME TO JENNIE #4611



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BILLBOARD MUSIC WEEK

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AUGUST 21, 1961

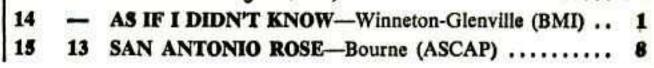
		<ul> <li>Reviews of Nev</li> </ul>	v Singles
HONOR ROLL OF	ILLE	• Continued from page 30	
	TRADE MARK REG.	BETTY JAMES *** I'm a Little Mixed Up - *** Help Me to Find My Love-CEE-JAY 583.	LARRY COLLINS *** One Step Down - ** There Stands the One-COLUMBIA 42131.
The Honor Roll of Hits comprises the nation's top tun to record sales and disk jockey performances as de	nes according	FATHER JOSEPH DUSTIN *** I Love Paris-** Lover-RIVER- SIDE 4502.	EDDIE MOORE *** Touch of Your Love-** Big Deal-REVIVAL 634.
Billboard Music Week's weekly nationwide survey	YS.	THE EMERALDS *** Roadrunner - ** Silver - TOY 7734.	JOYCE HEATH *** (I Know That) Your Heart's Not Made of Wood-** A Lover Wanted- MAY 107.
Week Week Tune Composer-Publisher Chari (Be	ECORDINGS AVAILABLE	SYLIA SAYNT *** A-Tisket A-Tasket - ** For My Birthday-COLUMBIA 42134.	JAMES PRINCE
	-Joe Dowell, Smash 1078; Gus Backus, Fono-Graf 1234; Dave Ken-	JIVING JUNIORS *** Moonlight Lover - ** Sweet as an Angel-ASNES 103.	*** I'm Gonna Answer the Door-
by Dave Fisher-Published by United Artists (ASCAP)	. MICHAEL - Highwaymen, United	JIM HENDRIX *** My Love for a Kingdom ** Changing Schools-LODE 112.	** Through a Long and Sleepless Night-ENCORE 10053. RHEA RENEE
(3) 1 TOSSIN' AND TURNIN'	Artists 258. 3. TOSSIN' AND TURNIN'-Bobby	THE SERENADETT'S *** The Big Night - ** Boy Friend -ENRICA 1008.	*** I, Too Have a Wooden Heart- ** Switzerland (He Taught Me How To Yodel)-SARA 1045.
2 DUM DUM By Sharon Sheeley-Jackie DeShannon-Published by Metric (BMI) 4.	. DUM DUM-Brenda Lee, Decen	*** You're in Love With Yourself (And Not in Love With Me)-** Sum-	** Shake Hands With a Fool. UNITED
5 3 NEVER ON SUNDAY	31272. NEVER ON SUNDAY - Lale	TONY VALLA AND THE ALAMOS	ARTISTS 326. TWO STAR LIMITED SALES POTENTIAL DICK GLASSER
6 4 I LIKE IT LIKE THAT. By Chris Kenner-Published by Tune-Kel (BMI)	Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United	*** Jane, Why Did You Do It- ** La Bomba-FORTUNE 858.	Terri-To Be a Girl That's Noticed. SILVER 103.
5 LAST NIGHT	Artists 304.	STRONG SALE	
9 PRETTY LITTLE ANGEL EYES	Kenner, Instant 3229. . LAST NIGHT-Mar-Keys, Satellite 107.	JAZZ STRONG SALES	DONALD BYRD
9 12 YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose H) 4 By P. Hampton-D. Burton—Published by Sequence (ASCAP)	. PRETTY LITTLE ANGEL EYES-	SHIRLEY SCOTT *** Hip Soul (Parts 1 & 2)-PRES-	**** Gate City-BLUE NOTE 1798- Fine blowing. Trumpet on this blues-ori- ented side has class and mood. (Groove, BMI)
8       TOGETHER       8         9.       By De Sylva, Brown & Henderson       8         Published by De Sylva, Brown & Henderson (ASCAP)       9.	YOU DON'T KNOW WHAT	by Scott and sax solo by Stan Turner on feelingful blues theme. Merits spins by jazz	*** Little By Blue-Broken out of an album, there are interesting horn effects here.
10 10 LET'S TWIST AGAIN	Paramount 10105: Guy Lombardo	THE THREE SOUNDS	* * * MODERATE
20 DON'T BET MONEY HONEY	Decca 27560.	Be (Parts 1 & 2)-BLUE NOTE 1794-Slow,	SALES POTENTIAL

- (12) 20	By Scott-Published by Figure (BMI)	Docca 27500.	relaxed jazz with blues orientation. Jazz jocks will find sides of interest for
<u> </u>	HURT	11. LET'S TWIST AGAIN - Chubby Checker, Parkway 824.	programming. (Tempo) JIMMY FORREST *** Remember *** Bolo Blues
6	By J. Crane-A. Jacobs-Published by Miller (ASCAP)	12. DON'T BET MONEY HONEY- Linda Scott, Canadian - American	
(14) 15	SCHOOL IS OUT	127.	**** The Changing Scene—BLUE NOTE 1809—Fine horn passages—both tenor and sax—give this side value for jazz jocks and dealers. (Groove, BMI) MARLOWE MORRIS QUINTET *** On the Trail (Parts 1 & 2)— COLUMBIA 42133.
- 1r		13. HURT-Timi Yuro, Liberty 55343.	SPIRITUAL THREE STAR RECORD REV
(15) 25	AS IF I DIDN'T KNOW	14. SCHOOL IS OUT-Gary (U. S.) Bonds, LeGrand 1009.	is full of soul on this bluesy side. Merits strong play. (Groove, BMI) #** If I Work for Jesus-*** Jesus Is Ever Near-SHARP 615.
16 17	LET THE FOUR WINDS BLOW	15. AS IF I DIDN'T KNOW-Adam Wade, Coed 553.	****
11	HATS OFF TO LARRY	16. LET THE FOUR WINDS BLOW -Fats Domino, Imperial 5764.	
(18) 22	HILLBILLY HEAVEN	17. HATS OFF TO LARRY - Del Shannon, Big Top 3075.	Fans of the Famous Ward Singers will
(19) 28	I FALL TO PIECES	18. HILLBILLY HEAVEN-Tex Ritter, Capitol 4567.	BORO 700-On this side the group handles lections. Side is taken without rhythm and
<u> </u>	By Harlan Howard & Cochran-Published by Pamper (BMI)	19. I FALL TO PIECES-Patsy Cline,	strong lead singer who both sings and
20 26	I'M GONNA KNOCK ON YOUR DOOR	Decca 31205.	talks the message. A side that should turn into a steady seller in the market. (Ex- cellorec, BMI) (3:01) *** The Lord's Army—The flip is a fast-stepping melody that the girls sing to martial cadence. (Savoy, BMI)
21 13	VIL BE THERE	<ol> <li>I'M GONNA KNOCK ON YOUR DOOR — Eddie Hodges, Cadence 1397.</li> </ol>	side here with a melody that has since THE ROBERTA MARTIN SINGERS
22 14	BOLL WEEVIL SONG	21. I'LL BE THERE - Damits Jo, Mercury 71840.	become well known in the pop field. The boys sell it meaningfully. Strong side for the market. (Excellorec, BMI) (2:58) (Continued on page 34)
23 19	QUARTER TO THREE	22. BOLL WEEVIL SONG - Brook Benton, Mercury 71820	• Best Selling Sheet Music in U. S.
24 -	MY TRUE STORY	23. QUARTER TO THREE - Gary (U. S.) Bonds, LeGrand 1008.	Tunes are ranked in order of their current national selling importance at the sheet music jobber level.
05 27	ONE SUMMER NIGHT	24. MY TRUE STORY - Jive Five, Beltone 1996.	This Last Week Week Chart
(25) 21	By Webb-Published by Melody Lane (BMI)		1 4 EXODUS—Chappell (ASCAP)
00 18	MY KIND OF GIRL	<ol> <li>ONE SUMMER NIGHT — Dis- monds, Mercury 71831.</li> </ol>	2 1 NEVER ON SUNDAY—Esteem-Sidmore (BMI) 7
(28) 18	By Leslie Bricusse-Published by Hollis (BMI)	26. MY KIND OF GIRL - Matt	3 3 WOODEN HEART-Gladys (ASCAP) 3
O 20		Monro, Warwick 636.	4 2 MICHAEL—United Artists (ASCAP) 4
(21) 29	By Butler-Mayfield—Published by Conrad (BMI)	27. I'M A-TELLING YOU - Jerry	5 6 CALCUTTA—Pincus-Symphony House (ASCAP) 34
0		Butler, Vee Jay 390.	6 8 LAST DATE—Acuff-Rose (BMI) 35
(28) -	DOES YOUR CHEWING GUM LOSE ITS FLAVOR ON THE BEDPOST OVERNIGHT	28. DOES YOUR CHEWING GUM LOSE ITS FLAVOR ON THE	7 7 WONDERLAND BY NIGHT—Roosevelt (BMI) 21
	By Rose-Bloom-Breuer-Published by Mills (ASCAP)	BEDPOST OVER NIGHT-Lonnie Donnegan, Dot 15911.	8 10 DUM DUM—Metric (BMI) 3
(m) -	RIGHT OR WRONG		9 11 WHEELS—Dundee (BMI 27
(29) -	By Jackson-Published by Combine (BMI)	29. RIGHT OR WRONG-Wanda Jack- son, Capitol 4553.	<ul> <li>10 5 TOGETHER—De Sylva, Brown &amp; Henderson (ASCAP) 30</li> <li>11 9 HEY, LOOK ME OVER—Morris (ASCAP)</li></ul>
Ga 30	QUITE A PARTY	30. QUITE A PARTY - Fireballs,	11         9         HEY, LOOK ME OVER—Morris (ASCAP)         30           12         14         HILLBILLY HEAVEN—Sage & Sand (SESAC)         2
	By Tomsco-Published by Dundee (BMI)	Warwick 644,	13 15 APACHE—Regent (BMI)
		to a filler the manufacture of the second	

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#### AUGUST 21, 1961



Strongest sales potential of all albums reviewed this week.

Continued from page 20

#### PROFESSOR LUDWIG VON DRAKE



Disneyland DQ 1222-The Professor is a Teutonic duck with a low-comedy German accent featured on TV by Walt Disney. The kids should love his vocal spoofs of Elvis Presley and other comedy songs and monologs. A solid item for the kiddle market with a colorful cover.

Sound

#### PASS IN REVIEW



Production directed by Bob Sharples. London SP 44001 (Stereo & Monaural)-One of the new London phase 4 Stereo line (with a monaural counterpart), this is a really stirring package, presenting the martial music of various nations in connections with such ceremonies as changing of the guard, etc. Dealers should demonstrate this on good equipment, for a lot of fine engineering has gone into this disk to produce marvelous sound. Numbers include "Fanfare," "Rule Brittania," "Yankee Doodle," etc. Solid wax for the hi-fi market, which will get a big push from London.

#### **BIG BAND PERCUSSION**



Ted Heath and His Music. London SP 44002-One of the new London phase 4 Stereo line (with a monaural of France's top jazz pianists has spread ing by Modern jazz trumpeter Byrd on counterpart), this package has outstanding musical and across the Continent. This new recording this LP. His sound is clear and crisp, his sound values. A big Ted Heath band performs with precision and style, doing standards chosen for-and arranged for-maximum stereo effect. "Johnny One Note," "Blues in the Night," "Mood Indigo" are examples. Music is danceable as well as fun to listen to. Line is getting national promotion from London.

# PECIAL MERIT

\*\*\*\* BIG BAND PLAYS THE BIG | HITS Si Zentuer and His Ork. Liberty LST 7197 (Stereo & Monaural)-Maestro Zentner leads his fine, big band through swinging, modern arrangements of a dozen recent big pop hits. "Asia Minor," "African Watlz," "Wonderland by Night," and "Calcutta," are examples. A happy, danceable listenable package that could grab some air play.

\*\*\*\* THE GREAT JIMMIE LUNCE-FORD

Billy May Ork. Capitol ST-1581 (Stereo & Monaural)-This re-creation of the Lunceford Style by the Billy May crew should bring back wonderful memories to the many fans of the great Lunceford crew of the middle '30's. The arrangements are the authentic ones as used by the Lunceford ork when it was at it's peak, and the Lunceford trio and quartet are on the sides, as well as vocals by Trummie Young and Dan Grissom, Willie Smith is also featured on solos. Sides include "Taint What You Do," "My Blue Heaven," and "Uptown Blues." Nostalgic wax.



### $\star \star \star \star$ STRONG SALES POTENTIAL

#### \*\*\*\* EXPOOBIDENT

Lee Morgan. Vee Jay LP 3015-Lee soft-pedaled rather breathy quality about his trumpet, which also from time to time breaks forth with considerable humor. He is assisted in the moderately swinging material by such names as Art Blakey, drums; Cliff Jordan, tenor; Eddie Higgins, piano, and Art Davis, bass. First two particularly have the name value to help sell the set. Tunes include "Easy Living," and "Just in Time."

#### \*\*\*\* MARTIAL SOLAL

Capitol ST 10261 (Stereo & Monaural)-Paris discovered Matial Solal a number of NOTE CAFE (Vol. 1) years ago and now his reputation as one should win him a lot of fans in the ideas provocative and graceful. The set, U. S. He has a strong gift of improvisation, and a legit touch, and he displays his bright style on a group of originals idiom some five tracks along with a variety penned by himself, include "Bonsoir" and "Middle Jazz," and the standards include "Darn That Dream," and "Lover Man." Good debut wax for Solal in the U. S.

duced an easy-listening LP of classical

mood music, as performed on the famed instrument of New York's Riverside

Church. The works all are given settings

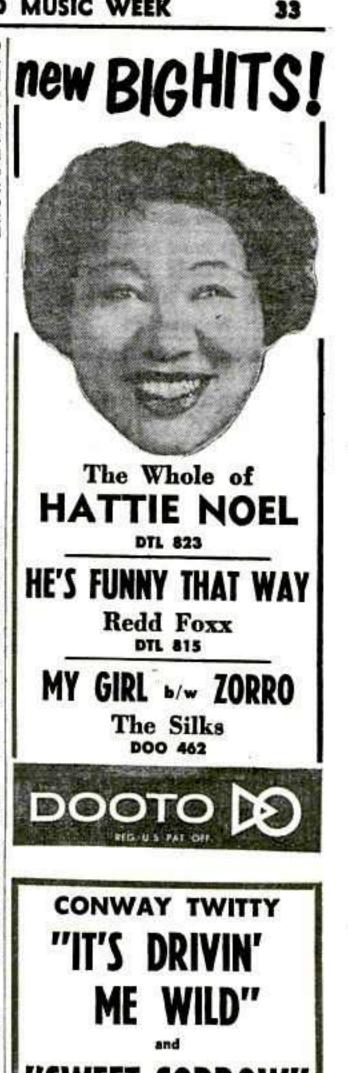
that make for relaxed enjoyment or even

#### \*\*\*\* DOIN' ALL RIGHT

Dexter Gordon. Blue Note 4077-Jazz Morgan is a young man with an interesting, fans over 30 will remember the fine tenor sax playing of Dexter Gordon who was one of the prime movers in the young be bop movement so many years ago. This is one of the few recordings he has made since 1956. His sound is strong and rhythmic and this LP should serve to reintroduce him to younger jazz listeners. His style is right in step with today's fashion. Dexter is supported by a fine rhythm section and shares the solo honors with trumpeter Freddie Hubbard.

#### \*\*\*\* DONALD BYRD AT THE HALF

Blue Note 4060-There's some fine blowwhich also features Pepper Adams on baritone sax, is a lively tour in the modern as well as standards here. The originals, of tempo changes from band to band. Most impressive of the tracks is "A Portrait of Jennie," a somewhat unusual vehicle for jazz but played with much warmth by Byrd. Set was recorded "live" at New York's Half Note night club.





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

Pop

\*\*\*\* JACK COSTANZO AND ORK-Liberty LST 7195 (Stereo and Monaural)



### $\star \star \star \star$ STRONG SALES POTENTIAL

\*\*\*\* TOUGH STRINGS GUITAR HITS

Billy Mure and His Combo. Kapp KL-1253 (Monaural)-Mure and combo doing an outstanding job here, with a wide range of performances indicated by the range of material: "I Walk the Line," "Blue Moon," "Bumble Boogie," "Perfidia," etc. There



Theme from LA DOLCE VITA

GREAT | are some wonderful driving and sensuous arrangements.

> \*\*\*\* NAKED CITY Jack Constanzo and His Ork. Liberty LST 7195 (Stereo & Monaural)-Costanzo and his ork provide some exciting, Latinflavored instrumental treatments of a dozen well-known TV and movie themes. His contagious style and vitality are showcased on themes from "Route 66," "Mr. Lucky," "Carnival," "Summer Place," "Duel in the Sun," "The Untouchables," "Peter Gunn," and others. Fine jockey wax.

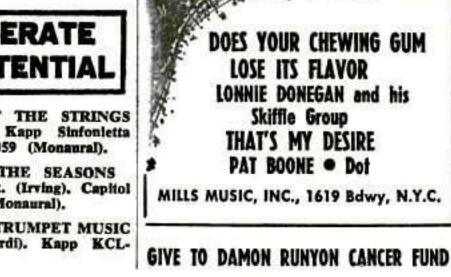
\*\*\*\* BALLADS OF THE KING The Johnny Mann Singers. Liberty LST 7198 (Stereo & Monaural)-Ballads made popular by Elvis Presley are wrapped in sweet-sounding, non-rock and roll chorus and ork treatments. The album, which should pull plenty of jockey play (even on pretty-music stations which have yet to play a Presley disk) include "Love Me Tender," "Are You Lonesome Tonight?" "Loving You," and "Surrender." Attractive cover design, featuring royal crown.

DIRECI THE DUTE PERSON AND BRILLIRDT MIRACLE BRASS **of Sound** ΜοΤιΟ

'SWEET SORROW'' K 13034 \*\*\*\* STRONG SALES POTENTIAL \*\*\*\* DELIBES: COPPELIA & SYLVIA, | contemplation. In the program are Debussy's "Clair de Lune," Fritz Kreisler's "Old Re-frain," the Meditation from Massenet's "Thais," Liszt's "Liebestraum," and Charles Millor A. Ch THE PHILHARMONIA ORK Yehudi Menuhin-Violin Solo-(Irving). HIT. REMINDERS Capitol SG 7245 (Stereo & Monaural)-Wakefield Cadman's "At Dawning." Will This popular ballet repertoire is captifind an audience. vating, the selections from "Coppelia" including "Mazurka," "Valse," and "Czardas," and the pieces from "Sylvia" includ-ing "Les Chasseresses," and "Intermezzo." \* \* \* MODERATE DOES YOUR CHEWING GUM Menuhin solos on both sides of the disk with a fat, golden tone. Irving, whose SALES POTENTIAL LOSE ITS FLAVOR career has been marked by a love of ballet, LONNIE DONEGAN and his does a splendid job. **Skiffle Group** \*\*\* THE VOICE OF THE STRINGS The Strings of the Kapp Sinfonletta THAT'S MY DESIRE \*\*\*\* VALE OF DREAMS (Vardi), Kapp KCL-9059 (Monaural). Virgil Fox. Capitol SP 8557 (Stereo & PAT BOONE . Dot Monaural)-Organist Virgil Fox has pro-

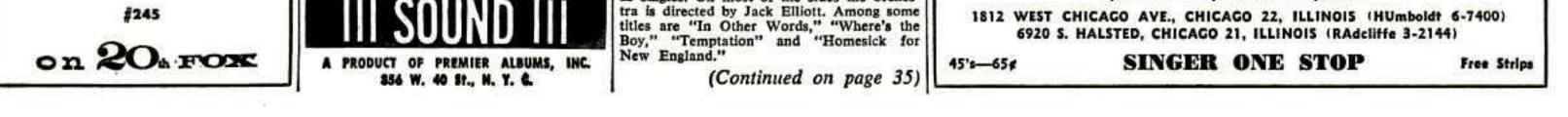
**\*\*\*** GLAZOUNOV'S THE SEASONS The Concert Arts Ork. (Irving), Capitol SP 8551 (Stereo & Monaural).

\*\*\* ROGER VOISIN TRUMPET MUSIC Kapp Sinfonietta (Vardi). Kapp KCL-9062 (Monaural).



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GO ROUND

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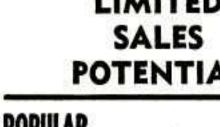
AUGUST 21, 1961









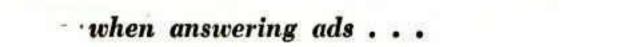


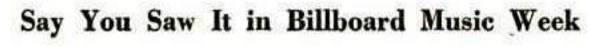


(Make Me Cry)	*** COLE PORTER A LA CHARANGA Alegandro Sosa. Orfeon LP 2000.	in business, and he can only sur- vive if he has product. How Rec- ord Enterprises, who may lose the sively on a straight good music
HICKORY 1153	LIMITED SALES POTENTIAL	White Front account after Septem- ber 28, will survive and settle its debts is not know as yet, but dis- tributors will have to keep the job- ber supplied with merchandise, dealing with receiver Jonas, until
A LITTLE BIT OF SDAP	SPIRITUAL PINE FORGE FAVORITES INSTITUTE Pine Forge Choir (Anthony). Family Altar	a plan for settlement of the claims is drafted and approved by the creditors. September 7 has been set by the court as the date when it will call
The Jarmels Laurie 3098	FALO 110. COMEDY A TREASURY OF IRISH HUMOR Hal McKay. Humor International LP 1000.	plan. However, distributors expect Record Enterprises' legal represen- tatives to ask the usual extension. In the meantime, two distributors here, Hart and Merury, reportedly are co-operating with Record En-
Growing Fast ! MY	LP REVIEW POLICY All albums received by Bill- board Music Week are listened to and reviewed by the BMW	dise to its White Front concession. Others are either still undecided or have turned down the request. At Thursday's (17) general credi- tors' meeting, a creditors' commit- Unit an addi- tors' meeting, a creditors' commit-
FUMBLING HEART	Reviewing Panel. LP's are rated, within their respective cate- gories, according to their com- mercial potential, based upon such factors as performance,	tee was formed consisting of tion to other distributors, the meet- George Hartstone (Hart Distribu- tors), Al Latuska (Sunstate), Gor-Jonas and his counsel, Sig Levitt. Say You Saw It in Billboard Music Week -
JIMMY IVES c 2141 COMET RECORDS A Division of Herald-Ember	material, artist's name value, recording quality, etc. SPOTLIGHT WINNERS are judged to have the strongest	Const the class of service desired, otherwise this message will be service as fast celegram s fue celegram s fue celegram
BREAKING BIG !!	sales potential of all albums reviewed during the week and are picked to hit the Top LP chart. FOUR-STAR albums are those with strong sales poten-	HIT DE TAN CONTANT LETTER EN PO. OR COLL. CASH NO. CHANGE TO THE ACCOUNT OF TIME FILED
"Life of a Poor Boy"	tial. All Spotlights and Four-Star LP's have been evaluated by the full Reviewing Panel, and descriptive reviews are pub- lished for these.	Send the following menage, tablect to the terms on back hereof, which are heredy agreed to MIKE ELLIOTT ALLIED RECORD DIST. CO.
SMILEY MONROE	THREE-STAR albums, having moderate sales potential, are listed thereafter; these fre- quently will be of particular interest to dealers with spe-	1041 LAS PALMAS AVE. HOLLYWOOD 28, CALIF. THANKS ONCE AGAIN FOR A REPEAT PERFORMANCE FOR MILESTONE
#45-1042-A TOPPA RECORDS 729, Park Ave., Covina, Calif.	cialized clientele. Other LP's, with limited sales potential, are listed following the Three-Star albums.	FIRST DIAMONDS AND PEARLS AND NOW EVEN BIGGER LOVER'S ISLAND BY THE BLUE JAYS MILESTONE 2008
I'M A LITTLE MIXED UP	SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure. All LP's intended for review	FAIRBURN, GREGORY, BARRY, IVY



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#### BILLBOARD MUSIC WEEK

#### AUGUST 21, 1961

# Smash Norse Invasion Hits England

#### Continued from page 18

release next month. . . . Don Black Frank Music, replacing Terry Oakes has left Filmusic after two years to become Matt Monro's manager; Ponticelli on general group ex-Black is due in New York within ploitation. a few days to set U. S. dates in label, Warwick.... In the Chappell



C'Est, Que Ca" with Fontana for group, Ivor Dennis has joined who has taken over from Ernst

#### **Record Business**

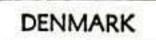
Pye's campaign for the new issues of its Golden Guinea lowpriced albums is one of the most stand emulation elsewhere. The ambitious mounted for a record series. A big competition (first Barry B. Yellen, consisted entirely prize: holiday in New York) is of hit musicals this year: "Carroubeing organized backed by advertising and direct mail shots. Pye's "Yogi Bear" album is the subject Lehman Engel was musical direcof another contest promotion with tor, with top Statewide talent feathe Daily Sketch which carries the strip here.... Rose Rubin of Monitor Records has secured rights to an album of contemporary Scot- sity Theater, where the performtish folk-music by Robin Hall and ances were given. And both the Jimmie MacGregor. Another album Festival and the albums themscheduled is by the Galliards, a quartet in which Hall and Mac-Gregor figure.... Poyldor introduces September 1 a new series of strict-tempo dance EP's by the Needless to say, the station's rec-Horst Wende ork. The first batch of nine disks will be issued in both monaural and stereo.... James Borin, managing director of opening page of the programs en-Delta Records, has left the firm. couraged the point-of-sale idea The success of Lonnie Donegan's "Chewing Gum" in the U. S. -three years after it topped the charts here-will mean television exposure for him as he passes through New York in October on his way to New Zealand....BBC-TV is this fall carrying five of the programms entered by European networks for the Montreax Television Festival. Many disk artists are featured, including the Kurt Edelhagen ork, Peter Alexander, Gilbert Becaud, Bibi Johns, Hazy Osterwald, Peter Kraus, Peter Weck and Henri Salvador. . . . Re- by Harry Felbert is a typical sleepleases were resumed by Philips and er. It was recorded by Sonet Rec-Pye last weekend following the ords one year ago, but did not make summer vacation period. The Phil- much stir at that time. A television ips group issued three singles, none airing of the song completely current U. S. titles; the Pye group put out 10 new disks, including it topped the local best-selling the Marcel's "You Are My Sunshine" and a cover of "Last Night" by the David Ede combo. . . . Moving toward the chart are Floyd Cramer: "San Antonio Rose" (RCA); Johnny Burnette: "Girls" (London), and Bobby Angelo: "Baby Sittin'" (HMV). Warner Bros. Records' international director, Bobby Weiss, will conduct a sales meeting of his firm's European licensees Friday (25) in Berlin. Using color film and stereo tape, Weiss will unveil the label's fall and winter releases and its sales plans. He'll also screen "Okay for Sound," Warner's short chronicling the history of movie sound. Licensees will also see film exerpts from Warner's "Fanny" and "Parrish" films, whose sound-track LP's are being issued by the label. A special screening of "Fanny" also will be held. Those who will attend are S. Eridsson (Sweden), J. Ellertsen (Norway), J. Vikstedt (Finland), E. Henriken (Denmark), J. P. Goemaere (Belgium), G. M. Oord and C. Pompe (Holland), W. Gurtler and P. De Gioia (Italy), M. Rosengarten and A. Reichstadt (Switzerland), L. Felder and R. Friedman (Austria), G. Orphanidis (Greece), H. Lieber, H. Blume, G. Schemke, H. Braunlich, H. Kaiser, K. H. Richter and A. Waizenegger (Germany). Weiss will conduct a special sales presentation for English Decca, WB's affiliate in the British Isles, Monday (28) at Decca's London headquarters.

#### PUERTO RICO

#### **Festival Promo Aids Disks By TONY CONTRERAS** 25 Gertrudis St., Santurce

The Second Annual San Juan Drama Festival which ran from July 17 through August 12, produced some sharp promotional work by record companies which stimulated disk sales and could Festival, under the direction of sel," "Guys and Dolls," "Oklahoma," and "West Side Story." tures throughout.

LP's of the shows were on display and sale right at the Universelves were given a tremendous promotional boost by heavy airplay of the LP's over local radio outlets during the course of the Festival. ord libraries had been carefully replenished by the record companies in anticipation of the push. The further with audiences, urging patrons to "buy your original cast recordings in the lobby." Results were highly satisfactory.



#### 'Beerless Pub' a Sleeper By PAUL BACH Brede 184, Kgs. Lyngby, Copenhagen

Denmark's No. 1 record "Nar Jeg Star Ved En Bar" recorded

# German Mag in LP Deal With Philips

#### Continued from page 18

Love" (Today and Forever, My Love) by the "Seemann" composer team of Werner Scharfenberger-Fini Busch, backed by German version of "Havah Negilah," titled "Farah von Haifa." Kraus, after six years on Polydor, is still the hottest teen-age artist here.

Paul Siegel, chief of the Hi-Fi Publishing Company, Berlin, has returned from a business trip to Italy, Australia, Switzerland last hottest artists here currently. Startweek. From RCA Italiana Publishing house he purchased the rights on Nico Fidenco's Italian hit, "Tornerai Susy," to be released on Decca here soon. Siegel also made a deal with Durium recording artist Marino Marini, who releases on Vogue in Germany, and will represent the artists' own publishing house, Edizioni Elite, in Germany, which will in return take over Siegel's German numbers for Italy. In Austria Siegel made a deal with Herr Cebella of Wein Musikverlag to represent Hi-Fi in Austria. In Switzerland he met Miss Sarah Rosengarten of EdIFO Music, Zurich, who will represent exclusively. his productions there. First copyright is Werner Muller's Decca recording "Tango Barcelona." He also picked some promising Italian tunes for the Pincus-Siegel-owned U. S. publishing firm. 331/3 EP

During his European tour Dave Brubeck, very popular here with jazz fans, will also appear in Germany. According to his schedule he will play in Hamburg (November 7), Berlin (November 8), Frankfort (November 9), Munich (November 13), and Selb (November 14).

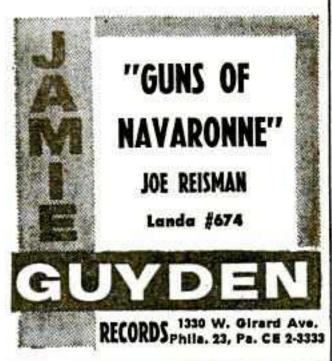
#### New Singles

Ex-G.I. Gus Backus is one of the ing with "Da sprach der alte Hauptling," (for several weeks up in the charts) and "Wooden Heart" which he sang in competition with Elvis Presley, each of his following numbers climbed the charts rapidly, including "Auf Wiedersehn" and "I bin a stiller Zecher." The latter is still in the top position on the German chart. With his latest waxing "Der Mann im Mond" (The Man in the Moon), Bacus starts to skyrocket into the charts again. Tune is published by Karl Heinz Busse Music, Munich, and the disk is issued by Polydor, for whom Backus records

Philips is issuing its first Paul Anka titles, "Dance On, Little Girl" and "I Talk to You" as the initial product of its new contract with ABC Paramount, which will be represented by Philips here in the future instead of by Electrola.

While the Floyd Cramer recordducing its first 33 speed EP with ing of "San Antonio Rose" is German jazz critic J. E. Berendt's climbing the charts here, a German recording, "Jazz Life." Deutsche vocal version of the same title sung Vogue of Bremen released 33 by the Continentals will be resingles some time ago as reported leased on Decca with a lyric by so Metronome becomes the second Ralph Maria Siegel, which seems a good bet to become a best seller.







All sizes - quantities - color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.





#### Two New Labels Bow In

CINCINNATI - Two new labels, Terock Records, headed by Ted Russell Jr., with headquarters at 376 Hinman Avenue, Buffalo, and Dino Records, owned jointly by Dean Reeder and Weeks Du-Bose, with offices in Texas City, Tex., made their bow in the music Dick Derwald. Dino's initial re-

changed its future, and last week charts. It is a Danish version on "A Pub With No Beer."

The power of TV here is also evident in the rise of a cover version of "I've Told Every Little Star" to prominence over Linda Scott's original, which was released here three months ago. After it got off to a good start, Gitte came thru with a click effort, too, very similar in style. But Gitte has been given great radio and TV promotion, while Linda was on the other side of the Atlantic.

Paul Anka, for some years, has been in a very weak position in Denmark-even his strongest records could not sell. Some time ago, I. S. Dansk Grammofonpladeforlag bought the distribution rights for ABC-Paramount in Denmark by the Swedish firm Karusell-Records in Stockholm and since this has happened Paul's star has gone up. Now he is back on the best-selling lists again with "Tonight My Love, Tonight." Last time he appeared on the list was three years ago.

### **Holland Newsnotes**

#### Continued from page 18

of important record dealers on September 1 to spend the whole day at the sea side and will present them with plans for forthcoming new record projects.

Les Paul and Mary Ford came to Holland again on their new single "Jura" and "I Swear I Love You" on Philips. Swedish guitarist Jorgen Ingmann is becoming more and more popular in the low countries. His versions of "Anna," "Cherokee," "Pepe" and "Caravan" on the Metronome label have been received very well. All Dutch Pat Boone fans are very pleased with the release of his new London album "Great, Great, Great."

#### **Dealer's Personnel** Continued from page 14 .

firm on the German market to

offer 33 disks.

Metronome Records is intro-

tween high fidelity and stereo, goes into the recording problems which are involved with particular types of music, and, in other words, is a fascinating half-hour's reading for dyed in the wool music fans. Although the booklet has been expensive to put out, so many highend sales of stereo phonographs, tape recorders and built-in sound systems have been traced to it that Bradburn could scarcely face the prospect of giving it up.

The store likewise parades its "better music" over a Houston radio station each evening, sposoring a half-hour show on which records carefully selected from the standard inventory are played. There are no contests, no "gimmicks" whatsoever. Instead, the program is merely dedicated to people who appreciate good music, and who will show a much greater response to all special offers and events which are staged at the Little Pal store.

### **Bill Hill's Universe**

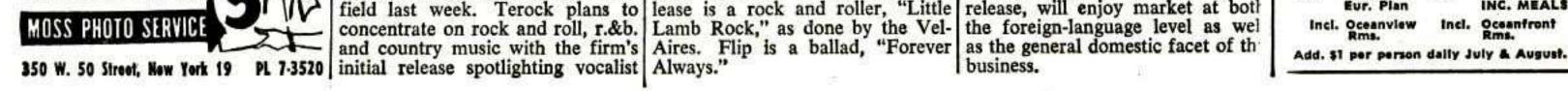
Continued from page 4

verse firm here at 2671 West Pico Boulevard. He told BMW that he has set distributors in 20 markets and is currently negotiating with others in the remaining sales territories.

Universe's initial LP offering contains material of interest to Germans (four albums), Latin Americans (two packages), French, Viennese, Austrian and African (one each). They are all vocal in content with the exception of the French, which offers Continentalflavored instrumentals; the Viennese, which is a package of waltzes. and an Argentine LP, which contains rumbas,

Hill expects his line to be sold through regular record retail stores as well as specialized foreign-language outlets. He told BMW that some of his releases, such as his German dance party LP in the firs'







## COIN MACHINE BILLBOARD PERATING MUSIC WEEK

# MOA 'Get Acquainted' PR **Meets With Public Thanks**

of America kicked off its public relations effort last week with a broadside "fact dissemination" mailing that has already received favorable reaction from government officials and the press.

Wrote Chicago Tribune columnist Herb Lyon in his Monday (14) Tower Ticker column: "Juke box operators are launching an all-out public relations campaign, the better to uplift their image."

Head of Chicago's Crime Commission, Virgil Peterson, penned a friendly "thank you" to MOA for sending welcome data about the juke box industry.

#### First Step

The mailing is the first step in MOA's general public relations effort announced two weeks ago (BMW, August 7) by E. R. Rata-

CHICAGO - Music Operators | jack, managing director and co- | the "juke box industry is the obordinator.

> The MOA effort is being conducted separately and in addition to the public relations' campaign conducted by the Coin Machine business is either undercover or Council, heretofore the sole public | unlawful or both. relations arm of the coin machine industry. Unlike CMC, however, MOA frankly, "stems from the which is concerned with all segments of the coin machine industry, MOA's efforts will be directed by slot machine operators as enat the juke box industry only.

The MOA mailing included a letter introducing MOA, giving facts about the juke box industry and MOA, and soliciting inquiries about any aspect of the industry.

#### All Media

It was directed at radio, televison, newspapers, magazines and government officials.

In its letter, MOA noted that

ject of a good amount of publicity. Most of this coverage, however, is not good publicity. Juke box stories usually connote that this

"This unfavorable image," notes infant days of the business. Juke boxes, in their origin, were used tertainment incentives in the placement of their gambling devices. Slot machines have been legislated almost out of business, its operators have long gone. The juke box, however, continues to carry the burden of illegitimacy born of this early environment."

#### **Clarifies Situation**

Clarifying the current situation, (Continued on page 44)

# EDITORIAL **Dirty Laundry**

We hope the recent statements attributed to the National Automatic Laundry and Cleaning Council do not reflect the opinions of coin-operated laundrymen as a whole.

37

This organization has advocated a "model ordinance" for the regulation of coin-operated laundry and dry cleaning establishments. We will not comment on the complete proposed ordinance, as Billboard Music Week does not cover the coin laundry field. Such coverage is capably handled by BMW's sister publication, Vend.

The NALCC advocates barring from coin laundries juke boxes, amusement games, and vending machines which distribute products in glass containers.

According to a spokesman for the trade association, "A laundry is a laundry. It is not a place of entertainment or a place for dancing or other forms of merriment. Amusement devices and juke boxes would attract people who would not come for laundering or dry cleaning purposes."

This unidentified spokesman is evidently stirred by a puritanical hatred against "forms of merriment." He probably looks with disfavor on one who whistles while he works.

His statement that "amusement devices and juke boxes would attract people who would otherwise not come for laundering or dry cleaning purposes" has rather sinister overtones. He probably refers to the same type of people who patronize juke boxes in restaurants and youth centers. A dangerous lot.

As for the reference to dancing in coin-operated laundry establishments, we hardly think that the installation of a juke box would lead to cha-cha contests on the premises.

People in glass houses should not throw stones. If a coin laundry is dedicated solely to the noble purpose of washing clothes, an apartment house is dedicated solely to the noble purpose of renting apartments. Ergo, coin laundries should be banned from apartment houses.

Executive director of the laundry group, by the way, is C. S. Darling, who once held a similar position with the National Automatic Merchandising Association. During Darling's tenure

# **U. S. Dept. of Commerce Tally Shows April Coin Exports Run Behind '60**

NEW YORK-U. S. coin machine exports for April-totaling \$1,663,583-ran considerably behind the \$1,807,046 racked up in April last year, according to a report issued this week by the U.S. Department of Commerce.

While used phonograph sales and game shipments actually ran ahead of last year's totals, new phonograph sales were off-\$823,064 as compared with \$1,072,760 a year ago. Biggest buyer of American coin machines-now and a year ago-is West Germany. However, the German total in new juke boxes dropped from \$285,740 a year ago to \$485,104 this year. German purchases of used phonographs nearly tripled, though, from \$11,039 to \$31,160.

from the No. 2 to the No. 3 spot. As much of the equipment sent to Belgium wound up in France and Italy, the current Belgian figure more nearly reflects what is actually being operated in that country.

One of the most spectacular gains was made by Italy, which increased its purchases from \$17,082 in April, 1960, to \$116.393 in April, 1961. The legalization of bell fruit machines in the United Kingdom is probably the primary reason for the decrease in that countries purchase of American games. With the British buying fruit machines of domestic and Australian manufacture, the value of American games purchased during the month nose-dived from \$238,481 to \$116,393. British juke box purchases, also were off-from \$95,517 to \$55,009.

#### **French Purchases**

A year ago, France wasn't even listed among the top 20 foreign buyers of U.S. coin machines. This April it was No. 2 on the list, buying some \$373,874 worth of juke boxes and games. The French bought 93 new juke boxes and 576 games.

Reason for the decline in German purchases is mostly likely the emergence of a German coin machines industry. Germany is still the biggest overseas buyer of new American juke boxes, with 515 units purchased during the month as compared with 515 in April, 1960.

The French figure is a mite deceptive. The French had been buying American juke boxes and games for many years, with most of them transshipped through Belgium because of import restrictions from the U. S. With the easing of these restrictions, the figures show the country of destination. Even taking this into consideration, French purchases of U.S. machines have undoubtedly increased during the last year.

This easing of import requirements is also reflected in the figures for Belgium, which dropped

#### Swiss Major Buyers

Compensating for the loss of British business is the emergence of Switzerland as a major buyer of American coin machines. Swiss purchases jumped from \$24,931 to \$135,793.

More American coin machines are moving north of the border, with Canadian purchases going from \$115,103 to \$153,204.

In the Far East, Japan wasn't even listed a year ago. This April, Japan was ninth in total coin machine purchases, with \$60,598.

#### Unit Sales Off

In terms of total units, new juke box sales dipped from 1,590 to 1,243; used juke box sales dropped from 537 to 493, and game sales skidded from 6,573 to 4,290.

However, in the two last-named categories, dollar volume was actually up. This means that foreign buyers are demanding, getting, and paying for, more modern and better equipment. The overseas market is no longer a dumping place for junk.

#### with NAMA, juke box operators were not welcome in that organization. With Darling's departure, the policy promptly changed.

BMW, of course, has nothing against coin laundries. We think it's a respectable business-as are the juke box and amusement machine business-and we hope it prospers.

We do think, though, that no business is above municipal regulation when such regulation is in the public interest. And we fail to see how intemprate attacks against juke box and amusement game operators can forestall this regulation.

# Chi Laundry Ops Want Tough Laws **Banning Juke & Other Coin Units**

CHICAGO - In an effort to counteract the epidemic of unfavorable legislative proposals, the Chicago-based National Automatic Laundry and Cleaning Council is advancing a model ordinance for the regulation of coin-operated laundry and dry cleaning establishments.

The proposed ordinance would ban coin-operated music or other amusement devices from the premises and even dispensing machines which distribute products in glass containers.

Here is the way a spokesman for the self-service cleaning industry explained this prohibition:

"A laundry is a laundry. It is not a place of entertainment or a place for dancing or other forms of merriment. Amusement devices and juke boxes would attract people who would not come for laundering or dry cleaning purposes."

Adopted by the Chicago City Council two weeks ago, the "tough" ordinance which brought coinoperated dry cleaning enterprises under rigid control carries no ban of juke boxes, games, vending machines or any other type of coin-operated equipment.

The Chicago ordinance, fiercely resisted by the new coin-operated dry cleaning industry, provides for an annual license fee of \$150 for each dry cleaning establishment

tenance, the Council supports the licensing of such operation even though it has maintained that the fees in the Chicago ordinance are excessive.

# Leonard Collins Joins Staff of Monroe Coin Co.



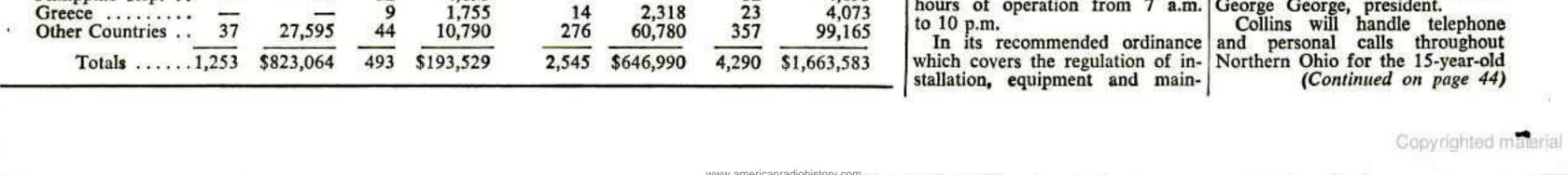
#### LEONARD COLLINS

CLEVELAND - Leonard Colwith 10 or less machines and \$25 lins has been named to the Sales for each machine in excess of staff at Monroe Coin Machine Ex-10 machines. It also limits the change Company, announced

# **Coin Machine Exports**

#### April, 1960

				8				
Country	New No.	Phonographs Value	Used No.	Phonograph Value	Amuser No,	ment Games Value	No, T	otals Value
West Germany	515	\$285,740	93	\$ 31,160	145	\$ 56,974	753 \$	373,874
France	91	61,835			485	171,268	576	233,103
Belgium	124	78,410	145	39,625	487	83,402	756	201,437
Canada	104	83,326	11	4,955	326	64,964	441	153,245
Switzerland	82	61,501	93	69,283	10	5,011	185	135,795
United Kingdom	75	55,009	-	-	320	61,384	395	116,393
Italy	40	29,082	· _		137	41,276	177	70,358
Jamaica	74	56,088	6 3	12-10	27	4,510	101	60,598
Japan		10-01-01-01-01-01-01-01-01-01-01-01-01-0	<u></u>		167	53,143	167	53,143
Nan Is.	32	28,695	5	1,500			37	30,195
Nicaragua	43	29,939		·		80 <del></del>	43	29,939
weden		·	15	11,286	42	13,340	57	24,626
Venezuela	17	12,762	-		21	8,157	37	20,919
Australia	4	1,490	14	1,000	50	11,103	68	13,593
Netherlands	-		17	4,855	30	5,550	47	10,405
Finland	12	7,654	11	1.1.2.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1	6	2,000	18	9,654
Lebanon	-	100	23	7,737	2	1,810	25	9,547
Mexico	3	3,938	12	4,888	-	82 	15	8,826
Philippine Rep		- 2A	12	4,695			12	4,695
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# 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



#### 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 Billboard Music Week. schedule, designed to bring in Fun Fair will be the most amstore traffic, is presented to the location management at the same time the blueprints are presented.

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.

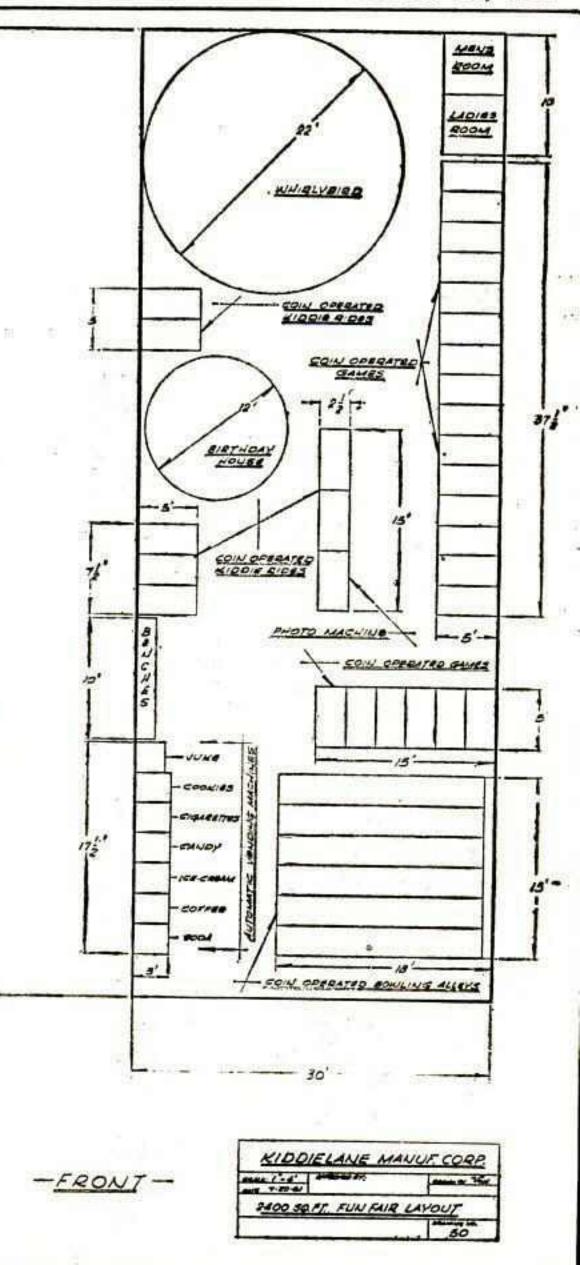
From the retailer's viewpoint, the kiddie traffic means adult sales. Parents invariably accompany their youngsters to funspots, and, if the funspot is located in a department store, they will probably spend a lot more than their offspring.

At least this is ACC's theoryand 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

bitious 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).



#### AUGUST 21, 1961

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 rideseither 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 installa-

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 tion. The Birthday House is de- kiddie rides currently in operation

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

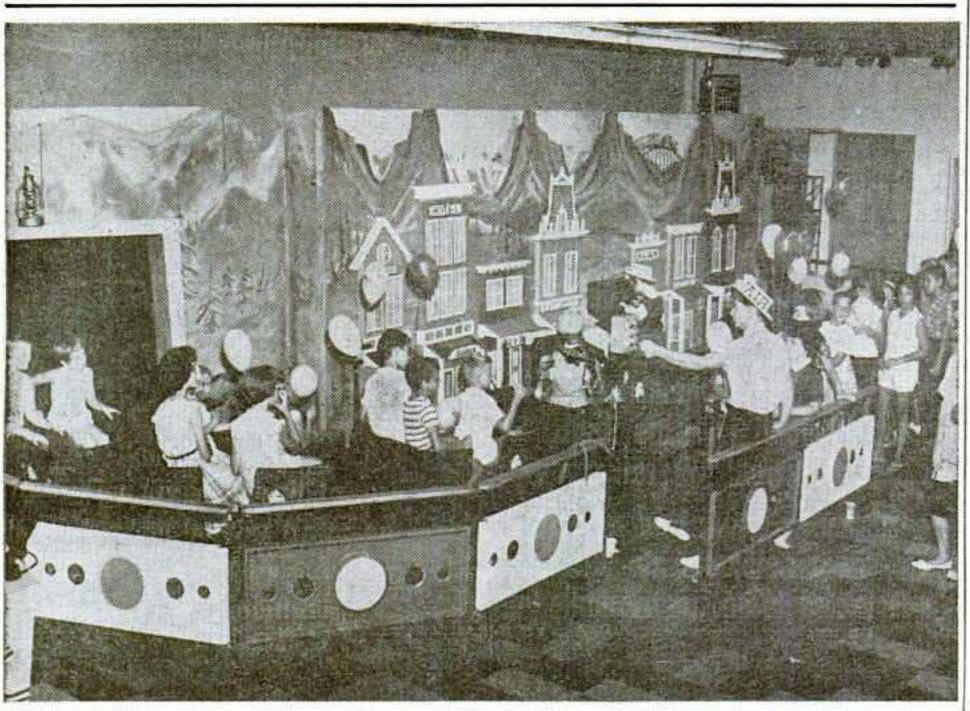
#### **Corporate History**

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)

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.







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MOA-ZOA in Co-Op Move

Continued from page 1

serting the "lay-low" school and moving toward U. S.-style PR. But most German operators would like to know more about the U.S. experience.

#### **CMC** Program

Since the German trade is organized on parallel lines to that in the U.S., basic operator conditions in the two countries are quite similar. German proponents of U. S.-style PR believe they could sell their program to ZOA if more were known in this country about the Coin Machine Council program.

There is general German operator interest in U. S. operator attitudes toward ASCAP and the entire problem of performing rights royalty payments. Industry pun-

BARGAIN	IS
FOR THE WE	EK
BULL'S-EYE DROP BALL	125.00
C. C. ROCKET	50.00
UNITED SMALL BALL	
BOWLER	125.00
UNITED TEAM SHUFFLE	1000000000
ALLEY	75.00
UNITED YANKEE	an seren en
BASEBALL	225.00
SEEBURG VL200	235.00
AMI, E120	100.00
WILLIAMS CROSSWORDS	
WILLIAMS GUSHER	110.00

The German trade is slowly de- dits are warning that composerauthor royalty demands could wreck the trade unless effective counter-action is instituted.

The performing rights problem is regarded by ZOA as a spectacular example of the mutuality of interests between the MOA and ZOA. In both countries efforts are being made to rewrite performing rights legislation.

In the U.S. there is agitation to extend such legislation to juke boxes, which at present are exempt from ASCAP payments (a paradise, in ZOA's view).

#### **Dictatorial License**

In West Germany the situation is just the reverse. German operators are required to pay performing rights royalties, and the complaint is that GEMA has acquired almost dictatorial license in this field.

Efforts to rewrite the German performing rights legislation are aimed at clipping GEMA's wings. Proposed new German legislation would define more precisely GEMA's rights and obligations in the collection and disbursement of royalty payments.

It would be of substantial benefit to the Germans to have close ties with MOA in opposing GEMA's demands, and the Germans feel that U. S. operators would benefit in the same degree. This seems obvious because of the working relationship between ASCAP and GEMA.

Most German trade experts feel, indeed, that MOA-ZOA co-opera-

music-and should be compensated accordingly.

> In the U.S. the American Federation of Musicans has aligned its organization with ASCAP on the juke box royalty issue. It is taken for granted here that American operators face similar recording artist demands.

> Obviously, declare ZOA officials, the performing rights issue is a world-wide problem. It can be solved-or at least "lived with"only by the forging of an international operator front paralleling that already in existence to press composer-author demands.

#### **Disks** for Trade

Specifically, the German trade is interested in exploring an international operator effort to produce royalty-free disks for the juke box trade. Until the operators have access to such a weapon, they will remain subject to ever-mounting demands from composers and authors. Or so the German operators contend.

At the moment such an international operator undertaking-the royalty-free disk-is of only academic interest in the U.S. However, the forecast here is for the eventual rewriting of the U.S. copyright law, making juke boxes subject to royalty payments, as in Germany. When and if this occurs, say the Germans, U. S. operators will congratulate themselves on having started with a royalty-free disk project.

Studies by the German trade indicate that, by international co**BILLBOARD MUSIC WEEK** 

# **DOUBLE-PLAY DISKS**

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides either on the Hot 100, or have recently been on the Hot 100. See Spotlight Reviews for additional Information on double-play disks.

DUM DUM	BRENDA LEE
AND	Decca
EVENTUALLY	\$1272
DON'T BET MONEY HONEY	LINDA SCOTT
AND	Canadian-American
STARLIGHT, STARBRIGHT	127
TOGETHER	CONNIE FRANCIS
AND	MGM
TOO MANY RULES	13019
LET THE FOUR WINDS BLOW	FATS DOMINO Imperial 5764
A THING OF THE PAST	SHIRELLES
AND	Scepter
WHAT A SWEET THING THAT WAS	1220
CANDY MAN	ROY ORBISON
AND	Monument
CRYING	447
NOTHIN' BUT GOOD	HANK BALLARD AND THE MIDNIGHTERS
AND	King
KEEP ON DANCING	5535
Little Rock Feds	SEE



# WANTED **Coin-Operated Kiddie Rides**

Give all details and prices in first letter

188 W. Randolph St.

Write: Box 138, Billboard Music Week

Chicago 1, Illinois

ARCADE

# **RECONDITIONED EQUIPMENT**

Make us a reasonable offer on any of the equipment listed below and we'll ship promptly. Every machine thoroughly shopped and ready for location. Include one-third deposit for immediate shipment.

#### PHONOGRAPHS

Rock-Ola 14685T, 200 sel. Rock-Ola 1468ST, 200 sel. Rock-Ola 1464, Wali Model Rock-Ola 1455, 200 sel. Rock-Ola 1452, 50 sel. Rock-Ola 1438, 120 sel. Rock-Ola 1432, 50 sel. Seeburg 2018, 200 sel. Seeburg 161, 160 sel. Seeburg K200, 200 sel. United UPA100, 100 sel. Wurlitzer 2150, 200 sel. Wurlitzer 1650A, 48 sel.

#### UPRIGHTS

### BINGOS Acapulco Circus Queen Touchdown (new) Bally Golf Champ Bally Rebound Shuffle Bally Rebound Shuffle Alley Bally Sharpshoofer CC Batter Up CC Ray Gun Dale Roadracer (new) Exhibit Dale Gun Fischer 6-Pocket Pool Table Rock-Ola Shuffle Jungle Sandy Horse United Pool Alley Wms. Super Pennant Baseball Roller Derby Laguna Beach County Fair Bailerina Sea Island Sea Island Carnival Queen -Beach Time Cypress Gardens Miss America Sun Valley Show Time Key West Big Show

BOWLERS & SHUFFLES



operation, juke box operators are in a position to produce a substantial offering of royalty-free disks. These studies show, furthermore, much can be done through promotion to build juke-

> box hit tunes. Vital Force

In this connection, German operators increasingly are inclined to dispute the thesis that juke boxes simply mirror musical tastes. Surveys on the Continent indicate that juke boxes are a vital force in making hit tunes.

If so, the trade might profitably expend more effort in promoting disks of its won choosing-to wit, royalty-free disks. This is the current thinking here, and thinking, it is predicted, which will soon occupy U. S. operators.

**Opportunities** for trans-Atlantic co-operation in resisting discriminatory taxation and regulatory legislation are more restricted, but considerably more could be done in this field than is presently being attempted. It is suggested, for example, that an exchange of information would enable the U.S. and German trades to argue their cases more effectively with their respective legislative bodies.

#### **Re-Orientation**

Finally, it is forecast in this country that a drastic re-orientation of operator-manufacturer relations is in the offering; a re-orientation which, inevitably, must draw operators on both sides of the Atlantic closer together. Ditto, for that matter, for the manufacturers.

This re-orientation involves the "planned obsolescence" of equipment issue. Manufacturers will dispute whether such an issue

German operators feel that man-

# Hit 35 Locations **On License Charge**

WEST MEMPHIS, Ark. -Agents from the district Internal Revenue Service office at Little Rock raided 35 locations here last week, charged numerous machines did not have federal licenses and assessed more than \$8,000 in taxes and penalties.

Two clubs were the hardest hit-the West Memphis American Legion post and Veterans of Foreign Wars post.

Included in the raid, conducted by agents led by Joe B. Henry, chief of the IRS collections division, were Gateway Truck Stop Cafe and some 30 smaller locations.

Operators who owned the machines, many of them bingo games which require the federal \$250 stamp under a 1959 Internal Revenue Service ruling, are:

Jack Canipe, Canipe Amusement Company, T. P. Aaron, West Memphis Amusement Company, and Thomas Sinclair, Crown Music Company.

The operators were required to pick up the machines or get the required stamps, in addition to paying a penalty which federal law provides.

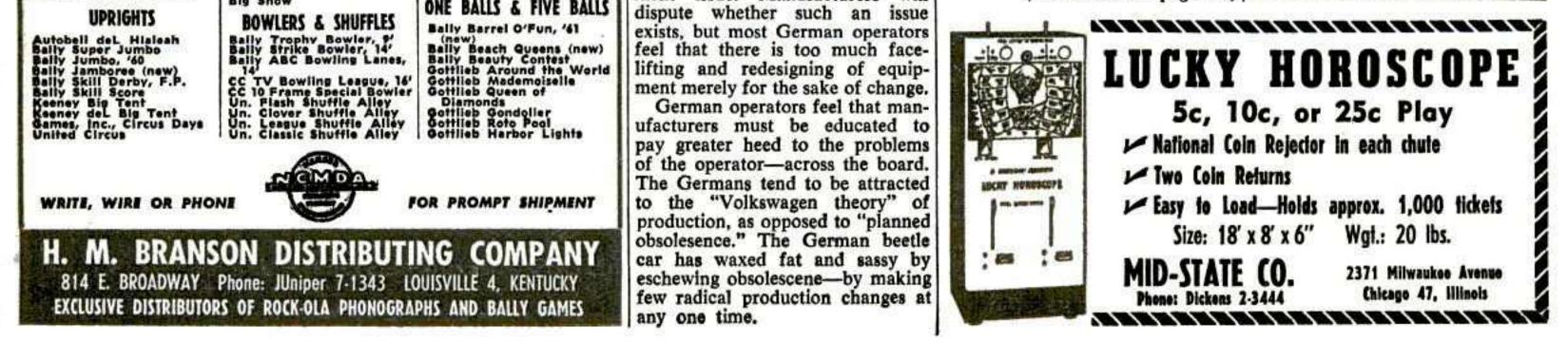
The American Legion club, which had four games in its game room, was hardest hit. A total of \$2,300 in back taxes and penalties was assessed.

Legion club manager William Bowcock said he removed the four machines from the Legion (Continued on page 46)



JEE





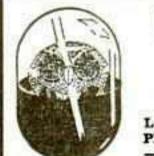


# Northwestern '60' Hits Sales Peak

40

CHICAGO - Sales of Northwestern's "60" bulk vender in June, July and early August are the highest in the firm's history, according to Sales Manager Ray Greiner.

Greiner also announced that Northwestern has started shipping its new Moon Rocket, giant ballgum machine first introduced at the National Vendors Association in Chicago last spring.



### PAPCO STA-TITE CAPSULE

ook no further for a PERFECT CAPSULE -we've got it!

Here's the capsule with the "New Look."

It's rounded all around for perfect vending-It will hold larger items-And it will stay closed without opening.

Easily filled without looking at what you are doing. Your machines will hold more due to perfect design.

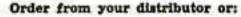
Available in beautiful two-tone clear and transparent colors to give your machines the eye-appeal they need.

#### ALSO AVAILABLEI

The "Mystery Capsule" — A jet black capsule. We believe that people like surprises. With these capsules they will not see what they are getting until they open the capsule.

Whenever the capsule business can be given a lift, we can do it. ONLY \$5.50 per M, packed 5M per carton.

Also available: FILLED CAPSULES from \$13.50 per M.





# BILLBOARD MUSIC WEEK



BULK

VENDING

**MEMBERS OF MARYLAND AUTOMATIC MERCHANDISING COUNCIL'S public health committee discuss** State-wide plans for year-long action program. The group met August 3 with the NAMA staff caravan. Pictured, left to right: Robert E. Piker, Coffee Time, Inc.; Richard W. Funk, NAMA legislative counsel; George Watson, A. L. Mathias Company; Robert L. Taylor, council president, Vendomat Corporation of America; Walton Duckett, Macke Vending Company; David E. Hartley, NAMA public health counsel.

# Kansas Bulk Op Says Yesterday's **Penny Tourist Now Spends Nickel**

GOODLAND, Kan.-The same tourists who used to drop in spare pennies in peanut bulk vending machines while having their cars serviced on cross-country trips, are just as willing to drop in nickels today, in the opinion of Bernard Schoepner, bulk operator with headquarters here.

Schoepner's territory is U. S. 24, a high-speed highway which runs between Denver and Kansas City, with service stations spaced at rather long intervals through most of its length. Using attractive, nine-pound-head machines, Schoepner plies something like half the length of the highway, over 200 miles, servicing peanut machines exclusively, all of them located in roadside service stations, except for a few prime restaurant spots. Until late 1960, Schoepner concentrated on penny machines, and was reasonably satisfied with returns. However, when one of his machines was damaged by vandals, he had only one replacement available, a brand-new 5-cent machine, originally designed to vend cashews. In desperation, the Kansas operator reset the control to vend a larger portion of peanuts, filled the machine with the variety, and went on about his route servicing operations.

machine had shown three more transactions, for the week past, than the average for penny machines, and, in fact, that dozens of customers had turned in a hadful of pennies for nickels, merely to operate the peanut machine.

Spending an afternoon, for observation, Schoepner was pleased and surprised to find that most customers who dropped a nickel into the peanut machine were taking them along in envelopes, cupped in their hands. This gave him the idea of installing a stack of small paper cups, bought inexpensively at a soda fountain supply house, on top of the vending machine, so that the full handful of peanuts, vended at 5 cents, could be carried along without spilling over the car. This worked out so well that Schoepner by now has converted over 60 per cent of his entire route to 5-cent machines, always featuring a stack of paper cups, and with his gross return from the machines increased by five times and profit by at least two and a half times. "I guess people just don't want to be bothered with pennies any more, even where children are concerned," Schoepner said. "Many of the customers who use the 5-cent peanut machines are mothers, who appreciate the ability to take the peanuts along in a cup, and issue them one or two at a time to children on a long ride, to keep them under control."



N.W. Model 49 1s or 1 N.W. Deluxe 1s or 5s C N.W. 10-Col. 1s Tab Gu N.W. Model #33, 1s Po verted for 100 ct. B. Silver King 1s B.G. or ABT Guns Mills 1s Tab Gum Model #33 Peanut, 1s	m Machine. 18.00 pre. Con- 6
MERCHANDISE	& SUPPLIES
Pistachie Nuts, Jumbo	Queen, Red.\$ .75

AUGUST 21, 1961

SPECIAL DEAL

# **OPERATORS** STAY OUT IN FRONT-Receive . . .

- \* Advance information on what's new in BULK VENDING.
- Latest news on moneymaking hits like the MOON ROCKET, 60 Quick-Tach, 60-3 for 5c.
- The Northwesterner, full of news, operating hints, photos, all for the **BULK** Vending Operator.

Make sure your name is on the Northwesterner mailing list.

Write Today.



CORPORATION 2813 E. Armstrong St. Morris, III. Phone: WHitney 2-1300

\*

#### **Machine Registers**

He was somewhat astonished, calling back a week later, to find out that the 5-cent peanut

# **Conn. Attorney Gen. Rules Against** Local Govts. in Vending Lic. Issue

municipalities do not have authority to regulate or license vending machines, according to a recent formal ruling by the State attorney general.

Richard W. Funk, National Automatic Merchandising Association legislative counsel, reported that the opinion was given August 2 in a letter to Commissioner Attilio R. Frassinelli, of the Connecticut Department of Consumer Protection, the agency charged with administering the State-wide vending law.

"This opinion officially confirms

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other North- western machines.	
NAME	
COMPANY	
ADDRESS	
CITY	
Fill in coupon, elip and mail to:	

CHICAGO-Connecticut local | the intent of the Connecticut Legislature when they passed the vending bill last June," Funk said.

The attorney general made the ruling after two municipalities asked whether they had the right to continue enforcing local vending machine regulations.

Louis P. Grossman, president of

### DRINK OPS AID CHARITY PROMO

CHICAGO - Vending operators will again be able to assist United Fund and Community Chest campaigns with messages imprinted on vending cups.

W. J. Manning, chairman of the National Automatic Merchandising Association public relations committee, said that five manufacturers of vending cups are offering their cooperation by imprinting the approved "United Way" message on cups without extra charge

Connecticut Automatic Merchandising Council, said the local preemption clause of the State vending law (Section 10-b) is of paramount importance because "local regulation could have seriously hampered vending operations in the State."

The attorney general's ruling followed several consultations between that office, the Department of Consumer Protection, members of the NAMA staff and officials of the Connecticut Automatic Merchandising Council.

## **OPERATORS** THANK YOU

The response for our Monster Finger Nails has been gratifying. The sudden rush of orders has put us a few days behind in delivery.

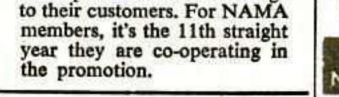
All Monster Finger Nails will be shipped in three to five days from receipt of order.

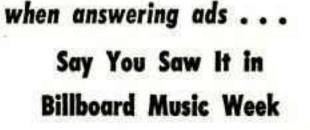


Rain-Blo Gum, 72 ct. Rain-Blo Bail Gum 140 ct., 178 ct., 33 Rain-Blo Bail Gum, 160 ct., 178 ct., 34 Rain-Blo Bail Gum, 160 ct., 34 Rain-Blo Bail Gum, 160 ct., 34 Rain-Blo Bail Gum, 160 ct., 34 Rain-Blo Bail Gum, 180 ct., 44 Wrigley's Gum, all flavors, 100 ct., 45 Beech-Nor, 100 ct., 130 Minimum order, 25 Boxes, assorted. Complete line of Parts, Supplies, Stands, Globbes, Brackets, Charms, Everythins, Gone-Third Deposit, Balance C.O.D. IMMEDIATE DELIVERY on the New Detationary GOOLDEN 60 Northwesten Bail product" vendor is truly the most versafile on the market. Han- dies bail gum, cts without break- ing or crushing. Goid decorative foot panel. Mam- moth capacity. Available with 1c, 5c, 10c or 25c Mechanisms STAMP FOLDERS, Lowest Prices, Write MEMBER MATIONAL VENDING MATIONAL VENDING MEMBER MATIONAL VENDING	Cashew, Whole Cashew, Butts Peanuts, Jumbe Spanish Mixed Nuts Baby Chicks Rainbow Peanuts Boston Baked Beans Jelly Beans Licorice Gems M & M, 500 ct.	40 41 172 .57 .322 .32 .32 .32 .32 .32 .32 .32 .32 .3
The Operator, One-Third Deposit, Balance C.O.D. IMMEDIATE DELIVERY on the New <b>Dotthwestern</b> <b>GOLDEN 60</b> This "all product" vendor is truly the most versafile on the market. Han- dies ball gum, charms, capsules, all nuts and any small bulk prod- ucts without break- ing or crushing. Gold decorative font panel. Mam- moth capacity. Available with 1c, 5c, 10c or 25c Mechanisms STAMP FOLDERS, Lowest Prices, Write MEMBER MATIONAL VENDING Machine DISTRIBUTORS, Inc.	Mait-ette, 100 ct., per Rain-Bio Ball Gum 14 210 ct. Rain-Bio Ball Gum, 10 300 lb. minimum Rain-Bio Ba Adams Gum, all flavor Wrigley's Gum, all flavor Wrigley's Gum, all flavor Wrigley's Chocolate, Minimum order, 25 Complete line of Party	100
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vendor is truly the most versatile on the market. Han- dies ball gum, charms, capsules, all nuts and any small bulk prod- ucts without break- ing or crushing. Gold decorative front panel. Mam- moth capacity. Available with 1c, 5c, 10c or 25c Mechanisms STAMP FOLDERS, Lowest Prices, Write MEMBER MATIONAL VENDING MACHINE DISTRIBUTORS, Inc.	GOLDE	N 60
MEMBER MATIONAL VENDING MACHINE DISTRIBUTORS, Inc.		vendor is truly the most versafile on the market. Han- dies ball gum, charms, capsules, all nuts and any small bulk prod- ucts without break- ing or crushing. Gold decorative front panel. Mam- moth capacity. Available with
MACHINE DISTRIBUTORS, INC.		or 25c
	MEMPER NATIONAL V	or 25c Mechanisms west Prices, Write ENDING

SALES AND SERVICE CO MOE MANDELL 446 W. Joth St., New York 18, N. Y. LOngacre 4 6467









#### AUGUST 21, 1961



# **Policy Meets for NAMA State Groups**

CHICAGO-National Automatic Merchandising Association committees in Maryland and Connecticut are scheduled to present long-range programs on legislation, public health and public relations, earlier outlined by NAMA's "staff caravan," to full-member meetings in Maryland, September 18, and Connecticut, September 19.

The committees endorsed a complete legislative program on present and potential problems involving contact with, and education of, legislators and city councilmen.

A first step will be the collection and analysis of existing vending laws and regulations. This is intended to lead to council-wide programs seeking fair treatment from both local and State governmental bodies and officials.

#### **Public Relations**

In the public relations area, the committees endorsed: (1) formulation of a State-wide speakers' bureau; (2) council sponsorship of the NAMA United Fund Cup Program; (3) a plan for public vending exhibits in co-operation with local electric power and light companies; (4) a program of working with high school counselors to attract top students to careers in the vending industry.

Public health goals are: (1) to gain acquaintance with State and local health officials and local health regulations governing the food industry; (2) to establish regular meetings with top health authorities; (3) to serve as liaison committee between operating companies and all health authorities in the State; (4) to develop and sponsor voluntary self-inspection score sheets; (5) to develop in Maryland a model health code for use as needed; (6) to provide information and training on sanitation for government officials. members included Thomas E. Mc-Carthy, secretary to the associaley, public health counsel, and Walter W. Reed, public relations director.

councils before the year's end. Connecticut Merchandising Council, announced the following com-

mittee members: Legislative Committee: Julien B. Brightman, chairman, Newgate Ginger Ale Company; Sidney Dia-Keefe, Canteen Company; R. L. Boysen, Boysen, Inc.; A. J. Masone, Automatic Sales Company, Inc., John Latshaw, Automatic Company. Merchandising Corporation of New Service Sales, and Dexter Wheelock, Automatic Coffee Service of tee members: Connecticut.

#### **Public Health**

Public Health Committee: Maury Gottlieb, chairman, National Automatic Services; Gerald A. Nantais, Atlantic New York Corporation; Harold J. Folz, Folz Vending Company, Inc.; Joseph Bishara, Continental Coffee Company; Dave Baltimore Cigarette Service. Holley, Sealtest Dairies; Alan Company, Inc.; Thomas Burkhard, Borden Mitchell Dairy Company; Les Lenzer, Vendaway, Inc.; Michael Zarcone, Coffee Vending Company; Sidney Shapiro, Kwik Twiggs, Servend, Inc.; James J. Jeffries, Jeffries Automatic Services, and Louis P. Grossman, How-Dee Retailers of America, Inc.

seph Charbonneau, chairman, Renecticut; Albin Romano, Romano Rosenblum, Robot Vending Com-

NAMA staff caravans in all State Services of Connecticut; Charles Winslow, Coca-Cola Company; Jo-Louis P. Grossman, president, seph Burke, M. J. Hurley Vending Company; Al Lorenz, Austin Gosselin Sales Company; Joseph Ficca, Automatic Cigarette Service; Garshen Weil, Self Service Sales Corporation; Hyman Burwisht, Reliable Cigarette Service Company; mond, Refresh-O-Mat, Inc., F. H. F. J. Mason Jr., Mason's, Inc.; James Conner, PX Vending; Albert Rothbart, ABC Vending Company, and Harold Wheeler, Canteen

Robert Taylor, president, Mary-England; Edward Beresth, Self- land Automatic Merchandising Council, announced these commit-

#### Legislative

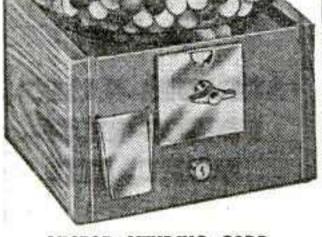
Legislative Comittee: Ralph Globus, co-chairman, Kwik Kafe; Gordon Otter, co-chairman; Coca-Cola Bottling Company; Aaron Goldman, advisor, Macke Vending Company; Frank Sandera, Canteen Company, and Joseph Harmon,

Public Health Committee: Robert Brightman, Newgate Ginger Ale E. Piker, chairman, Coffee Time, Inc.; Michael N. Mallis, vice-chairman, City Vending Company; Charles R. Greasley, Dairy Products Vending Service; George Watson, A. L. Mathias Company; Kafe Automatic Vending; Charles Walton Duckett, Macke Vending Company, and S. Lawrence Mc-Neil, Quality Vending Service.

**Public Relations Committee: Bob** Company, Division of Automatic Irvine, chairman, Automatic Food Systems, Inc.; J. Gilbert Stine, vice-Public Relations Committee: Jo- chairman, Serv - U- Vending Company; Raymond C. LeBlanc, Coffee freshment Service Company, Inc.; Service; Herbert Bent, Benroy Robert F. Radway, Radway's Caterers; Teddy P. Collier, Auto-Dairy, Inc.; Benjamin Frischstein, matic Sales, Inc.; Gordon Eldridge, Tasty Vending Enterprises of Con- Canteen Company, and Louis H.



41



2000

VICTOR VENDING CORP. 5701-13 W. Grand Ave. Chicago 39, Ill.

Please rush complete information and prices on

Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other North-

Fill in coupon, clip and mail to:

CLEVELAND COIN MACHINE EXCHANGE, INC.

Phone: TOwer 1-6715

We handle complete line of machines, parts & supplies.

#### More Programs

McCarthy said similar action programs will be launched through Caterers; Jayson Berger, Food pany.

# nment officials. The NAMA caravan of staff Germans Test Powered, tion's State groups; Richard Funk, legislative counsel; David E. Hart-ley. public health counsel, and Rotating Vending Units

are experimenting with power-operated bulk vending machines, which save space in small establishments and are more convenient to patronize.

Six machines at two levels three machines to each level-are mounted on the stand, which is power-operated. By pressing the button, the stand is rotated onethird or ninety degrees each time.

This means that six machines can be located in little more space than normally is required by a single machine. The six-machine volume resembles a rotating pocket book or postcard vending rack.

Power operation is almost mandatory, however, because of the weight of the six machines.

#### Added Machines Udo Schmitz, a veteran West-

phalia bulk vending machine op-

### Whitfield Adds Bulk Vending to Operation

MADISONVILLE, Ky. - The addition of several bulk vending routes to existing juke box and cigaret vending spots is expected to round out operations profitably for Whit Music Company here.

Whit Whitfield, a veteran of nearly a quarter of a century in phonograph operating and vending service, has purchased several bulk vending routes throughout northwestern part of Kentucky, which will be amalgamated with current locations as rapidly as machines can be moved into position.

COLOGNE-German operators erator, says the power vending machine has enabled him to place 35 per cent more machines in the same amount of space normally required for conventional machines. Moreover, power-operated columns have boosted collections nearly 30 per cent per machine.

> Part of this is due to the attraction for patrons, particularly children, of the power unit. There is greater over - all patronage since more machines can be sited in the same space, providing the customer with a wider range of choice.

#### Wide Angle

Schmitz, who operates 750 machines through the Ruhr, advises locating the power-operated columns behind glass windows inside the location in such a way that the machine is visible from a wide angle.

The German operator has experimented with placing mirrors behind the vending machine column to make all six machines simultaneously visible from a single vantage point.

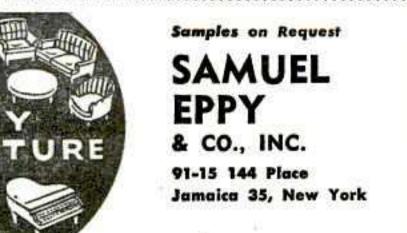
When this is done the advantages of the column-economy of space and lure of gadgetry-are "maximized," according to Schmitz.



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 261/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.







# SOLDIERS

2029 Prospect Ave.

western machines.

COMPANY\_

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CITY\_

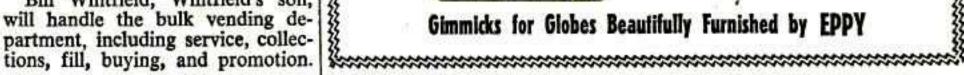
NAME\_

with painted faces, helmets and hands. Assortment of four different battle poses. Only \$4.50 per M in lots of 5 M or more. Two in Sure Lock Capsule, \$17.50 per M.

Cleveland 15, Ohio

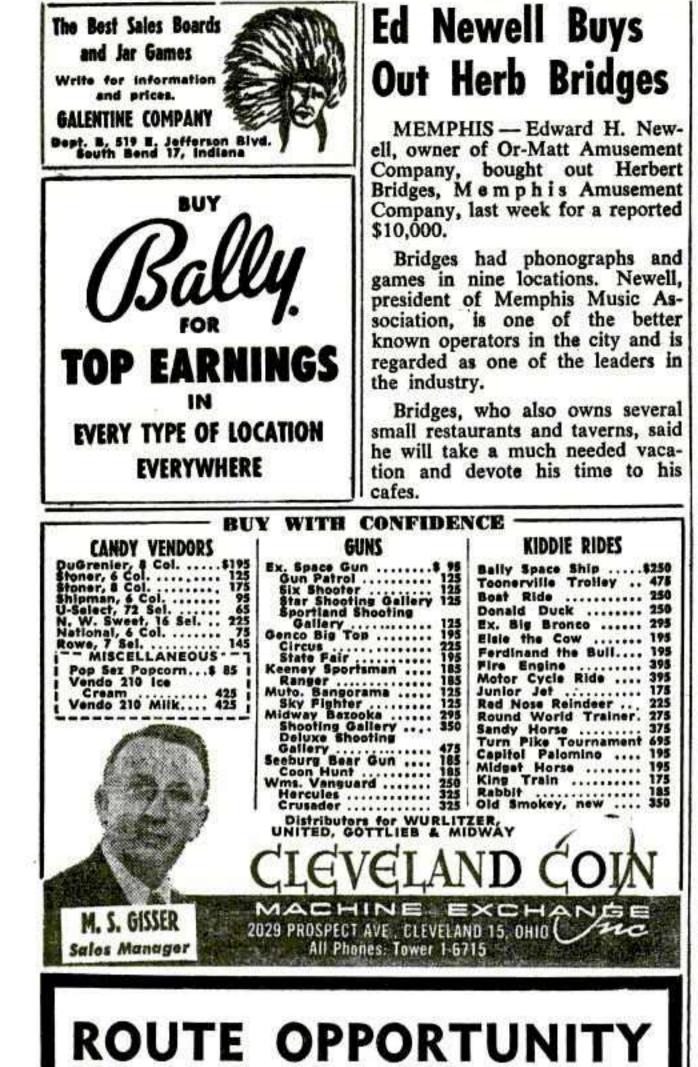


Bill Whitfield, Whitfield's son,









# 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 prosperpous 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

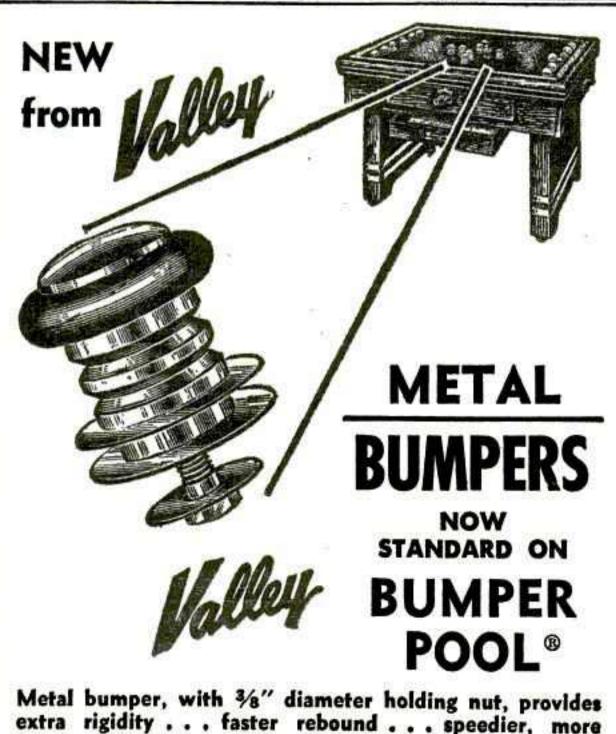
## AUGUST 21, 1961 82 GENUINE



42

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



extra rigidity . . . faster rebound . . . speedier, more interesting play! Ideal replacement for all tables."

See your distributor, or write direct.

- 22

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 slowing replaced, but French operators are by nature frugal about buying new equipment.

# **Germans Fight for Danish Mkt.**

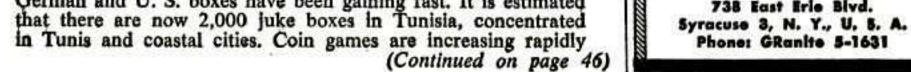
COPENHAGEN — The announcement that Britain will seek membership in the European Common Market has started a scramble by German firms for a strengthened foothold in the Danish market. Denmark has been aligned with Britain in the European Free Trade Association (EFTA). It is now taken for granted—in fact, 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 extend 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

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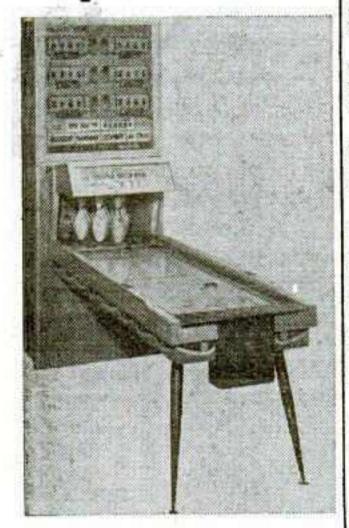


43

#### AUGUST 21, 1961



# Wide Selection MOA Adds In Chicago Coin Special List Triple Gold Pin CHICAGO — Music Operators of America is starting a new membership classification, Honor



#### TRIPLE GOLD PIN

CHICAGO - Chicago Coin's new Triple Gold Pin bowler features a new game of the same name, plus five other familiar bowling versions - 300 Champ, Regulation, Flash-O-Matic, Lite-O-Matic and All Strike.

Players may select any one of the six games by pressing the selector button, and up to six players can play at one time.

depends on the number of gold pins lit. With no pins lighted, strikes and spares score 500 and 300 respectively, with one lighted pin, it's 1,000 and 600 points, with two pins, 1,500 and 900, with three lit pins, 2,000 and 1,200. The bowler has Chicago Coin's new modernized cabinet with lighted front hood and tapered front legs. The cabinet is attractively decorated in multi-color design.

2500

ULTIMATE IN

Automatic

MUSIC

Members, for those who bring a new member into the organization.

The new classification will include special privileges, first of which is no registration fee at any future MOA convention.

The Honor Members will carry special membership cards indicating their status. The classification became effective August 1.

E. R. Ratajack, managing director and co-ordinator, noted that MOA's present members were the association's best salesmen. "They know the advantages of belonging to MOA through experience." He said the honor member designation was MOA's way of saying thank you.

### Albany Ops Attend **Princess Showing**

ALBANY, N. Y .- Nearly 100 local operators viewed the new Rock-Ola Princess juke box at the new Greco Brothers headquarters here Monday (14). The event also marked the official opening of the firm's Albany office, managed by Jules Olscheim.

Jack Barabash, Rock-Ola field engineer, was on hand Tuesday (15) to conduct a service school.



In Gottlieb's Lancers Game



#### LANCERS

CHICAGO—A theme of riders, horses and shooting cannons is featured in Gottlieb's new twoplayer pinball game, Lancers. A series of top rollovers light pop bumpers, kickout holes and side rollovers for super scores.

A pair of center kickout holes fire balls toward the top of the playfield, and a pair of side holes kick balls toward the flippers. Bottom rollovers score 200 points when lit. Two cyclonic kickers light alternately. Lancers has a match feature and three or five-ball play. The game has the new Gottlieb modernized cabinet, with stainless steel mouldings and chrome corners, plus the familiar Hard-Cote finish, metal door and two coin chutes.

Included in the package is a

general description titled "What's

a Juke Box Operator Really

"how the juke box industry oper-

ates," including a glossary of terms

generic to the coin machine busi-

The piece on "how the industry

Cabs are sold by a manufacturer,

who builds the product, to a dis-

for resale, to a fleet taxi operator,

who buys and operates the product

as income - producing equipment.

In the case of the juke box in-

dustry, the phonograph is likewise

produced by a manufacturer, sold to a distributor and bought by an

operator who used it as income

**Ky. Operator to Test** 

OWENSBORO, Ky. - The

Owensboro Amusement Company

**License Ordinance** 

operates," draws a parallel between

fleet taxicab operator.

producing equipment.

ness.

# Lots of Action DIPLOMAT'S AVS INTEREST SPARKS AF INVESTIGATION

MIAMI-As United States Ambassador to Ireland, Grant Stockdale is welcome in the highest of social and diplomatic circles.

But in Florida, where diplomatic immunity apparently goes for naught, Stockdale is just another competitor as far as local juke box operators are concerned.

L'affaire Stockdale began when Edward A. Leopold, Mellow Music, complained that he lost his location at the Homestead Air Force Base to Automatic Vending Service, owned partly by the ambassador to Dublin. Leopold's complaint has sparked an Air Force investigation of the situation.

AVS was awarded the location in competition with about 10 other operators who sought the stop. Eugene Hancock, AVS president, denied that Stockdale had used any influence in getting the location.

Stockdale joined the firm in 1959, buying 50 per cent of the stock for \$35,000. The company did \$290,000 last year and expects to gross about \$500,000 this year.

Leonard Baitler, business agent of the Amalgamated Machine Operators Association, welcomes the entry of Stockdale into the coin machine business and points out that it indicates the business is respectable.

In any event, it proves that a juke box operator can be qualified to break bread with the heads of state.

# Spanish Love of Music Hypos Juke Box Growth

3,500 juke boxes, a gain of 15 per cent over 1959, according to the government's statistical bureau.

Spain is being touted as Europe's greatest juke box "growth" market. This optimism is based on the fact that Spain, in 1953, had fewer than 750 boxes in the entire licensed Spanish production of a country.

market. Like Italians, the Spanish a U. S. producer in partnership love music and they like their conviviality with a high decibel count. There are cafes and bistros everywhere in Spain, and all cafes have music.

MADRID - Spain now has | juke box boom is economic. Spain remains an impoverished country despite gradual economic improvement.

Foreign exchange remains hard to come by for the importation of U. S. boxes.

The answer would seem to be U. S. box or the establishment of Spain is a natural juke box Spanish manufacturing facilities by with Spaniards.

BMW, it was erroneously stated that manufacturers were contributing between \$200 to \$600 each into the Coin Machine Council public relations program. Actually, the sum contributed by Bally, United, AMI, Chicago Dynamic Industries and Williams, was \$200 to \$600 per month.

#### Live Entertainment

Most major cafes have live entertainment, and the rest make full use of the radio. All cafe and bistro proprietors are enthusiastic about the acquisition of a juke box. Virtually every owner, it seems, dreams of having a juke box.

U. S. pop music is popular in Spain, where the U. S. BMW "Hot 100' is almost as hot as in the U. S. Billboard Music Week is studied diligently each week by Spanish pop music aficionados. The ability to recite U. S. top tunes has been elevated to the status of a snob symbol.

However, the drawback to a

#### MOA newsletter in last week's BMW; A descriptive piece giving Heart Attack Claims facts about MOA, also carried exclusively in BMW as MOA's July Former Op, M. F. Day newsletter, and a piece explaining

BLYTHEVILLE, Ark.-Mason F. Day, veteran operator for 30 years until he sold out two years ago and went into the clothing business with his two sons, died recently of a heart attack. He was 68.

the juke box operator and the He was former owner of Day Amusement Company here. He sold out to Joe Michie. He and his two sons, Mason F. Day Jr. and tributor, who buys the product Walter Day, bought two clothing stores after he sold the route and they had been operating them.

### **Leonard** Collins

• Continued from page 37

firm. He has been in consumer sales for 16 years.

The 29-year-old salesman and his wife Harriett have three sons. The addition of Collins is part of an expansion program into the distributing field since early this year, said George. An operator has challenged a recently enacted since 1955, George is now concity ordinance which would deny centrating solely on equipment the local \$10 amusement machine sales.

However, the question is whether the Spanish market at this time is sufficiently large to justify such production.



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NATIONAL COIN **NEEDS** for **EXPORT**: GOTTLIEB TEXAN UNIVERSE CONTEST SWEET SIOUX MISS ANNABELLE PHOTO FINISH AROUND THE SHOWBOAT MERRY-GO-ROUND WORLD SPOT-A-CARD QUEEN OF DIAMONDS CAPT. KIDD DANCING DOLLS ATLAS RACE TIME WAGON TRAIN LITE-A-CARD STRAIGHT WORLD BEAUTIES SHOOTER DOUBLE ACTION SEVEN SEAS SITTIN' PRETTY ROTO POOL **ROCKET SHIP** SUNSHINE PICNIC CRISS CROSS BRIGHT STAR LIGHTNING BALL MADEMOISELLE WHIRLWIND HIGHEST PRICES PAID! WRITE, WIRE, PHONE ! **GOTTLIEB 2-PLAYER** .ANCERS

Proven player appeal -Top Rollover, Light Pop Bumpers, Kick-Out Holes and Side Rollovers for Super Score. 2 center Kick-Out Holes fire balls toward top of playfield. · 2 side holes kick balls towards flippers.

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**MOA PR Mailing Piece Draws Praise** WURLITZER Continued from page 37 MOA notes: "Contemporary juke | will aid in dispelling the aura of box operating is an independent mystery surrounding our func-

and necessary medium of enter- tions." tainment. It is specialized industry, no longer dependent on subsidies of gambling income. The music operator of today survives only by Like?" originally carried as an following legal, sound business practices. Those who do not follow this precept and those who cause most of the industry's bad press are few in number and a minority among the nation's 8,000 operators.

when answering ads . . . Say You Saw It in

**Billboard Music Week** 

ship. We believe the information

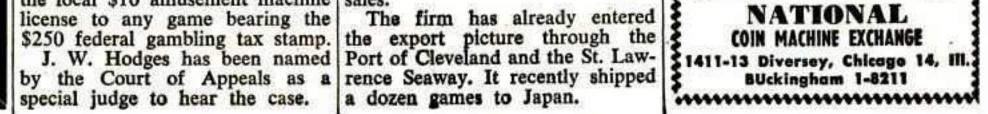
## BUY NOW! GUARANTEED-RECONDITIONED VENDING MACHINES

9	Seeburg E-2	\$245 i 8	Eastern Mark II\$125
	China J. Contract Contract States		Lyons VMC1400 95
3	Spacarb 4D53	175 1	Snararh 4057 150
2	Spacarb 4D51	125 1	Rowe Milk 250
2	Rowe Sandwich	195 ,	Down Dactry 124
1	Vendo HB900A	495	Rowe Pastry 125
1	Stoner D-1	275 1 7	JIVINGI D-JUU
1	Darl e Matic 500	195   1	Hot Spa-Cole 250
			IVI Bonanza 725

#### INC DENN NICTRIDIITING ٢N

"We are happy," says MOA, "to attach some facts on our industry, our organization and its member-

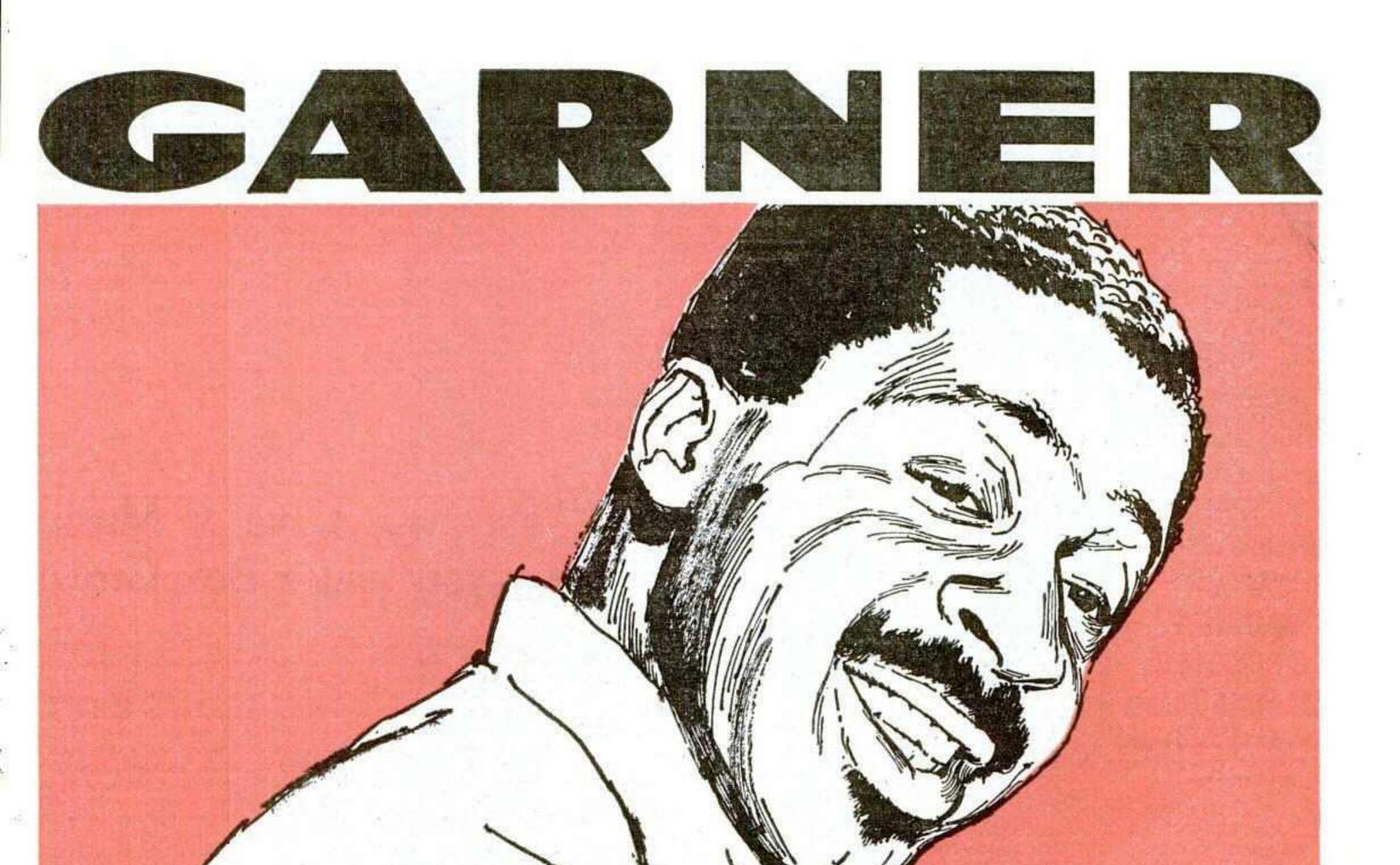






12

45



The Klondike New Orleans

THE KLONDIKE

TH.

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 331/3 stereo hl-fl. Ten popular album hits ... all by the same artist and not available on 45 RPMI

And Seeburg Intermixes, automatically, both your 45-rpm records and the overwhelmingly popular new 331/3 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.

WEEK OF AUG. 14

**ERROLL GARNER** 

PERSONALIZED FOR EVERY LOCATIONI

=

-

(Mercury)

WEEK OF AUG. 21

THE PLATTERS

**Dream Street** Life is Just a Bowl of Cherries (A.B.C. Paramount) **GLORIA LYNNE B. B. KING** 



B

**Ten-selection** 

#### AUGUST 21, 1961

#### 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 Tunsia 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

Jones Company, which recently cious quarters August 9. moved into this area, held its first service school for music and vend- Jack La Rue, service engineer.



LOS ANGELES - The R. F. | ing machine operators at its spa-

The session was conducted by 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 keynoted his discussions with an introduction and service practices of the AMI Continental 2. The threehour session was recessed at midpoint with coffee and snacks being

### 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-

# 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 | 2) How FTC can best serve the eight-point discussion of federal vending machine industry; 3) Free aid to the small businessman, enterprise; 4) Unfair trade pracparticularly in vending, will highlight the first conference of the National Automatic Vendors Trade 6) Mergers; 7) Unfair competition, Association to be held at the and 8) Corrective measures. Lafayette Hotel in Long Beach, September 2-3, B. J. (Bob) Grenier, NAVTA president, said. which has the hardest tax bite visor, Federal Trade Commission, A directors meeting along with an Klein said operators and their with \$250 gaming stamp-where will be one of the main speakers ocean boat ride and dinner at the servicemen will be advised of most of the violations were charged, at the event. He will discuss: 1) Reef are set to conclude the con-FTC-what it is and what it does; ference on Sunday night.

tices; 5) Advertising, sales promotion, allowances and services;

Following the talk, Zmuda will conduct a question and answer period. Saturday night's program Daniel D. Zmuda, attorney ad- includes a luau and cocktail period.



### served. future schools.

Henry said.



**GOTTLIEB'S** 

# **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
- 3 or 5 ball play Match Feature









# COMING SEPTEMBER 18.

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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 interesting, useful material

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