

BILLBOARD MUSIC WEEK

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

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REPORT FTC PROBE OF RETAIL DISK BUSINESS GOING FULL BLAST

Field Interviews Delve Into Racks, Clubs, Discounters; No Complaints Until January

WASHINGTON — Investigation of the retail patterns of the record business, from clubs to rack jobbing and discounting, is going full blast at the Federal Trade Commission. By January, 1962, if findings warrant, the first complaints could start issuing from the agency against those reportedly violating fair practice or antitrust laws by discriminatory allowances, fictitious pricing, or any competitive pressures leading to monopoly control of the record industry.

Samuel L. Williams, FTC's assistant director and chief project attorney, who is in charge of the record investigation, reminded this reporter that the investigation has been going on for approximately

eight months, and that literally hundreds of retailers and wholesalers have been interviewed on the effect of record clubs, rack jobbing, discounting, et al., on record retailing. Approximately four States have undergone intensive study.

Counsel Williams could not divulge any factual information about the mass of complaints the agency will have to sift and evaluate, but he gave a clear indication that if violations of the law are in evidence, "we'll go after the individual culprits." Some of the complainants, incidentally, have offered to come at their own expense from hundreds of miles away to offer testimony.

No Action Until November
Williams did not expect to see

any "action" within the FTC on this project until November, when it is hoped that most of the field work will have been completed. Complaints could not be issued before January at the earliest.

There seems little prospect, at this point, of a trade practice conference as requested by dealers in a petition sent to the FTC in mid-August by the attorney for the Society of Record Dealers of America. (BMW, August 14, August 28.) It was learned from several sources at the FTC that an investigation is almost never switched in mid-point to go into a trade conference.

Also the trade conferences have to be voluntary on the part of the
(Continued on page 46)

Solons' Interest in Industry at Height

WASHINGTON — The second session of the 87th Congress, reconvening in January, could prove to be one of the biggest for legislation and agency action affecting recording, broadcasting, juke box and other music interests. As customary, the first session, now closing up shop, devoted its energies to legislation of major urgency to the whole nation, and left special interest concerns with various committees and agencies.

While Congress vacations or pursues votes for the next three months, pros and cons are being lined up on such bills as Representative Celler's (D., N. Y.) to make record counterfeiting a crime and to end the juke box performance royalty exemption; Senate and House bills to put networks and their program practices under Federal Communications Commission regulation, possibly renewing the whole question of net-owned music interests in publishing and recording.

Awaiting action are tax bills to end excise on theater tickets and cabaret tabs, bills to cut entertainment from the deductibles on the swindle sheet, and possibly bills to provide a fairer tax spread for peak years of composers and artists. The administration's whole tax program

was held over for the second session.

Agencies Will Be Hustling

Government agencies will be hustling to ready actions and reports on investigations for a refreshed Congress ready with praise or brickbats. Biggest in the music field is the Federal Trade Commission probing of record clubs, rack jobbing and discounting, as they affect the competitive life of the retail record dealer. Sen. Paul Douglas (D., Ill.) gave further impetus to the FTC study when dealers complained to him of alleged unfair tactics in advertising, promotion and pricing. Senate and House Small Business Committees will keep an eye on FTC progress and both committee chairmen will work for a bill to give the agency temporary cease and desist powers while cases are in progress.

When the smoke of the record retailing investigation dies down, the industry's manufacturers, distributors and dealers may get together for a trade practice conference with the FTC for guidelines to prevent future rifts. However, such treaty-making would have to wait until the agency's current investigation is completed.
(Continued on page 56)

EMI's L. G. Wood Scans the Internat'l Record Market's Problems & Potential

By JUNE BUNDY

NEW YORK—A potential world record market of \$1 billion; the inequities of Great Britain's Purchase Tax on records, and a

LIBERTY HOLDS ONE-TWO SOCK ON BMW'S 100

NEW YORK—Liberty Records has four records in the top 24 on Billboard Music Week's "Hot 100" chart this week—including the No. 1 and 2 best selling singles in the country.

Bobby Vee's "Take Good Care of My Baby" is No. 1 for the second week. Dick and Deedee's "The Mountain's High" is No. 2 (up from No. 15); Timi Yuro's "Hurt" No. 21 (down from No. 18 last week); and Tony Shondell's "This Time" jumped from No. 75 last week to No. 24.

It's interesting to note that, with the exception of Vee, all of the Liberty artists are new to the charts.

ABC-Paramount has three disks in the top 24 this week; while RCA Victor, Dot, Monument and Beltone, each have two. In Victor's case two sides of one disk (Elvis Presley's new one) are listed. Single slots on the top 25 are held by United Artists, Cadence, Parkway, Heritage, Atco, Capitol, Sue, Epic, and Smash.

"growing tendency" for European countries to favor home-cut wax over U. S. disks—these were the primary subjects discussed by L. G. Wood, managing director of EMI Records, England, when he addressed the International Record Men's Club here last Thursday (21).

Pointing out that no "really accurate figures" on the world record market are available, Wood said, a "reasonable 'guesstimate' would be that world sales of records, excluding the U. S. A., Canada, and the Communist block (where record production appears to be substantial), are in the region of \$400 million a year at retail prices. This is very roughly equivalent

to sales in the U. S. A. and Canada."

World Percentages

Wood subdivided this figure into territories as follows: Europe, 70 per cent; Asia (largely India and Japan) 10 per cent; Latin America, 7½ per cent; Africa 7½ per cent, and Australasia (Australia and New Zealand), 5 per cent. The U. S. is still the largest individual market for records in the world. Excluding the Communist countries, said Wood, EMI sells at least one in every four records sold in the world.

Great Britain, and the English-speaking territories of Australia, New Zealand, and South Africa
(Continued on page 46)

Conkling Exits as WB Head; Mike Maitland Takes Over

HOLLYWOOD—Jim Conkling, veteran record industry leader, will resign as president of Warner Bros. Records to leave the disk industry, and Mike Maitland will assume the label's presidency. Maitland, former president of Capitol Records Distributing Corporation, and a

disk industry veteran in his own right, joined the WB record firm earlier this month (BMW, September 4) as vice-president and executive sales director.

According to Jack Warner, president of the label's parent firm, Conkling will remain on the WB scene for a period of time after Maitland takes over its helm to insure a smooth transition. Maitland is expected to be elected to the label's top post at a Warner Bros. Pictures board meeting within the next few weeks.

During the top management transition Conkling will aid his successor in completing several organizational moves started some time ago, including additions to the label's artist and repertoire department, beefing up its field promotion ranks, and realignment of duties for the firm's existing department heads.

To Public Service

Conkling, in departing from the firm he started three and a half years ago, leaves the label at an all-time profit peak. He told BMW he intends to devote his time to public service activities, probably
(Continued on page 47)

Index to Contents

General	Hot C.&W. Sides.....33	Music-Phonograph
International Music.....21	Hot R.&B. Sides.....33	Merchandising.....16
Manufacturer News.....4	Singles Programming Guide ...35	Album Cover of the Week ...18
Talent News.....6	Top LP's.....26	Best Buys in Records.....35
Music Pop Charts	Top LP's by Category.....24	Best Selling Phonographs & Tape Recorders.....16
Best Buys in Records.....35	Top Market Breakouts.....35	Disk Deals for Dealers.....16
Best Selling Phonographs & Tape Recorders.....16	Reviews	Coin Machine Operating ...48
Best Selling Sheet Music in U. S......45	LP Reviews.....24	Bulk Vending.....50
Bubbling Under the Hot 100 ...28	Single Record Reviews.....35	Coin Machine News.....48
Double Play Disks.....48	Radio-TV Programming....12	Coin Machine Price Index ...34
Hits of the World.....20	Artists' Biographies.....12	Double Play Disks.....48
Honor Roll of Hits39	Programming Panel12	Singles Programming Guide ...35
Hot 10028	Yesteryear's Hits12	
	Vox Jox12	

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A DOUBLE HARVEST OF PROFIT!
See Center Section



Latest Record Sale Signs May Point To a Return of Regional Singles Hits

By REN GREVATT

NEW YORK—An interesting trend involving a revival of the concept of regionality, may be in the works with regard to single record sellers. There are certain "signs" that records can float around literally for months in certain specific market areas without developing enough national spread to achieve high pop chart status, yet they may sell good quantities.

By the same token, it has been noted, once such records do make the national lists, they may well linger for a good spell before dropping out of sight.

One good example of the phenomenon is the current hit "I Fall to Pieces," by country thrush, Patsy Cline on Decca. The disk was originally released over eight months ago. The side enjoyed considerable action in isolated territories. Many of them, as expected, in the typical country markets, but in some cases non-rural areas as well. Yet Eastern markets were particularly slow in latching on to the side, and have only begun to get hip to it in the last six weeks or so. Over-all, it took the record four months to make the BMW charts, but since making them, "I Fall to Pieces," has remained on for 18 weeks.

The fact that not all markets move at anywhere near the same time on a specific record can pose problems, too. Two recent disks by Adam Wade on Coed are a case in point of the problems in this regard of the small indie company.

Wade's hit, "As If I Didn't Know," was released the week of July 17. Only six weeks later, when

this disk still appeared to be moving up, a new recording of "Linda" and "Tonight I Won't Be There," was released.

Marvin Cane, Coed exec, explained, "In some sections, they had already milked the biggest portion of sales in five to six weeks and the boys were asking for another Adam Wade release. So we gave it to them. In Many of the other territories, they begged us not to release a new one because the old one was still moving up well. So we had a problem. We gave the distribs permission not to circulate the new record and to use their own discretion as to when to push it out.

"We're a small company and we don't have 20 other artists to fool around with. We have to squeeze as much as possible out of every record and watch each individual territory. The way the business is today it's just tough to get the big, nation-wide breakout all at once."

Many, many records released today are, to use an old terminology, "natural" hits that break out like a case of measles. Yet there are other interesting examples of the long pull hit, that stirs slowly in isolated markets and makes the long climb up the charts slowly.

A couple of recent examples—both r.&b. type records, incidentally—would be Bobby Lewis' "Tossin' and 'Turnin'," and Chris Kenner's "I Like It Like That." The Lewis record has been on the charts for 23 weeks, over five, and still is in the 52 spot. Kenner's hit remained on the charts for 17 weeks, just dropping off this past week.

If the tendency continues, it could be regarded as a sort of return to the era of the great days of country and rhythm and blues records, when many hits never graduated from the regional status, and still sold up to 500,000 records.

Reprise Foreign Language Versions of Disk Product

Sinatra Label Recording Native Tongue Sides by U. S. Artists for Overseas Mkt.

HOLLYWOOD — Frank Sinatra's Reprise Records will make foreign language versions of its vocal recordings in an effort to achieve maximum sales abroad, BMW learned last week. This policy, it was revealed, will be pursued on an "across-the-board basis" to attain the label's avowed goal of building sales to where it equals its domestic cross.

Mo Ostin, Reprise's administrative head, told BMW that assignments have been made to overseas writers to provide foreign-language lyrics of material already recorded by the firm as well as songs being contemplated for forthcoming sessions. Reprise artists will re-record the various foreign language vocals and these will be redubbed with their respective instrumental tracks for distribution abroad.

Foreign writers are being used for two reasons: They are best equipped to provide a contemporary, idiomatic translation of the lyric to the native tongue and these writers are affiliated with the overseas performance rights societies, considered to be a primary factor in winning maximum airplay attention.

In the meantime, Reprise continued to open new foreign markets for its wares by concluding affiliation arrangements with companies abroad. Among deals closed by Ostin on behalf of the label's Swiss-based international subsidiary, Reprise, S.A., were:

France: Contract concluded with

Nicole Barclay (La Compagnie Phonographique Francaise), product to hit the French market within six weeks, starting with singles (Tony Williams, Nancy Sinatra, Frank Sinatra), followed by the full LP line-up.

Hong Kong: Contract concluded with Ben De Sylva (Colonial Trading Company), product to debut November 1, starting with singles and followed by LP's with initial releases likely to be U. S. pressings (provided by Reprise at cost plus royalty) to fill the gap until the affiliate's own manufacturing facilities take over.

Argentina: Contract concluded with Nestor Norberto Selasco (Sicamericana, S. A., Buenos Aires), with product to go on sale within six weeks, including LP's (Sinatra, Sammy Davis Jr., Tony Williams), and affiliate culling EP's from the album plus any of the label's chart-ridding singles.

Venezuela: Contract made with Charles Biderman (Venevox), with LP's (Sinatra, Lou Monte, Sammy Davis, Calvin Jackson).

New Zealand: With distribution through the La Gloria label, starts October 15 with singles followed by LP's.

These affiliations are in addition to Reprise's previously reported (BMW, September 11) Pye Records' arrangement covering the United Kingdom and Eire.

Liberty Shows 6-Month Gain

HOLLYWOOD — Liberty Records' earnings soared 27 per cent during the six months ending July 31 over the same period a year ago, its president, Al Bennett, told stockholders last week. The firm's after taxes earnings during the first half of 1961 jumped to \$129,466 compared to last year's \$101,900 at the mid-year mark.

This resulted in a per share net increase from 17 to 21 cents, based on shares now outstanding of 199,356 and 407,921 of its Class "B" stock.

Liberty's sales, according to Bennett's report, rose 24 per cent, increasing during the same period from last year's \$1,980,000 to this year's \$2,450,000 (figures include domestic sales plus foreign royalty collections).

Liberty's sales for the year ending January 31, 1960 was reported at \$5,852,439 and earnings (before charges) of \$290,921.

Among highlights enhancing firm's future earnings, Bennett singled out the label's Chipmunk releases which he expected to receive a sales boost from a CBS-TV Chipmunk series debuting next month. He also pointed to the la-

Singles Prices Remain Hot With Philly Dealers; 'Gypsy Woman' Hot

PHILADELPHIA—Sam Goodys downtown store at Snellenberg's dipped its singles tag to 56 cents this week, taking the cue from the Goody New York action of several weeks ago, but few of the dealers in the area seem inclined to pay the move any mind. Going prices on singles here range between 79 and 98 cents, although Korvette's has them at 74 cents this week, 8 cents above the level of the same chain in New York.

A spokesman for Korvette's record department this week noted he's having trouble getting supplies of four hot ones which seem to be moving fast in the Quaker City territory. These are "I Understand"

by the G-Clefs, "Play It Again" by Tina Robin, "Sad Movies" by Sue Thompson, and "The Strut" by Johnny Mendel. "These are really breaking down here," the source indicated, "but somehow I just can't get to New York to get 'em for me."

Another record exceptionally hot in the Philly area, according to dealers is "Gypsy Woman" by the Impressions on ABC-Paramount. One of the leading radio station sheets, WIBG's Top 99, doesn't list the side yet, but there is plenty of activity just the same.

Don Gabor Debuts New Class Albums

NEW YORK — Veteran record exec Don Gabor is bringing out a new album line, featuring a "class" merchandise policy. The line will be coded against transshipping and will not be sold to discounters.

The new line will be released on the Continental label. Gabor recently became prexy of Continental, following the resignation from that post of Theodore Halmos.

bel's recent expanded activities in foreign markets resulting from new affiliations concluded in South America, Southeast Asia, plus a general boost in European sales. On the domestic market, Bennett pointed to Liberty's addition of an Eastern division. Furthermore, Bennett said his firm has scheduled a greater volume product for the remainder of the year coupled with an intensified sales promotion program.

Racks Report Direct to Mfrs.

NEW YORK — Rack jobber members of NARM (National Association of Record Merchandisers) have decided to report their own sales figures and returns direct to manufacturers. Irked by what they call many discrepancies in rack jobber purchases and return figures, as reported by distributors to manufacturers, the NARM members have set up a committee to work with manufacturers to establish a reporting form on which rackers would show their purchases and returns to each specific label.

The manufacturer-merchandise co-operation committees to handle the new reporting form include rackers Ed Mason and Glen Becker, and Liberty executives Al Bennett and Don Bohanan on the West Coast. On the East Coast Cecil Steen and Al Hyman, will handle the rack end, with London executives Lee Hartstone, Joe Bott and Sy Warner serving with them.

Bill Siegel to Antler Records

NEW YORK — Bill Siegel has been appointed sales manager of Antler Records and its subsidiaries, Ensign and Personality. The labels are owned by Buck Ram's firm, Personality Productions, Inc.

Siegel, who recently resigned from the Rosarc One-Stop in Los Angeles, will headquarter in New York City. He has set up distribution for Personality's new singles releases by the Teen Queens on Antler, Pearl Ray on Ensign and an LP by the Voyagers on Ensign, with Standard in Pittsburgh; Zamoiski, Baltimore; Hopkins, Atlanta, and Henry Stone, Miami. Additional distrib deals will be made by Siegel shortly.

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Detroit 1-Stop, Distrib Suit Keys Price Discrimination

DETROIT—A legal action with interesting ramifications for the record industry, came to light here this week. The case involves Music Systems of Michigan, a firm which at one time engaged in various types of one-stop activities, against Jay Kay Distributors, Arc Distributors and Cadet Distributors of this city, originally filed last June 14.

The action is regarded as the sort of long-drawn-out affair which will have no resolution for a number of months, and is only now in the pre-trial discovery stages. The case, according to legal counsel for the plaintiff, involves alleged violations of the Robinson-Patman Act. More specifically, the question of price discrimination is a prime factor in the action.

A principal in Music Systems is Joe Nemesh, who also operates Duncan Sales, a record distributing firm in Cleveland. Nemesh declined comment of any kind on the case but sources here indicated that Music System ceased its one-stop operations late last year. Earlier this year, both Arc and Jay Kay had filed actions against Music Systems for recovery of unpaid accounts.

Last May, in what came to be widely known as the "Detroit situation," both Harry Droz of Arc

and Johnny Kaplan of Jay Kay decided to level out the discount pattern of an extra (functional) 10 per cent normally reserved for one-stops and rack jobbers, and make the same deal available to all accounts. Later at the ARMADA Convention in Hollywood, Fla., this matter came up for considerable discussion.

Droz told BMW he regards the Music Systems action as a retaliatory counter-measure in view of the earlier suit filed by Arc as well as Jay Kay. Spokesmen for Music Systems, however, denied that there was any connection. Pre-trial discovery procedure of the plaintiff has been taking place in recent weeks.

ROSNER SOUNDS OFF

Alexander's Dept. Store Buyer Eyes Scene; Hits Unrealistic Disk Pricing

By REN GREVATT

NEW YORK — Alexander's, a department store chain, which finds itself on the periphery of the Manhattan disk price battle on singles and albums (with stores in the Bronx, White Plains and Rego Park, Queens), has still made quite a name for itself as one of the hottest discounters around. And in the words of Irving Rosner, chief disk buyer for the chain: "It's some frantic rat race to keep up with."

"I wish we could spend more time with the actual product," Rosner reflected in reviewing his work week, "but the way things are now

we have to spend half our time shopping other stores and reading the papers to see what the other boys are doing. You have to be competitive. The other time-consuming job is the frequent trips out-of-town to arrange for getting records at the 'right' price.

Far Out of Town

"When you're in this kind of dog-eat-dog competition, you have to shop and shop to get the right deal and unfortunately, some of our New York distributors have been slow to see our real problems. So we have to go out of town, and I mean sometimes really far out of town. You can tell them we have gotten supplies

of records from literally everywhere, from Florida to California to the State of Washington to Maine."

One of Them

Commenting on the general discount scene here, Rosner said he is all in favor of the "little" dealer getting a break and not trying to break his back. "I was one of them for 13 years in the Broadway-Goody-Colony area and I know what they face today," he remarks. "Our regular prices are \$2.79 and \$3.69 on regular \$3.98 and \$4.98 items and that certainly is way above what a lot of dealers charge for them. At the same time, many

(Continued on page 16)

More Country Music Fills AFN Air

FRANKFURT, Germany—The Army's radio network, the Armed Forces Network (AFN), is expanding country music exposure by 35 per cent. AFN henceforth will carry a daily hour-long network program of c.&w. and in addition will schedule special Saturday programs on c.&w. themes.

Army post exchanges are expanding c.&w. disk stocks, and the forecast is that country music disks may soon account for around 70 per cent of all disks sold by volume.

In general, the military's expanded exposure for c.&w. parallels the thoughts expressed in an editorial in the September 4 Billboard Music Week. This editorial made the point that there exists a large unfulfilled demand for country music.

Army authorities said the timing of its action with the BMW editorial was coincidental, but they agreed that all surveys among the troops in Europe establishes a great and apparently growing interest in country music.

Part of Heritage

"It is more than merely music with the troops," an Army disk buyer ventured. "Country and western strikes the troops as part of the American heritage, and the troops prefer it to sophisticated, schmalzy music that may appeal to the cocktail hour crowd, but which leaves the GI cold."

The European Exchange System (EES), the organization which operates the Army post exchanges in Europe, is a strictly impartial judge of musical tastes. Its function is to service the troops and make profits—in that order.

Expansion of c.&w. exposure is strictly in accordance with popular

demand. GIs and military families have been peppering AFN and military publications with letters demanding "more real American music—country and western."

Bugs Sophisticates

The military has faced opposition in its steps to expand c.&w. exposure from a minority of musical sophisticates who seek to ban country music from the army airwaves altogether.

This minority derides c.&w. as "hick" and "hillbilly" music and claim it is nourishing the European stereotype of Americans as "cultural barbarians." The sophisticate

minority has been urging that AFN air only Bach, Brahms and Beethoven with a slight leavening perhaps of avant-garde jazz. They contend this would improve the American "image" overseas since an estimated thirty million Europeans "eavesdrop" on AFN.

AFN's military management has rejected these proposals, however, stating that majority wishes rule and that the overwhelming majority of AFN listeners desire more c.&w.

Eases Europeans

U. S. diskeries, meanwhile, are following up the military's whetted

interest in country music with intensified promotion of country music. This promotion is aimed at the GI—but also at Germans and Europeans generally.

U. S. diskeries finally are discovering what European book publishers long have known: American folklore exerts a great fascination on Europeans.

Ex-GI Gus Backus has escalated to the top of the top tune charts with his recording of "Da sprach der alte Hauptling"—"So Said the Old Indian Chief." Indeed, the song, was adopted as Chancellor Konrad Adenauer's campaign song, a gesture reminiscent of Franklin Roosevelt's adoption of "Home on the Range."

Caterina Valente's recording of "Der Sheriff von Arkansas" has sold nearly 200,000 pressings, a high sale by German standards. There is a general rush of German diskeries to produce c.&w. titles, a rush fueled by the triumphant reception given Hank Snow and His Rainbow Ranch Boys on their recent European tour.

Snow reports that the worldwide appeal of American country music is increasing so fast that there is a great unfulfilled demand for c.&w. in Europe. He plans to establish a European agency to provide c.&w. talent.

"I'll work with a partner here in Germany," Snow explained. "I have a lot of talent lined up back in the States and we'll send it all over Europe."

Am-Par's H. Levine Off for European Distributor Meets

NEW YORK — Harry Levine, executive vice-president of ABC-Paramount and David Berger, of Am-Par's administrative staff, left here last Thursday (21) for Europe, where they will confer with Am-Par's European distributors on plans for the firm and its subsidiary labels—Command, Grand Award and Westminster.

Westminster's artist and repertoire director, Dr. R. Kurt List, is meeting the executives in Paris and will accompany them on trips to Paris, Brussels, Hamburg, Amsterdam and London. Special emphasis will be placed on newly recorded Westminster releases and the revised catalog of ABC-Paramount's new classical line during the distributor meets. Levine and Berger will return to New York around mid-October.

Disk Stars Sing For Hot Cycles

NEW YORK — Disk jockeys have held record hops at ballrooms, school gyms, ice rinks, swimming pools, amusement parks and supermarkets, but Clay Cole of WNIA, Newark, N. J., is the first jock to stage a hop at a Six Day Bike Race.

Cole and a flock of record artists appeared at Madison Square Garden Sunday afternoon (24), which was acclaimed as "Youth Day" by the race sponsors. While the cyclists continued to pedal, Cole played disks, and the performers lip-synched to their latest platters. Guests included Tony Orlando, Michael Allen, the Tokens, the Regents, Jo Ann Campbell, Sunny Dee, Barbara Evans, Johnny Tillotson, and Tina Robin.

Plans are currently in the works for the Six Day Bike Races to tour the country, with tieups arranged in each city for a leading disk jockey to hold a record hop during the races. The Six Day Bike Races opened here Friday (22) with a lineup of vet showbusiness names as guests—Sophie Tucker, Hildegard, and William Gaxton.

Troy Shondell's 'This Time' Leads Midwestern Singles Record Sales

CHICAGO — Troy Shondell's "This Time" on Liberty was the hottest selling single in the Midwest this past week, according to a spot check of dealers by BMW. The tune showed up strong in Chicago, Minneapolis, Milwaukee and Detroit—only single last week to show heavy action in all four markets.

"Runaround Sue" by Dion on Laurie was getting good action in Minneapolis, Detroit and Milwaukee but was comparatively weak in the Windy City.

Chicago dealers, on the other hand, were reporting good sales of Haley Mills' "Let's Get Together," on Vista, which also was doing well in Minneapolis, but was weaker in other Midwestern areas.

Chicago Action

Several other tunes were also getting strong action in Chicago, but not in other areas: "Magic Moon," The Rays; "Missing You," Ray Peterson; and "Ya Ya" With Lee Dorsey.

Dealers generally were reporting strong sales with a substantial pick-up in business during the past couple of weeks. Both singles and albums appeared to be moving well.

Reasons ranged from "some

ACCENTING THE ELVIS ARTISTRY

NEW YORK — In last week's Billboard Music Week (September 18) there was a report on a speech made by RCA Victor chief George Marek concerning Elvis Presley and his world-wide popularity. The report indicated that Marek said "If you can call him an artist." What it should have stated was "And you can call him an artist" and, as Marek put it "with the accent on the word can."

LATE POP SPOTLIGHTS

ALBUM

WEST SIDE STORY

Ferrante and Teicher, United Artists UAL 3166—This set should be another solid seller for the pianists. It features Ferrante and Teicher, accompanied by full orchestra, playing some of the best known songs from "West Side Story," including "Maria," "Tonight," "Somewhere" and "I Feel Pretty." On the second side of the LP the pianists play selections from "Gigi," "Camelot," "Fanny" and "Around the World in Eighty Days."

SINGLE

BOBBY HENDRICKS

I'M COMING HOME (Knox-Elvis Presley, BMI) (2:29)—EVERY OTHER NIGHT (Vano, BMI) (2:02)—Bobby Hendricks turns in a solid reading of the song from Elvis Presley's new album. There are a lot of competing versions coming, but this could be the big one. Flip, "Every Other Night," a strong rocker, could also be big.

Mercury 71881

Scopp Calls for ASCAP, BMI Co-Operation Talks

NEW YORK — Mickey Scopp, chief of the Big Three Music Corporation and member of the board of ASCAP, called this week for an equalization of the ground rules under which ASCAP and BMI operate. In a statement Scopp said that he felt that ASCAP and BMI should operate competitively on the basis of the repertoire of music handled by each society but under regulations that would not offer an advantage to either one at the expense of the other.

Scopp said that he "expects the wasteland which now exists between the administration and organization of ASCAP and BMI will be resolved and crystallized by the governmental agencies that are charged with the Consent Decrees under which both performing societies operate." He claimed that subsidies which BMI pays to writers and publishers and "which ASCAP is forbidden to pay" must be defined as acceptable practice or unfair trade practice. "Payment of subsidies has given BMI a distinct trade advantage over ASCAP in persuading writers to defect from ASCAP and publishers to form BMI firms." He said also that a determination must be made soon "as to whether the telecasters and broadcasters may operate both as buyers and sellers of music. (BMI is owned by TV-radio stockholders. ASCAP is a writer-publisher organization.) Scopp said that these organizational differences should soon be adjusted through governmental intervention.

Proposes Discussions

The Scopp statement is in many ways similar to the argument of the ASCAP songwriters who sued BMI. However, rather than propose litigation against BMI, Scopp feels that much could be achieved in the direction of a fairer competitive situation through informal discussions between the two organizations. But more than that the Scopp statement is interesting for what it implies as well as what it says.

First of all it indicates that a key member of the ASCAP board, and—it is understood—others, are willing to say publicly that BMI is here to stay and that a modus

T. F. White Appointed MGM Administrator

NEW YORK — Arnold Maxin, president of MGM and Verve Records, has named Thomas F. White to the post of director of internal administration. White will handle finance systems, budgets and administrative matters. White has been associated with Metro-Goldwyn-Mayer since 1959.

It was also announced that Vic Chirumbolo has been added as East Coast regional sales manager for the Verve label. Chirumbolo, who has been with Warner Bros. and Capitol Records, will report to Harry Hostler, Verve national sales manager.

ORENSTEIN NOT ROSE ATTORNEY

NASHVILLE — A page 1 story in last week's issue of Billboard Music Week erroneously stated that attorney Harold Orenstein is representing Publisher Wesley Rose in his breach of contract suit here against the Everly Brothers.

Attorney Harris Gilbert and Ward Hudgins (of Barksdale and Hudgins) are handling the case for Rose. The suit was scheduled for hearing here last Friday (22).

vivendi must be worked out between the two societies. It also indicates that now that the pain and struggle of last year's Consent Decree is behind ASCAP and that Scopp, and some other ASCAP executives as well, are of the opinion that ASCAP must pay a mind to current problems and face today's world of two competing societies. And it seems to indicate that the large number of classical and background music writers who have switched from ASCAP to BMI have startled ASCAP brass.

Foreign Ties Involved

Foreign affiliations of ASCAP and BMI publishers with foreign performing rights societies are also involved. This comes up currently due to a new decree promulgated by BMI. Via this decree American ASCAP publishers with a foreign affiliate, which handles a BMI copyright world-wide, is not paid for American performances of the tune by BMI. This came up with the Big Three, whose English firm, Robbins, Ltd., has the world rights to "Adventures in Paradise," by Lionel Newman, now a BMI writer. Although the tune was a hit in the U. S., and had a number of records in this country, Robbins, Ltd., has not been able to collect performing fees from BMI, through the English performing rights society, PRS, for American performances. The explanation as submitted to Robbins, Ltd., from PRS, who received a letter from BMI, was that performing rights have been granted direct to BMI by the composer's (in this case Lionel Newman) contract with BMI. BMI said it will pay the publishers share of the American performing rights to a BMI publisher (with an active BMI affiliate in the U. S. who exploits the score. According to Scopp this means that if an ASCAP publisher's foreign affiliate takes on the world rights of a BMI tune and it becomes a hit in the

Eddie White Sets U. S. Publishing Co. For Yamaha, Ltd.

NEW YORK — Writer Eddie White has set up a sub-publishing firm in the U. S. for the Japanese company Yamaha Music, Ltd. White, who just returned from a summer trip to Japan, is the U. S. representative for the Japanese company, whose president, Genichi Kawakami, is also head of Nippon Gakki, large manufacturing concern.

In addition to inboard motors, pianos, motorcycles and organs, Nippon Gakki owns 1,200 music schools, 9 music-department stores, and controls 500 music store outlets. General professional manager of Yamaha is Fumio Suzuki, former key deejay on radio KANTO.

White has already started to sign U. S. catalogs for the Japanese market, including Spanka Music, the Paul Anka publishing firm, and writer Aaron Schroeder's three publishing outfits. He is also negotiating for a number of other catalogs for immediate Japanese exposure.

According to White, while the main area of activity for Yamaha here will be the exposing of American copyrights and catalogs to the Japanese market, the firm will also import Japanese classics and current hits for U. S. audiences. In addition, plans are under way to start a record label within the next few months.

U. S., the U. S. ASCAP publisher will not share the performance money. He said that some sort of agreement must be worked out between the two societies on this matter.

Scopp confirmed the fact that the Big Three was considering starting a BMI affiliate in the U. S. Reason for considering such a move, he said, was to handle its responsibilities of exploiting music from MGM and 20th-Fox films and TV series where the music is composed by BMI writer members.

Excise Tax Report Shows Americans Spending More for Games & Jukes

WASHINGTON — Excise tax collections show that Americans were slightly less inclined to invest in home sight-and-sound entertainment in fiscal 1961 than in the previous year. Internal Revenue excise for 1961 shows more spending on coin-operated amusements, musical instruments, the theater, and possibly in cabaret entertainment—less on records, radio, TV and phonographs.

Record excise for fiscal 1961 slid \$1,501,000, but the \$22,823,000 tax represents a drop of only 6 per cent from the \$24,324,000 1960 tax, whereas the TV-radio-phonograph category tumbled 12 per cent, totalling \$148,989,000 this fiscal year as against the previous year's \$169,451,000. Record excise tax indicates manufacturers' sales of \$228,230,000 in fiscal 1961, a depression year. If estimated tax loss on counterfeit product, said to constitute nearly one-third of all records sold, was included, the total would have been closer to \$300,000,000. (Fiscal 1961 runs from June 30, 1960, to July 1, 1961.)

Theater Admissions Gain

Coin-amusement tax for fiscal 1961 totaled \$5,535,000, as against \$5,348,000 in 1960, Internal Revenue reports. Theater admission taxes reached \$36,679,000, a gain of \$2,186,000 over last year's \$34,494,000 excise. Cabaret tax showed a drop, but this was due to halving of the tax from the 20 per cent levy to 10 per cent, effective May 1, 1960. Actually, fiscal 1961 tax take of \$33,603,000 as against 1960 tax

of \$49,605,000 at the old rate, shows a gain in cabaret attendance, according to a study made by the American Federation of Musicians.

Also in the participating area, musical instrument tax was up \$90,000 over fiscal 1960, for a total tax of \$18,113,000, although the final quarter of this fiscal year (April, May, June) showed tax drop of \$586,000 below the 1960 final quarter.

Comparing the final quarter of fiscal 1961 as against that of 1960 shows: record excise of \$6,763,000, down \$19,000 from \$6,782,000; coin amusements \$1,938,000, up \$93,000 over 1960's \$1,845,000; radio, TV and phono category \$33,744,000, a drop of \$6,642,200 in tax from previous year's \$40,386,000. Theater admissions tax of \$8,616,000 was up \$733,000 from last year's \$7,883,000. Tax on theater admissions was reduced January 1, 1959, to apply the 10 per cent excise only amounts over \$1.

Japanese Rep for Anka

TOKYO—Spanka Music, American publishing firm owned by singer Paul Anka, is now being represented here by Yamaha Music Company, Ltd. The deal was set during a recent visit to Japan by Andy Anka. Yamaha, a subsidiary of Nippon Gakki Industries, was represented in the deal by Eddie White, vice-president and U. S. representative, and Fumio Suzuki, general professional manager.

LIBERTY PREPS CHIPMUNK PUSH FOR TV SHOW TIE-IN

HOLLYWOOD—Liberty Records today (25) launched a high-voltaged Chipmunk product sales program—complete with full guarantee, four-month billing, plus a three-pronged promotional drive—aimed to coincide with next month's kick-off of the CBS-TV Network's Chipmunk series, "The Alvin Show."

The "A-Day" sales push ("A" for Alvin) is spearheaded by a sound track LP, titled after the TV series, and embraces Liberty's complete Chipmunk catalog. This includes three previously released Chipmunk albums ("Around the World With the Chipmunks," "Let's All Sing With the Chipmunks," "Sing Again With the Chipmunks") each of which has been repackaged to tie-in with the TV series for maximum merchandising identity.

Also part of the "A-Day" drive are two previously released Chipmunk EP's ("Let's All Sing Again With the Chipmunks" and "Sing Again With the Chipmunks") and the two Chipmunk singles ("The Chipmunk Song" b-w "Alvin's Harmonica" and "Rudolph the Red-Nosed Reindeer" b-w "Spain").

Product delivery will be made on Monday, October 2, two days before the TV show's debut. Liberty is backing its Chipmunk disk wares with a 100 per cent guaranteed sale, returnable for full credit plus a 120-day deferred billing credit plan allowing one-fourth payments by the 10th of each month, starting in November, and winding up in February. Under terms of the program, product is returnable February 10.

A three-fold promotional drive will be sustained pushing the Chipmunk wares, Don Bohanan, Liberty's national sales manager, told BMW. This will encompass the promotional forces of the CBS-TV Network, General Foods who sponsors the show on behalf of Post Cereals and Jello, and the full promotional weight of the label itself. As part of General Foods' campaign will be mass circulation consumer magazine ads (Life, Look, etc.) featuring the Chipmunk characters on behalf of Post Cereals and Jello, Bohanan revealed.

Liberty merchandising director Al Lavinger has geared special in-store sales aids including streamers, product merchandisers, and display material tying in with the TV show. A special "Alvin" merchandiser has been designed utilizing metal legs for maximum sturdiness and capable of holding a full product prepak.

As part of its "A-Day" program, Liberty is offering the Chipmunk product in three different prepak arrangements:

1. Ten mono, two stereo of each of the four LP's, five of each of the two EP's, and 10 each of the two singles.
2. Thirty-five mono plus two stereo of each LP, 10 of each EP, 25 of each single.
3. Sixty mono, two stereo of each LP, 10 of each EP, 50 of each single.

BEHIND BARS

Prison Songs, Comedy Skits Source of New Pop Record

NEW YORK—Southern prisons have long been a source of rich material for folk albums, and now prison wax is beginning to move into the pop field.

The inmates of Southern Michigan Prison have recorded a comedy album with Jackie Kannon, "Prose From the Cons," on the Roulette label. The Roulette album is a double-fold package, featuring pictures of the convict-entertainers during a show presented by them and Kannon.

Kannon and writer Eli Basse helped the most talented prisoners polish up their comedy material in advance, and the best of it was taped for this album during the live show. Each convict received \$100 for his contribution as writer-performer, and in addition, a donation was made to the Prison Fund. Kannon's book, also titled "Prose From the Cons," will be published shortly.

The album acknowledges the co-operation of the prison's warden, William H. Bannan, Director of Social Activities Don Young and Prison Chaplain Rabbi Shapiro. Convict-comedians—listed under name and number on the LP—include Hugh Dillon, 91494; Walter M. Noth, 75558; Samuel Norber, 74828; Samuel J. McKinney, 68776, and H. O. Wilson Jr., 101505. Titles include "Rehabilitation," "Happy Inmate" and "Insurance."

"Leaky Arm"

The record business is already familiar with Southern Michigan Prison, as a result of the convicts' "Operation Leaky Arm," a Red Cross blood donor drive spearheaded by Al (Flat Top) Daly, No. 77582. Daly, recently made a trustee, sends out a regular newsletter to the trade, listing his captive audience's favorite records

(he runs a closed-circuit deejay show) thanking deejays and artists for making tapes, etc. The inmates have donated more than 75,000 pints of their blood in the past 10 years.

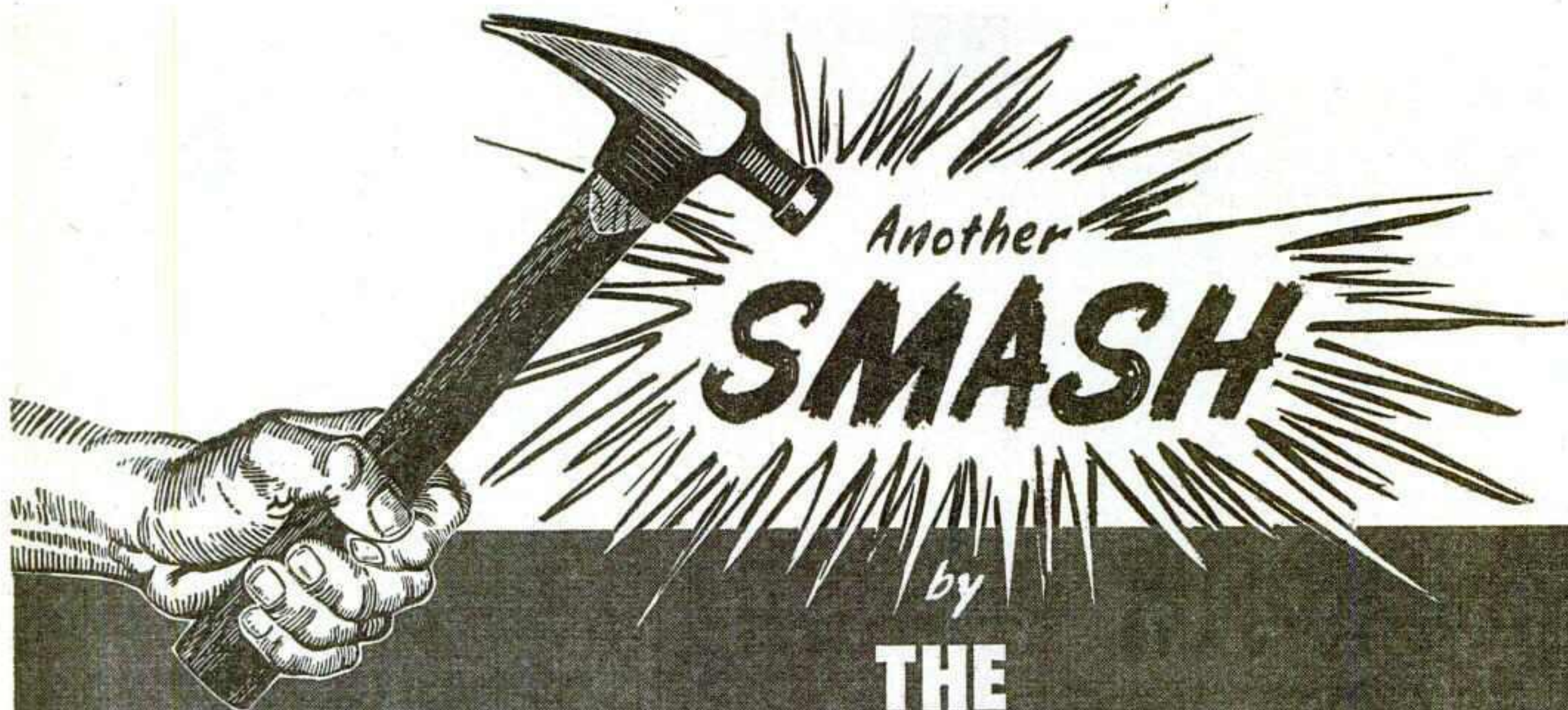
Naomi Green of the Kingston Penitentiary for women reports that the prison has been dubbed "Leaky Arm's Canadian Counterparts." The women publish a monthly magazine, which they are now making available to the U. S. music trade, and they are anxious to acquire records to entertain the girls.

One of the best known Southern prisons in the folk field is Angola Prison, Louisiana, where Leadbelly was incarcerated. Alan Lomax and his father John Lomax have recorded work songs at this prison and others since the early 1930's. Other prisons which have been a prime source for folk material are the Parchman State Prison, Mississippi, and many Texas prisons.

A. Lomax recently recorded a prisoner work song album for Atlantic at Parchman in stereo, with the sound of convicts chopping wood backing the vocals. Although the songs are based on old folk themes, Atlantic is paying one of the prisoners—the lead warbler—a song-writing royalty for his arrangements.

Norma Rivers at Quid

CHICAGO — Norma Rivers, Vassar recording artist, opens at Quid here, a new supper club featuring a swimming pool in the center of the floor. Miss Rivers will be interviewed by Nick Biro, BMW Midwest news editor, over WSBC-FM on Biro's regular program, "Showcase of Popular Music." They will discuss programming for the juke box operator.



THE VELVETS

LAUGH

B/W

LANA

45-448



BILLBOARD **SPOTLIGHT SINGLES OF THE WEEK**

THE VELVETS
LAUGH (Acuff-Rose, BMI) (2:20)—Here's an infectious side, with strong appeal for pop and r.&b. markets. The lead singer and group warble in standout style on an appealing melody. Flip is "Lana" (Acuff-Rose, BMI) (2:20)
SEPTEMBER 4

VARIETY
Top Singles Of The Week

THE VELVETS **LANA**
 (Monument) **Laugh**
 The Velvets' "Lana" (Acuff-Rose) is another rocking tribute to a young femme and even though it's a standard group work-over, it stands out in current competition, and should spin along profitable lines. "Laugh" (Acuff-Rose) has somewhat of a beat but little else to encourage play.
September 6

The Cash Box **Pick of the Week**
"LANA" (2:20) [Acuff-Rose BMI—Orbison, Melson]
"LAUGH" (2:20) [Acuff-Rose BMI—Orbison, Melson]
THE VELVETS (Monument 448)

The Velvets can score big with this potent follow-up to their solid chart-runner, "Tonight (Could Be The Night)." It's a contagious jumper (with a "Little Darlin'" flavor) devoted to a gal named "Lana." Coupler, "Laugh," another strong contender for hitdom, takes a "Save The Last Dance" rock-a-cha-cha route. Virgil Johnson's lead voice is a highlite on both ends.
September 9

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

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(Retail price: 60¢, I pay 36¢; minimum order: 5 copies)
I will pay within 60 days.

Store _____

Address _____

Signature _____

ASCAP 7-Mth. Collections Top Those for '60

HOLLYWOOD — American Society of Composers, Authors, and Publishers' collections during the first seven months of this year edged slightly above its receipts for the same period a year ago and amounted to \$19,683,305.79. This compared to the previous year's seven-month gross take of \$19,668,982.18.

This was revealed here late Thursday (21) at a meeting of the Coast wing of ASCAP's membership. The report, prepared by Treasurer Frank Conner, was delivered to the assembly by Irving Caesar, chairman of ASCAP's executive committee. ASCAP President Stanley Adams also spoke, and presided over the two-day meetings. Friday's meeting was devoted to an explanation of ASCAP's logging system which serves as a basis for dividing the broadcast performance money collected from radio and TV.

Caesar itemized this year's receipts as follows:
Funds collected from licenses (including symphonic and concert) amounted to \$19,469,316.77; interest on U. S. notes, \$95,711.16 and membership dues, \$118,277.88.

Operating cost amounted to less than 19.5 per cent, leaving for distribution to members a total of \$15,844,514.59.

In addition, approximately \$3,400,000 collected from foreign users will be distributed to members in December.

MUSIC AS WRITTEN

New York

Henri Rene is batoning the orchestra at the Phoenix Theater showings of the up-dated version of G&S's "The Pirates of Penzance." Rene, still very busy making albums and arrangements as a free-lancer, also handled all of the orchestrations for "Penzance," which received excellent reviews in New York after a two-year absence starting September 26... Milton Karle is handling disk and album promotion for artists who appear in New York's Hotel Plaza Persian Room this season. Public relations for the Plaza are the function of Ed Seay, as they have been for many years... Judy Clay's first release for Ember is "I Thought I'd Gotten Over You"... Paul Weston has signed as musical director of the Bob Newhart show, which starts on NBC on October 11.

Fred Levine has joined the Peter Pan and Promenade label as Southern district manager... Italian disk star Nico Fidenco arrived in New York last week and performed in the first Italian-American Festival at the Academy of Music here last weekend. The RCA Victor International division is flinging a party for the chanter this coming week... Dario Soria, Victor vice-president of the commercial records liaison department, returned to New York September 8 after a two-month business trip abroad... Dick Gregory has cut his second album for Colpix. LP is called "Dick Gregory, East and West."

Texas singer Jimmy Duncan has signed with Roulette... Leeds Music has issued a "Home Edition" series of sheet music of a selected group of standards such as "I'll Never Smile Again" and "For Sentimental Reasons." Sheet music features parts for piano, accordion, C and G chord organ, flute and piccolo, E flat instruments, Bb instruments and base cleff instruments. Sheet music in this series lists for 75 cents.

Bob Rolontz.

Pittsburgh

Judy Garland will stage her one-woman show October 19 in Pittsburgh's new \$22 million Civic Auditorium under the auspices of John H. Harris... Mort Sahl will appear at Carnegie Hall October 20, sponsored by Lenny Litman, who will also bring the Kingston Trio here November 17.

Count Basie will launch the formal opening of the Vogue Terrace night club October 2 for a four-night run. Other record names booked into the Joe Lazzaro club by Zeke Nicholas are the Ink Spots, the Wanderers, the Castle Sisters and Al Alberts... Victor Borge has been signed by Faye Olmsted to open the Music Guild of Pittsburgh series October 19 at Soldiers and Sailors Memorial Hall.

(Continued on page 41)

"I LIKE IT LIKE THAT"
CHRIS KENNER
IS TELLING...



"A VERY
TRUE STORY"
INSTANT
#3234

THANKS, FELLAS,
FOR ALL
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b/w

VOODOO
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2119

ATLANTIC RECORDS

DJ ADVOCATES DISK PRICE CUT

NEW YORK — John Ademy, music director of WBIG, Greensboro, N. C., has some interesting thoughts on Warner Bros. new "Plus 2" singles, which feature brief segments of old hits (in addition to current releases) on both sides. "Sam Goody is on the right track — musically economically," writes Ademy. "The price of singles should be reduced."

Ademy continues: "Now that all the distributors have had their say concerning 'Plus 2,' I believe the disk jockeys should express themselves. Seems to me they're the ones who are next to the record-buying public — teen-agers."

"I firmly believe that youngsters cannot continue to pay such a high price for a single, when they can add \$2 and buy an LP that contains at least 12 selections. . . . The record companies do not need more stars on their roster; they need to bring down the price of a single. The added selections on a 'Plus 2' won't compensate for the high price. With so many constant improvements in record players and recording processes, the public is going to put its hard-earned money into good albums."

"Radio stations," concludes Ademy, "are major buyers of albums and are still a big influence on the purchasing public. In this area, listeners continue to call record shops and ask for music they've heard on local stations, and most of the time it's album music."

FOLK TALENT & TUNES

By BILL SACHS

The Jim Denny Artist Bureau, Nashville, has framed a new c.&w. package featuring **Stonewall Jackson, Little Jimmy Dickens, Justin Tubb, Red Sovine, Rex Rinehart, Dottie West, and the Syrup-Soppers** for an extended tour that started Saturday (23) at Chillicothe, Mo., and followed with a stand in Des Moines Sunday (24). Remainder of the route is as follows: Shenandoah, Ia., September 25; Watertown, S. D., 26; Mobridge, S. D., 27; Sheridan, Wyo., 28; Afton, Wyo. (with **Jimmy Dickens and Rex Rinehart** in Rapid City, S. D.), 29; Casper, Wyo., 30; Idaho Falls, Idaho, October 3; Lander, Wyo., 4-5; Beatrice, Neb., 6; Lexington, Neb., 7, and Valentine, Neb., 8.

Karl Farr, 52, an original member of the Sons of the Pioneers, died September 20 at West Springfield, Mass., when he suffered a heart attack while doing a solo guitar number in the Coliseum Building at the Eastern States Exposition.

Wanda Jackson, who was scheduled to open at Las Vegas's Golden Nugget Thursday (21) for a three-week stand tonight, had an abrupt change in plans when she was rushed to Queen of Angels Hospital, Los Angeles, Tuesday (19) for an emergency appendectomy. Wanda had just finished a 30-day tour of one-nighters with her **Party Timers** and was spending several days in Hollywood doing promotional work on her new Capitol single release, "In the Middle of a Heartache" and "I'd Be Ashamed." The Party Timers opened at the Golden Nugget as scheduled. Group consists of **Billy Graves, Dave Ronson, Mike Lane and Dwain Anderson.** **Hank Thompson and His Brazos Valley**

Boys played Salt Lake City's Terrace Ballroom Saturday (23), the concluding date of a five weeks' tour that took Hank and the band through Nebraska, Wyoming, Colorado, Nevada, Idaho, Montana, North Dakota and Utah. This included two weeks at Las Vegas's Golden Nugget and two days at Orofino, Idaho, for the annual Lumberjack Days.

Claude King has been signed to sing the title song of the new 20th Century-Fox production, "The Comancheros," starring **John Wayne, Dean Martin, Iona Balin, Michael Shewnessy and Pat Wayne.** Columbia Records is releasing the platter October 3, with the movie's release set for late October. . . . **Hank Garland** is still in critical condition in Vanderbilt Hospital, Nashville, as a result of the recent auto crash in which several other members of his unit sustained serious injuries. . . . **Tall Paul Charon, Beverly June and Eddie Wair** concluded a six-day stand at the Tennessee State Fair, Nashville, Sunday (24), in a show promoted by WENO Radio. . . . **Wiley Barkdull** is currently one-nighting it through Texas to promote his new Allstar release, "A Fool Left to Cry." Bookings are being arranged by **Dan J. Mechura**, president of Allstar Records.

Milton Lance, of Lance Music Company, San Antonio, announces the recent acquisition of **R. & R. Publishing Company, Nashville.** Lance firm's current release is "Oceans of Tears," by **Billie Jean Horton** on 20th Century-Fox. Tune (Continued on page 47)

POLKAS THAT SELL

WOODEN HEART

c/w

I HAVE THE BLUES

By Lil Wally

JAY JAY 246

SAN ANTONIO ROSE

c/w

MARGIE

By Lil Wally

JAY JAY 245

A Polish Hit . . .

KALINA W LESLIE

By Lil Wally

JAY JAY 238

Instrumental . . .

INDIANA SWEETHEART

by PALIGAS

POLKA DOTS

JAY JAY 244

A Polish Smash . . .

HEJ CAVALIER

POLKA

by PALIGAS

POLKA DOTS

JAY JAY 243

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JAY JAY 1017

DANCE AROUND THE XMAS TREE

By Lil Wally

MONO. 1026

STEREO 5012

POLISH XMAS CAROLS

By Lil Wally

& St. Stanislaus

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MONO. 1023

STEREO 5011

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Actual, I'll be, I'm not yet, I'll be 2000 years and six months. So call me a liar for a lousy half a year.

The 2000 year old man is back—one year older, wiser and funnier! This zany follow-up of the hit Brooks/Reiner album uncorks such hilarious routines as: The 2000-and-Six-Month-Old Man; The Tax Expert; The Two-Hour-Old Baby; The New Technique Psychiatric Society; The Third Best Poet. Get this album now at special discount!



Album #(S)W1618



NEW LP RELEASES

MGM

KING OF KINGS—Miklos Rozsa—1 E-2 (Oct. 1)
EL SENOR BING—Bing Crosby—E 3890 (Oct. 1)
THAT COUNTRY SOUND—Jaye P. Morgan—E 3940 (Oct. 1)
AIN'T WE GOT FUN KINDA SONGS—Somethin' Smith and the Redheads—E 3941 (Oct. 1)
THE CONWAY TWITTY TOUCH—E 3943 (Oct. 1)
THE SPIRIT OF HANK WILLIAMS—E 3955 (Oct. 1)

FOLK SONGS BY JONI JAMES—E 3958
TOMMY EDWARDS SINGS GOLDEN COUNTRY HITS—E 3955 (Oct. 1)
BONANZA—David Rose and his Ork.—E 3960 (Oct. 1)
VISIONS—Larry Elgart and his Ork.—E 3961 (Oct. 1)
CONNIE FRANCIS SINGS NEVER ON SUNDAY—E 3965 (Oct. 1)
EXODUS TO THE WORLD—Regina Bea-Amittay—E 3968 (Oct. 1)
ROBERT RYAN READS FROM THE NEW TESTAMENT—E 3970 (Oct. 1)

RICHARD BOONE READS THE STORY OF JESUS FOR CHILDREN—E 3971 (Oct. 1)

HARRY JAMES PLAYS NEAL HEFTI—BLUE MIST—Sam (The Man) Taylor—E 3973 (Oct. 1)

VERVE

THE ESSENTIAL CHARLIE PARKER—V 8409 (monaural only) (Oct. 1)

THE ESSENTIAL BILLIE HOLIDAY—V 8410 (monaural only) (Oct. 1)

PIECE FOR CLARINET AND STRING ORK.—Jimmy Giuffre—V-V6 8395 (Oct. 1)

PREDEPTIONS—Dizzy Gillespie—V-Vy 8411 (Oct. 1)

7 X WILDER—The Bob Brookmeyer 4—V-V6 8413 (Oct. 1)

A CONCERT IN JAZZ—Gerry Mulligan—V-V6 8415 (Oct. 1)

THE EXCITING TERRY GIBBS BIG BAND!—V-V6 2151 (Oct. 1)

TRAV'LIN' LIGHT—Anita O'Day—V-Vy 2157 (Oct. 1)

ELLA IN HOLLYWOOD—Ella Fitzgerald—V-V6 4052 (Oct. 1)

PERCUSSION KING—Gene Krupa—V-V6 8414 (Oct. 1)

MIS'RY AND THE BLUES—Jack Teagarden—V-V6 8416 (Oct. 1)

A PERSONAL APPEARANCE—Shelly Berman—V-V6 15027 (Oct. 1)

BIG BILL BROONZY, LAST SESSION, PART I, II, & III—V 3001, V 3002, V 3003 (Oct. 1)

SISTER ON TOUR—Sister Rosetta Tharpe—V-V6 3005 (Oct. 1)

CAPITOL

SATIN AFFAIR—George Shearing—T-ST 1628 (Oct. 2)

IF YOU GO—Peggy Lee—T-ST 1630 (Oct. 2)

MELODIES OF THE MASTERS: MUSIC OF ROMANCE—A-SA 8563 (Oct. 2)

MELODIES OF THE MASTERS: THE RHYTHMS OF SPAIN—A-SA 8564 (Oct. 2)

MELODIES OF THE MASTERS: DANCES OF THE OLD WORLD—A-SA 8565 (Oct. 2)

MELODIES OF THE MASTERS: PORTRAIT OF THE WALTZ—A-SA 8566 (Oct. 2)

MELODIES OF THE MASTERS: MYSTERIES OF THE NIGHT—A-SA 8567 (Oct. 2)

MELODIES OF THE MASTERS: MUSIC OF REFLECTION—A-SA 8568 (Oct. 2)

MELODIES OF THE MASTERS: MUSIC OF THE IMAGINATION—A-SA 8569 (Oct. 2)

PACIFIC JAZZ AND WORLD-PACIFIC

THE REMARKABLE CARMEL JONES—PJ-ST 29 (Sept. 25)

SEE GROWTH IN NEGRO AIR NET'S MARKET

NEW YORK—The total U. S. Negro population rose 25.4 per cent in the last decade, according to a recent study made by the Keystone Broadcasting System, Inc. Keystone's Negro Network—largest in the country—includes 360 affiliated radio stations programming directly for the Negro market.

The average Keystone Negro Network station carries 42 15-minute segments of "Negro-appeal" programming each week, reaching 53 per cent of the total U. S. Negro population. In the 23 States where the Keystone outlets are located, the average Negro population for the last 10 years rose 32.2 per cent.

The Keystone study is based on State-by-State material developed by the U. S. Department of Commerce in its 1960 Bureau of Census survey. However, the national summary is released in advance of national totals to be issued on the Negro population by the Bureau of Census sometime later this year.

Tripp's Sentence Seen Determining Jockeys' Defense

NEW YORK—Deejay Peter Tripp, who was convicted in Special Sessions Court here last spring of accepting commercial bribery (payola) during his tenure at local indie radio outlet WMGM, will be sentenced by the court Wednesday (27).

Meanwhile, a trial date of October 23 has been set for similar cases involving Alan Freed, Joe Secone, Ronnie Grainger, Mel Leeds and Jack Walker. Trial date of another jock, Hal Jackson, is October 17. Trial dates for all six have been postponed several times. Trade sources indicate that one reason for the sought-after postponements has been a desire on the part of defense attorneys to first find out "what would happen to Peter (Tripp)" before plotting their final defense strategy.

Latin Instruction for Catholic Mass on LP

NEW ORLEANS—Penot Records has just released an instruction record slanted toward practical instruction in the Latin Catholic Mass. Called "Every Catholic Can Learn Latin Response for the Community Mass," the set is made up of appropriate Latin answers to the words spoken by the priest offering the Mass. In addition to the recorded instruction, the album also includes a Latin pronunciation guide and a written dialog of the Mass.

In view of a growing interest in Catholic circles for group and congregation participation in the spoken portions of the Mass, it is believed this time will interest Catholic groups like Catholic Youth Organization, Altar Aid Societies, Knights of Columbus and catechetical groups.

Posner Electra Sales Mgr.

NEW YORK—Mel Posner has been named sales manager for Elektra Records, according to Jac Holzman, president of the company. Posner, who has been with Elektra for three years, was formerly traffic manager. He is now holding sales meetings with distributors throughout the country on the firm's one-for-seven fall album plan.

Decca Shuffles 3 Branch Men

NEW YORK—Decca Distributing Vice-President, Sydney N. Goldberg, has announced three new personnel appointments at branches in San Francisco, Detroit and Buffalo.

John Schlee leaves his post as head of the Detroit branch to take over as San Francisco branch chief. Mario De Filippo leaves as Buffalo branch head to replace Schlee in the Detroit post and Maury Bloom, who has done Decca promotion in the up-State New York area for three years, takes over as head of the Buffalo set-up. Goldberg remarked that the new appointments are in line with Decca's policy of advancing personnel within the organization.

THIS IS THE BLUES, VOL. II—Various Artists—PJ-ST 30 (Sept. 25)

POETRY & JAZZ—Carmichael-Carradine-Durrrough—WP 1409 (Sept. 25)

CARNIVAL—Ben Di Tosti—WP-ST 1410 (Sept. 25)

• Great Single!
 • Great Writers!
 • Great Artist!

JAY FANNING

SINGS



"BABY BABY" ACME 2033

ACME 2034 "YOUR GIRL"

ACME RECORDS

P. O. Box 366
 Manchester, Kentucky

P. O. Box 7626
 Detroit 9, Michigan

LOOK OUT!

He's headed for #1 on the charts

"BIG BAD JOHN"

JIMMY DEAN'S NEWEST

b/w "I Won't Go Huntin' With You Jake"

4-42175 • also available on Single 888

ON COLUMBIA RECORDS

© Columbia, Inc. March 1961



36 of his biggest hits in one package!

Straighten Up and Fly Right
Somewhere Along the Way
Walkin' My Baby Back Home
Darling, Je Vous Aime Beaucoup
To The Ends of the Earth
Oh, Mary, Don't You Weep

It's Only a Paper Moon
Sweet Lorraine
Route 66
For Sentimental Reasons
The Christmas Song
Nature Boy

Lush Life
Calypso Blues
Mona Lisa
Orange Colored Sky
Too Young
Unforgettable

Pretend
Blue Gardenia
I Am in Love
Answer Me My Love
Smile
The Sand and The Sea

If I May
A Blossom Fell
Night Lights
Stardust
Ballerina
Send For Me

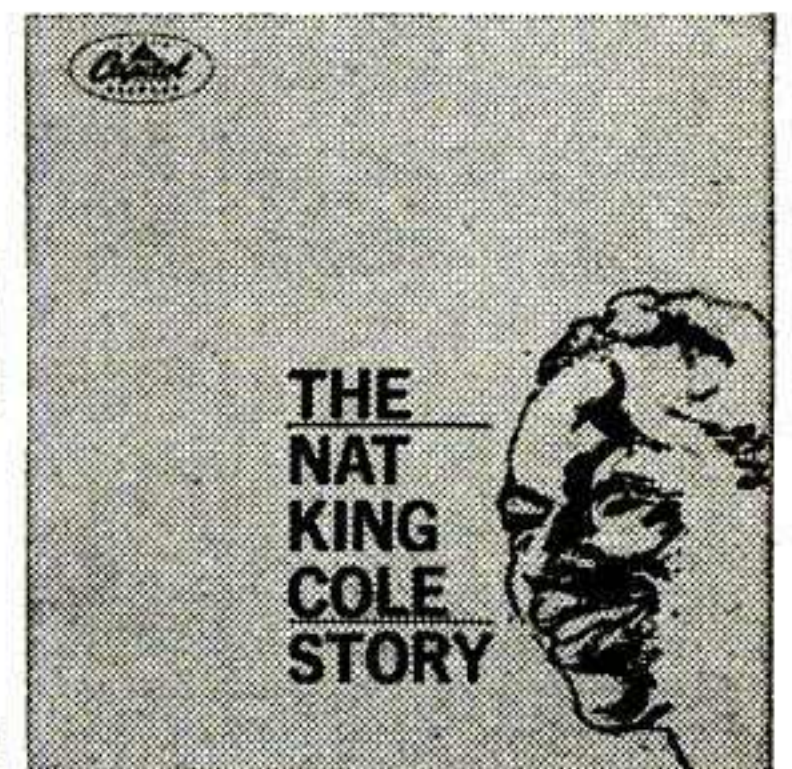
St. Louis Blues
Looking Back
Non Dimenticar
Paradise
Ay, Cosita Linda
Wild Is Love

“THE NAT KING COLE STORY”
will be your biggest hit of the year!



SEE YOUR CRDC REPRESENTATIVE...NOW

Special Deluxe Package
3-Disc Set with Complete Notes and Comments



LABEL-DEEJAY PROMOTIONS

By **NIKI KALISH**
HOT PLATTER CONTESTS:

Deejay Mike (Kelly) Green writes from Station WMBH, Joplin, Mo., to tell of two successful contests. The first is based on Freddy Cannon's new side on Swan Records tagged "Transistor Sister." Each day the station picks a transistor sister. To be eligible, a girl must have a transistor radio tuned to WMBH, and the deejays pick winners at pools, shopping centers, downtown areas, etc. . . . The second contest consists of deleting a phrase from a current hit and substituting a sound. Listeners are asked to supply the missing words on a postcard and pick up a little cash for their trouble. Deejay Green reports fine action on both contests with many records getting lots of airing.

SOLID PROMOTION POTENTIAL: From Indianapolis deejay Dick Summer, WISH and WISH-TV, relates that they have just "started a promotion that's designed to make this as hot a record town as its potential warrants." "Every record shop in town displays "Musicville U.S.A." posters promoting the "Musicville" disk of

Two Stations On Oldie Kick

NEW YORK—The trend for stations to poll listener's for their favorite oldies continues. WINS, New York, and KDKA, Pittsburgh, are the latest stations to jump on the nostalgia bandwagon.

Murray Kaufman, WINS, will stage a "Golden Weekend," featuring the top "Golden Gassers," September 30 and October 1 from 7 to 11 p.m. The oldies will be determined by listeners vote.

Deejays at KDKA, (Rege Cordic, Art Pallan, Bob Tracey and Clark Racey) are asking dialers to submit post cards naming their all-time favorite records. The most-requested platters will be featured on all KDKA jockey shows, October 6, and album packages of all-time hits will be awarded to listeners during the day.

the month including the show and sponsor. Royal Crown Cola is the sponsor and the deejays at Station WISH plug the tune on each show. Summer also says, "There are other point-of-purchase gimmicks "I've worked out for this thing which I'll be glad to discuss with anyone interested enough to contact me."

ARTISTS' BIOGRAPHIES

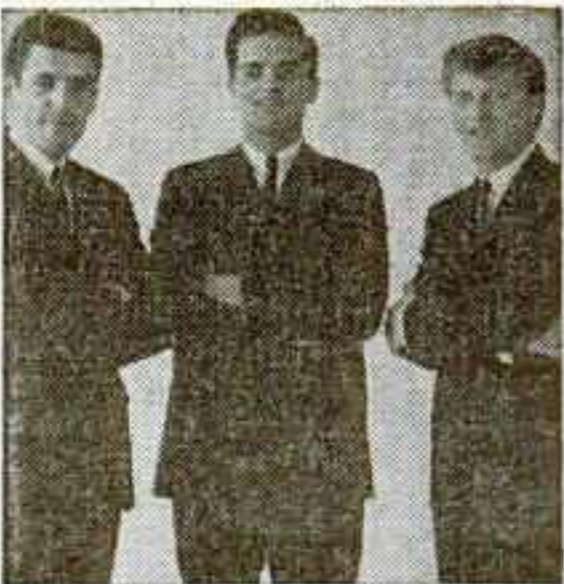
For your programming use, here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards, these biographies will help you build a convenient file of such data.

THE LETTERMEN

Robert Engemann, Tony Butalo and Jim Pike comprise the new Capitol vocal group called the Lettermen. The vital statistics are: Engemann was born February 19, 1936, and comes from Highland Park, Mich.; Butalo was born in Sharon, Pa., November 20, 1940, and Pike is originally from St. Louis, where he was born November 6, 1938.

Engemann was a missionary for two years and now is an elder in the Mormon Church. Butalo is a veteran night club and studio singer and Jim Pike is the one genuine letterman in the group. He excelled in football in high school.

Before organizing themselves into a successful trio, each of the boys had been members of other groups. Engemann and Pike met at Brigham Young University in Utah where they sang at local clubs. They met Tony Butalo a year ago in Los Angeles and decided to try their luck as a trio. The Lettermen had good luck and their first disk (they were then on the Warner Bros. label), "Their Hearts Were Full of Spring," brought them some recognition. Now pacted to Capitol Records, the Lettermen have a hot platter scoring well tagged, "The Way You Look Tonight."



EARL GRANT



Decca Records is the fortunate diskery to have Earl Grant pacted to a recording contract. The talented former school teacher plays the piano and organ with equal skill and possesses a fine singing voice. He has acquired a large following through his many singles and albums, and currently his "Ebb Tide and Other Instrumental Favorites" album is moving up rapidly on both the Top Mono and Stereo LP charts.

Earl Grant was born in Oklahoma City in 1931, the son of a professor. His family moved to Kansas City, Mo., when he was very young, and as a boy there devoted almost all his time to music. In addition to studying the piano and organ, he also learned to play drums and trumpet, and accompanied many church congregations. Later he decided to become a music teacher and attended the University of Southern California as a music major. After graduation he attended many other graduate schools of music.

It wasn't until Grant returned from an Army stint, and he had enrolled as a graduate student at USC, that he began his professional career. To help pay his tuition, he sang in night clubs in the Los Angeles area where he received a great deal of attention and acquired his Decca Records recording contract. Since then Earl Grant has made numerous appearances on radio, films, TV (practically a regular on "The Ed Sullivan Show") and night clubs, including New York's Copacabana.

PROGRAMMING PANEL

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

THE QUESTION:

Is the average disk jockey promotion-minded? (Submitted by Buddy Basch.)

THE ANSWERS:

BUDDY BASCH

Free-Lance Publicist-Writer, New York

No. Maybe that's why they're "average." The proof? I edit "Top Hit Club News" and wrote 25 deejays for material. Two months later, only 4 (16 per cent) were interested enough in their career to answer or have their promotion department reply. Many of my jockey friends are tremendously promotion-minded and jump at every opportunity. Maybe their investment of a little energy in their career is why they're more successful than "the average."



DON BELL

KIOA, Des Moines, Ia.

Disk jockeys concerned with promotions. We realize it is essential not only to growth, but even to survival in the business. Today's promotions are more often station than individual, although some of the latter are used where feasible. Today's disk jockey is either interested in promotions, or not interested, period.



BENNETT S. ROSNER

Manager-Radio-TV Relations
RCA Victor Records, New York

The average disk jockey, whether talented or not, is sold by his radio station to sponsors as a talent. Any talent or performer depends upon promotion to build his name and an audience for his brand of entertainment. A deejay's chief selling point is his style of delivery, plus a loyal audience. Therefore, if the average disk jockey hopes to become a better-than-average talent, he must be promotion-minded.

his style of delivery, plus a loyal audience. Therefore, if the average disk jockey hopes to become a better-than-average talent, he must be promotion-minded.

MANNY KELLEM

National Singles Co-Ordinator
Capitol Records, New York

The average disk jockey is promotion minded, but I don't think he has the time to think about it today with all the new releases coming in and the commercials he has to do. Because he is so loaded, we can't expect him to do our work for us. It is up to the manufacturer and/or the distributors to come up with a great promotional idea, already complete, and then sell the disk jockey on the idea.



VOX JOX

By **JUNE BUNDY**

BLOCK DEBUT: Martin Block, the "daddy of all deejays," came out of a brief retirement Saturday (23) when he started his new WOR, New York, show, "Martin Block's Hall of Fame." Block is heard from 11:15 a.m. to 1:55 p.m. on Saturdays and from 11 a.m. to 2 p.m. on Sundays. Among the recording stars who dropped in at the station to wish Block well on his initial broadcast were Benny Goodman, Tony Bennett, Mitch Miller, Sammy Kaye, Steve Lawrence, Eydie Gorme, Andre Kostelanetz, Glen Gray, Les Paul and Mary Ford.

THIS 'N' THAT: Dave Sennet, program director of WPRO, Providence, is looking for recording talent to appear at a big record hop which WPRO will sponsor for the benefit of the United Fund October 26. The dance will be held at Rhode Island's largest ballroom, Rhodes-on-the-Pawtucket. . . . Bob Kelso, KJAN, Atlantic, Ia., won a cup-cake eating contest which was held by the station as part of its 11th anniversary celebration. Listeners were asked to guess which KJAN deejay would consume the most cup cakes, and how many he would eat.

CHANGE OF THEME: Herb Sheldon—who has a daily hour show on WOR-TV, New York, has signed with WFYI, Garden City, N. Y., to do an 18 hour a week deejay show, starting October 2. He will originate the program from his home in Roslyn, N. Y. . . . A shuffle of time periods at WNBC, New York, resulted in the exiting of Bob Haymes from the station and his 9-p.m. to midnight slot. Jim Lowe—heretofore heard from noon to 4 p.m.—takes over Haymes old-time seg. Another newcomer to the New York scene is Charles Arlington, who joined WNEW last week. Arlington, emcee-king of the Swing Shift Dance broadcasts on the West Coast during World War II, formerly was news director of KFVB, Los Angeles.

Station WDGY, Minneapolis, has revamped its deejay lineup as follows: Stanley Mack, 6-9 a.m.; newcomer Jim Simon, 9 a.m.-noon; T. Thomas Wynn, noon-4 p.m.; Bill Diehl, 4-8 p.m.; Jerry Johnson, 8 p.m.-midnight, and new all-night man John Wayne, midnight-6 a.m. . . . Ronn Terrell Methany (air name Mitch Michael) is the new production director at WOKY, Milwaukee. His 4-8 p.m. deejay show now has highest rating of any WOKY program in the 15-year history of station. New at WOKY is all-night jockey Don Phillips, formerly with WRIT, Milwaukee, and program director Jim Stagg, formerly with KYA, San Francisco.

Station KFRC, San Francisco, celebrated its 37th birthday September 24. . . . Ernie Myers, KOGO, San Diego, was named the "1961 Voice of California" by California State Fair officials, marking the second time the title has been won by a KOGO staffer. Myers' brother is also a deejay—Pete Myers of WNEW, New York. . . . John Mounteer, previously program director-merchandising manager of WTRY, Albany, N. Y., is that outlet's new program manager; while Al Herskovitz has been named to the newly created post of production supervisor at WTRY. Latest jockey to join WTRY is Jack Ryan, new host of "Tri-City Ballroom."

Paul Purtan, ex-WMBR, Jacksonville, Fla., has joined WSAI, Cincinnati in the noon-3 p.m. time period. . . . Another new WSAI staffer is 21-year-old W. Emerson (Dusty) Rhodes, who will serve as community relations director and deejay. Rhodes formerly was a spinner at WOLF, WNDR, and WHEN, Syracuse, N. Y. . . . Robert H. Silverman is new station man-

(Continued on page 14)

YESTERYEAR'S HITS

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

POP—5 Years Ago

SEPTEMBER 29, 1956

1. Don't Be Cruel/Hound Dog, E. Presley, RCA Victor
2. My Prayer, Platters, Mercury
3. Canadian Sunset H. Winterhalter, RCA Victor
4. Whatever Will Be, Will Be, Doris Day, Columbia
5. Honky Tonk (Parts I & II), B. Doggett, King
6. Tonight You Belong to Me, Patience and Prudence, Liberty
7. Fool, S. Clark, Dot
8. Just Walking in the Rain, J. Ray, Columbia
9. Allegheny Moon, P. Page, Mercury
10. Canadian Sunset, A. Williams, Cadence

POP—10 Years Ago

SEPTEMBER 29, 1951

1. Because of You, Tony Bennett, Columbia
2. Cold, Cold Heart, Tony Bennett, Columbia
3. World Is Waiting for the Sunrise, L. Paul-M. Ford, Capitol
4. I Got Ideas, T. Martin, RCA Victor
5. Come On-A My House, R. Clooney, Columbia
6. Loveliest Night of the Year, M. Lanza, RCA Victor
7. Whispering, L. Paul, Capitol
8. Too Young, Nat King Cole, Capitol
9. Because of You, L. Baxter, Capitol
10. And So to Sleep Again, P. Page, Mercury

RHYTHM & BLUES—Five Years Ago—SEPTEMBER 29, 1956

- | | |
|---|--------------------------------------|
| Let the Good Times Roll, Shirley and Lee, Aladdin | Fever, Little Willie John, King |
| In the Still of the Night, Salfins, Ember | Rip It Up, Little Richard, Specialty |
| Sweet Little Angel, B. B. King, Kent | Sili, L. Baker, Atlantic |
| When My Dreamboat Comes Home, F. Domino, Imperial | See Saw, Moonglows, Chess |
| | It's Too Late, C. Willis, Atlantic |
| | Bad Luck, B. B. King, Kent |

CONGRATULATIONS NARA DJ's!

For a job well done at your most successful Convention
at the Sheraton-Cadillac Hotel in Detroit, Sept. 8, 9 and 10.

Many thanks for your unanimous acceptance of the young artists
who were honored to have played a part in your Convention, and
additional thanks to Bill Cook for an excellent job of emceeing.

LINCOLN CHASE ■ BUZZ CLIFFORD
DON COVAY & THE GOODTIMERS
ARETHA FRANKLIN ■ ERMA FRANKLIN
MARTY HILL ■ DOROTHY JONES
JUNIOR LEWIS ■ TONY ORLANDO
JUDEE PERSIA ■ TEDDY VANN ■ BOBBY VINTON

COLUMBIA  &  RECORDS

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VOX JOX

Continued from page 12

ager of Friendly Frost's new FM station WTFM, which will debut next month with an all-stereo programming format. Silverman formerly served with WQXR and WBAI-FM, both in New York City, and more recently helped organize ABC's Manhattan FM flagship WABC-FM.

Veteran broadcasting exec-deejay Hal Moore has been appointed radio production manager of WRCV, Philadelphia, replacing Fred Harper who resigned that post to become program manager of WPBS-FM, Philadelphia. Moore formerly served as program director of WNEW and WCBS, New York. He first worked at WRCV (then KYW) in 1953 as a deejay. He returned to the Philly station in April, 1961. . . . Richard Bieser, ex-manager of WNFT, Terre Haute, Ind., has joined WJHI, Terre Haute, as radio production director. . . . Oaky Miller, former Philadelphia and Camden, N. J., deejay, returned from a spell in Los Angeles to resume his school studies at Temple University in Philadelphia with graduation in sight next February. He will stage record hops after school hours.

TEXAS: Mickey Mitchell is the new all-night jock at KONO, San Antonio. . . . Virgil Dixon, ex-KHUL-FM, Houston,

RCA Generators In Stereo Stations

NEW YORK — RCA's stereo generator for regular stereo broadcasts is now used by 11 FM stations and more than 25 other out-

lets have placed orders for equipment. Canadian stations are also becoming stereo broadcast conscious. Station CFRB-FM, Toronto has already started stereo broadcasting, using an RCA generator, and at least six other Canadian FM stations will follow suit before the year's end.

is new nighttime staffer at KVIL-FM, Dallas. . . . William L. Miles has been named general manager of KITE, San Antonio. . . . Larry James is new chief announcer at KAPE, San Antonio. . . . George Lester has returned to KTSA, San Antonio, after a five-month stay in Seattle. . . . New program chief at KHUL-FM, Houston, is Randolph H. Wands. . . . Bill Mack has returned to KXYZ, Houston, in the midnight-to-dawn time period.

Del Clark has left WIND, Chicago, after two and a half years with that outlet, and will enter the free-lance field on a full-time basis.

THIS 'N' THAT: Veteran deejay Freeman Hover (don't have new station letters) was in Manhattan last week en route from Canada to Denver. Sorry we missed him. . . . Hal Davis, general manager of KORL, Honolulu, is building ratings and deejay performance with a contest, whereby the first KORL jockey to reach a 6 rating in Hooper or a 7 rating in Pulse receives \$1,000 bonus. . . . Ken Capurso, librarian at WHYI, Springfield, Mass., reports that the outlet has started to air "The Top Pop Records of the World." Once every hour the station plays a top hit of the world as part of its Top 40 format.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Buddy Records, 500 Locust Street, Marshall, Tex., has available deejay copies of Jim Hadley's new release, "Girl" b.w. "Night Bird," both penned by Zeb Turney. Put your request on your station's letterhead. The Buddy label has just signed two new artists to its recording staff, Joe Richie, of El Paso, Tex., and Jerry Sims, of Modesto, Calif. Richie's initial release on the label, "Let Me Not Be Wise" b.w. "Across the Bay," is due out in three weeks, with Sims slated to follow shortly thereafter with two instrumentals, "High Ball" and "My Last Chance."

Johnny Daume, director of country music and farm programming at KOJM, Havre, Mont., who spins a country music seg bearing his name over that station 8-11 p.m., Monday through Friday, reports that c.&w. music is still the hottest thing in Montana these days, even though they've had frost three nights in a row. "The chicks, and even the cats, are eating the corn right out of our hands," mimeographs Johnny. Daume further reports that he and the Mrs. took delivery September 7 on a brand-new hillbilly named Kathryn Lynne. This gives them a mixed quartet—two boys and two girls. . . . Deejay copies of the new release by Mack Wilburn and the Candy Mountain Boys on the Britestar Records label are available by writing on your station's letterhead, to Ray Guyce, Britestar Records, in care Station WVMC, Mount Carmel, Ill. Ditties are "Give Me the Key to Your Heart" b.w. "I Can't Love Enough for Two."

Dan J. Mechura asks that all deejays not already serviced by his Allstar Records firm drop him a line to Box 626, South Houston, Tex. He is presently compiling his new mailing list. . . . Country jockeys not receiving regular service from Toppa Records are asked to write to Slick Norris, P. O. Box 653, Highlands, Tex. . . . Happy Wilson, formerly for three years with Station WBHP, Huntsville, Ala., and prior to that for 23 years with WAPI, Birmingham, has stashed away his records for the time being to represent Central Songs, Inc., in Nashville. He gets his mail at P. O. Box 1406, Nashville.

WBZ Celebrating 40 B'casting Yrs.

BOSTON — Westinghouse station WBZ here last Tuesday (19) observed its 40th birthday with appropriate ceremonies in both Boston and Springfield, where its affiliate, WBZA is located.

On the anniversary date, 5,000 guests of WBZ Radio, attired in styles of the Twenties, attended a birthday party emceed by WBZ personality Carl DeSuzo along with a review highlighting moments of the Ziegfeld Follies and other performers of the period.

Highlights of the affair were broadcast over WBZ Wednesday at 11 p.m. WBZ points out that although station KDKA in Pittsburgh began broadcasting November 2, 1920, WBZ's license was the first to be endorsed with the word "broadcasting."



RSI RECORD ALBUM SERVICE INCLUDES ALL THE TOP LABELS!

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

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

Six different record services available

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



"SPOTLIGHT" singles

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

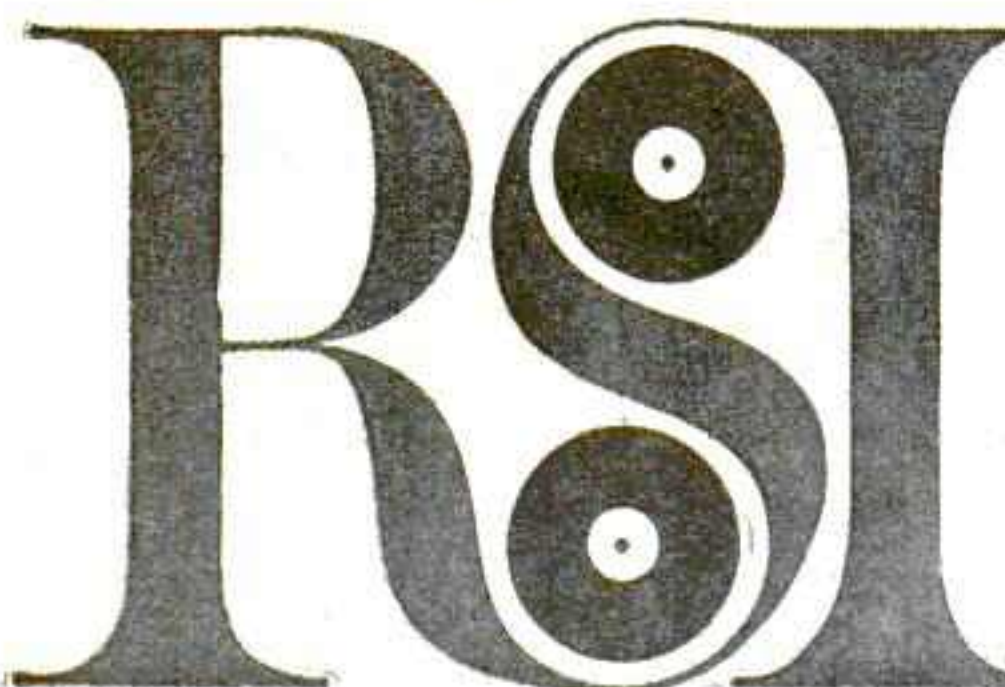


"SPOTLIGHT" albums

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

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

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



RECORD SOURCE, INC.

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

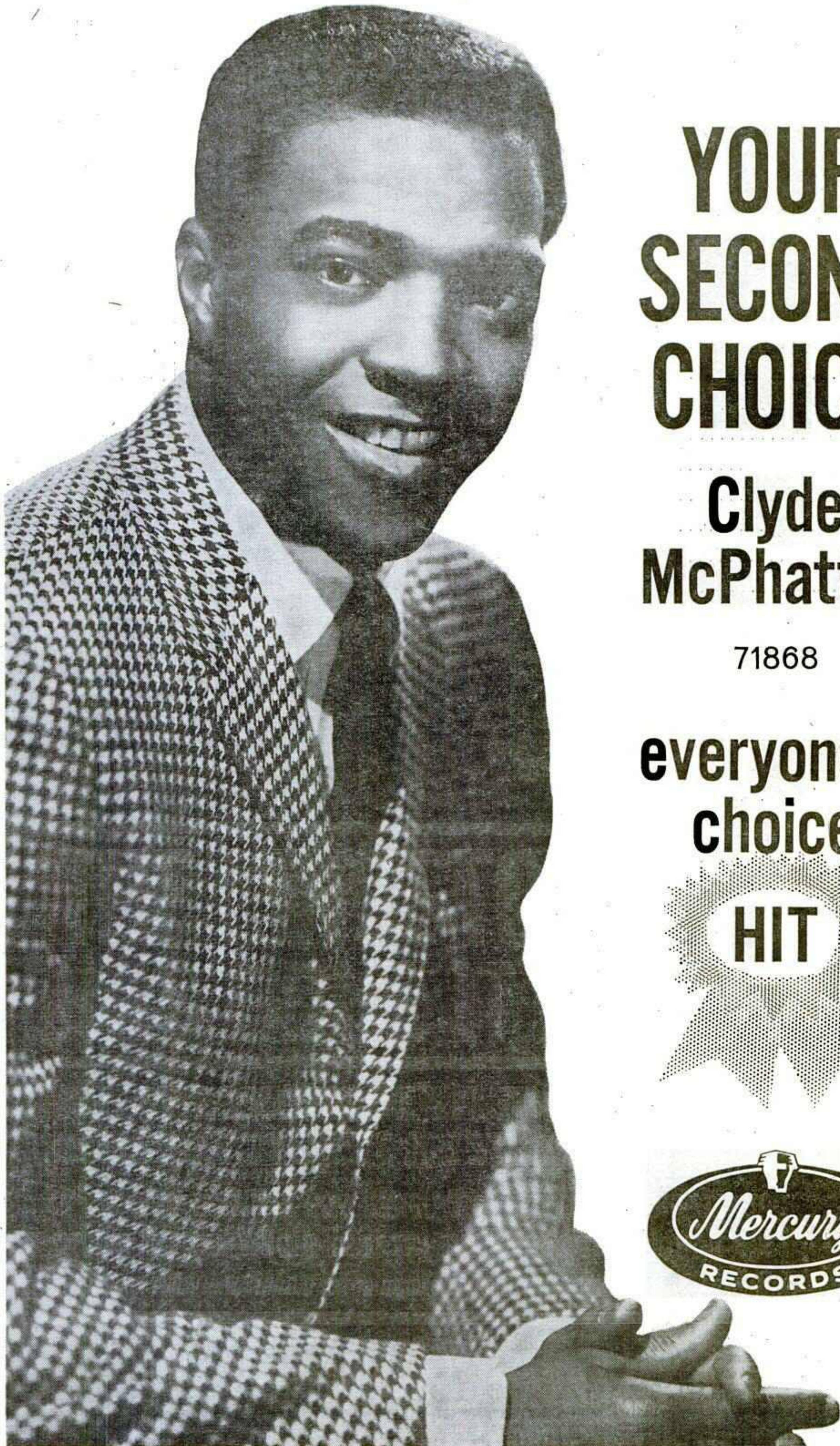
Singles	55 Wks.	18 Wks.	Albums	18 Mos.	4 Mos.
"Hot 100"	<input type="checkbox"/>	<input type="checkbox"/>	"Popular"	<input type="checkbox"/>	<input type="checkbox"/>
"Easy Listening"	<input type="checkbox"/>	<input type="checkbox"/>	"Classical"	<input type="checkbox"/>	<input type="checkbox"/>
"Country" Music	<input type="checkbox"/>	<input type="checkbox"/>	"Jazz"	<input type="checkbox"/>	<input type="checkbox"/>

Station Call Letters: _____ Attention _____

Company Name _____

Address _____ City _____ State _____

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



YOUR SECOND CHOICE

**Clyde
McPhatter**

71868

**everyone's
choice**



BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

BEST SELLING TRANSISTOR RADIOS

Position This Issue	Position 6/26/61 Issue	Brand	% of Total Points
1	2	Magnavox	17.5
2	1	Zenith	15.4
3	3	RCA Victor	12.6
4	5	Motorola	10.5
5	6	Channel Master	5.2
6	8	Toshiba	4.1
7	-	Columbia	3.8
8	-	Sony	3.0
		Others	27.9

BEST SELLING CLOCK RADIOS

Position This Issue	Position 6/26/61 Issue	Brand	% of Total Points
1	1	RCA Victor	33.1
2	3	Zenith	27.6
3	2	General Electric	13.5
4	4	Motorola	9.5
5	-	Westinghouse	3.5
6	8	Philco	3.3
		Others	9.5



Sarkes-Tarzian Sets Special Tape Promos

CHICAGO—A special tape promotion, open to all tape dealers, has been announced by Fred Lucas, sales chief of the Magnetic Tape Division of Sarkes-Tarzian.

The promotion, which will be announced in various consumer magazines in November, will offer a special deal to buyers. For the retail price of two reels of raw tape, plus \$1.49, the customer can get an hour-long, pre-recorded tape combining "Silk, Satin and Strings" and 13 tunes from "Gigi" and "My Fair Lady," in addition to a seven-inch reel of raw tape. Special merchandising aids will be available to dealers.

With Duotone needles, of course. You sell records, magnificent Hi-Fi and Stereo phonographs—all the items to make a customer music happy—but, do you remember to recommend a Duotone needle?

Tell your customers how a worn or imperfectly polished needle ruins expensive records. A Duotone diamond needle is the stylus with the genuine diamond tip that's handset and hand polished to perfect dimensions. What an easy way to easy profits for you.

Write for Free 1961 Duotone Needle Wall Chart.

DUOTONE
COMPANY INC KEYPORT, N. J.

Accessory Girdles Record

NEW YORK—A new record accessory product is currently being marketed by Helm Album Sales of New Milford, N. J. The accessory is called the record saver and is a thin plastic band which fits around the edge of an LP record. It is designed to prevent chipping, scratching and slippage—especially on automatic changers. The accessory comes pre-packed in a bag of seven which retails at \$1.25.

Alexander Buyer Hits Unrealistic Record Pricing

Continued from page 3

smaller dealers sell at similar levels.

"Ordinarily, we run only two or three selected special albums at a time at prices like \$1.84. This causes excitement and traffic. And I can say we never offer such a price as that if we cannot make money on the deal. Our record departments are not in business to lose money."

In defense of another oft-stated charge that discounters offer big name product at ridiculous prices and then don't have copies when the customer is ready to buy, Rosner said, "We have full stock in every store—three or four browser bins full—on any special of the day. I've seen some of this around town but we don't do it and most of them don't."

"Every several months we will have a general, all-label, inventory clearance sale. For a day or two, we'll slash a lot of stuff way down—in other words we'll sort of make our own cut-outs of a lot of the major label stuff that isn't moving. We find that this really pays off. There are many things that won't move an inch at \$3.98, \$3.29, \$2.79 or \$2.39, but drop them down to a fair price like \$1.79 and they really sell like wild."

Price Re-Evaluation

"I think this is reason enough for record companies to re-evaluate their pricing policies. Why should every record automatically be dumped into one of a few arbitrary price categories like \$3.98 or \$4.98? The companies are flooding the market with records. Some of this stuff will absolutely never sell at the so-called list price—never in a million years. I don't see why records can't have a whole flock of different prices. Why should anybody think that some obscure Latin American or international album should have the same value placed on it as a Mitch Miller Sing-Along? It's ridiculous!"

Tells Why

"There is certainly a market for a great deal of stuff the companies release, but not at those non-sensical prices. I know the record companies keep hocking their salesmen on why can't they sell the catalog? I can tell them why. No dealer is going to load up on that stuff because he knows it won't sell at the prices they ask. Give us multi-pricing and we'll sell more albums, and I mean more different albums."

"Speaking of price, I hope the companies will get smart and reduce stereo prices to a realistic level. The extra dollar on stereo deters many potential buyers. When we have one of our clean-out sales, people gobble up stereo like mad. They're hungry for that stuff but they can't afford prices like \$5.98 and \$6.95. Give them a two-day special at \$3.19 and you'll see how they go."

"It's like what we try to tell the local distributors—'Fast nickels of profit are a whole lot better than slow dimes.' The same thing goes for the manufacturers. They have to be realistic and put a realistic price tag on a record. They'll make their profit because they'll sell a lot more of them."

With regard to the singles price situation Rosner feels "the boys downtown" (Goody's, Korvette's, etc.) are silly. "We get 74 cents regularly for all singles and we're making a profit. We're selling plenty at that price."

Although Alexander's offered all singles last Thursday (21) at 49 cents on a one-day only sale, Rosner explains this simply as "creating momentary excitement and traf-

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.

- ANGEL**—Expires September 30, 1961. Started August 14, 1961. Fall program. Dealers qualify by purchasing minimum of 30 LP's. Three parts: New releases and 100 specified titles offered at 20 per cent; 200 specified titles offered at 15 per cent; balance of catalog offered at 20 per cent. Deferred shipping available. See page 3, August 21 issue, for details.
- ARCHIVE-DEUTSCHE GRAMMOPHON**—Expires September 30, 1961. Started September 18, 1961. Ten per cent discount on complete catalogs.
- ARGO-CHESS-CHECKER**—Expires September 30, 1961. Started August 28, 1961. Straight 10 per cent discount on entire LP library, including six new releases.
- CAEDMON**—Expires September 30, 1961. Started September 1, 1961. One free LP for every 10 purchased is offered to distributors. Program covers complete catalog.
- CAMEO-PARKWAY**—Expires September 30, 1961. Started September 18, 1961. Dealer is offered one LP free for every nine purchased on new release and one LP free for every five purchased on nine "proven sellers."
- CAPITOL**—Expires September 30, 1961. Started August 14, 1961. Fall program. Dealers qualify by minimum order of 50 LP's. Twelve per cent special discount instead of normal 2 per cent cash discount on all purchases plus special co-operative advertising allowance equal to 3 per cent of program purchases. See page 3, August 21 issue, for details.
- COLUMBIA**—Extended through September 30, 1961. Started July 10, 1961. Ten per cent discount on new LP releases in addition to complete catalog. See Page 1, July 31 issue, for details.
- DELMAR**—Expires September 30, 1961. Started August 28, 1961. Distributors are offered one free LP for every four purchased. Applies to August and September releases.
- DOT**—Expires September 30, 1961. Started September 1, 1961. 1961 Fall Catalog Program. Buy nine albums, get one free. Plan covers entire LP and EP catalogs, including current releases. See Page 1, September 4 issue, for details.
- ELEKTRA**—Expires September 30, 1961. Started August 22, 1961. Fall plan. Label is offering one free LP for every seven purchased. Program includes complete catalog plus three new releases which includes Ed McCurdy's "The Treasure Chest of American Folk Song," a two record bonus pak priced at \$4.98.
- EPIC**—Extended through September 30, 1961. Started July 10, 1961. Fall Merchandising Plan. Fifteen per cent discount on all new LP releases for August and September plus the catalog. See page 1, July 31 issue, for details.
- KAPP-MEDALLION**—Expires September 30, 1961. Started August 1, 1961. Ten per cent discount on all Kapp new releases plus catalog; 15 per cent discount on all Medallion new releases plus catalog. See page 2, July 31 issue, for details.
- KING**—Extended through September 30, 1961. Started August 1, 1961. Dealer Restocking Plan. One LP free for every five purchased. Special dating plan for orders totaling \$75 or more. See page 3, August 7 issue, for details.
- LONDON**—Extended through September 30, 1961. Started August 14, 1961. Phase 4 Stereo, one free LP for every six purchased. Program covers 12 Phase 4 Stereo and Sound 4 Mono LP series. See page 4, August 21 issue, for details.
- MONITOR**—Expires September 30, 1961. Started August 1, 1961. Ten per cent bonus on all MF, MC and MR series. Additional 10 per cent discount on MC series.
- REQUEST**—Expires September 30, 1961. Started July 31, 1961. For every purchase of 10 Request LP's the dealer may exchange at no charge three LP's of any other label, stereo or mono. LP's purchased under the program may be exchanged through December 31.
- VANGUARD-BACH GUILD**—Expires September 30, 1961. Started September 1, 1961. Fifteen per cent discount on all series except the 9000 Series, including low-price demonstration records.
- VEE JAY**—Expires September 30, 1961. Started August 28, 1961. One free copy of "Exodus to Jazz" by Eddie Harris for every five purchased.
- PRESTIGE**—Expires October 8, 1961. Started August 28, 1961. Dealer is offered two LP's free for every 10 purchased. Program covers International, Bluesville and Swingville series plus new releases.
- MERCURY**—Expires October 15, 1961. Started September 1, 1961. Project Mercury sales plan. Fifteen per cent merchandise discount. Buy 100 albums, get 15 free; deferred billing up to four months where credit qualifies, and 100 per cent exchange privilege. First orders must be placed by September 21. See story this issue for details.
- ROULETTE**—Extended through October 15, 1961. Started August 1, 1961. Qualified dealers are offered 15 per cent discount on all LP's including new releases. See page 4, August 7 issue, for details.
- ABC-PARAMOUNT**—Expires October 20, 1961. Started July 17, 1961. "Fall LP Program." Distributors are offered 12½ per cent discount on all LP purchases. Program covers complete catalogs and new releases on ABC Paramount, Impulse and Chantrelle labels. See page 8, July 3 issue, for details.
- MGM**—Expires October 31, 1961. Started September 25, 1961. Label is offering dealers one free album for every six purchased. Plan covers 16 new releases as well as complete catalog. See separate story in current issue for details.
- TIME**—Expires October 31, 1961. Started September 18, 1961. Series 200 entire catalog is available through distributors at a 10 per cent discount. Special promotion on new September release: "Great Songs From Motion Pictures" in three separate volumes. Available in pre-pak designated Motion Picture Pak, including three of each volume in stereo at full price and one each of the volumes monaural at no charge.
- VERVE**—Expires October 31, 1961. Started September 25, 1961. Label is offering dealers one free album for every six purchased. Plan covers 16 new releases as well as complete catalog. See separate story in current issue for details.
- COLOSSEUM**—Expires November 15, 1961. Started August 15, 1961. "Half Price Victory Sale." \$3.98 LP's to retail for \$1.99. Dealer cost \$1.23, f.o.b., warehouse. Label is owned by Bruno Hi-Fi Records.
- PETER PAN**—Expires December 31, 1961. Started August 15, 1961. Label is offering all of the current seven-inch singles to dealers six for \$1.
- AUDIO FIDELITY**—No expiration date. Started August 1, 1961. One free album for every five purchased on entire catalog, all series included.
- 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.
- WONDERLAND**—No expiration date. Started August 23, 1961. Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.

fic. We lose maybe a half-cent on a record, but it's only a day and we do get the people in the record department. It's a much more sensible way of doing things than that fellow down town with his 'bring this ad in and get a single for 56 cents' routine.

"The same fellow may be in-

terested in knowing we'll be opening soon in Paramus, N. J., right across the street from his Garden State Shopping Center store. That should be interesting. We'll also be opening a big new store at Roosevelt Field, Long Island soon, along with a couple of other new stores," the Alexander's rep concluded.



SECOND WAVE!! breaking now for new sales highs!!



JOHN COLTRANE!!

AFRICA / BRASS
THE JOHN COLTRANE QUARTET
Impulse/A-6 (mono); AS-6 (stereo)



ART BLAKEY*!!

AND HIS JAZZ MESSENGERS
IMPULSE!
Impulse/A-7 (mono); AS-7 (stereo)

*Courtesy of Blue Note Records, Inc.



EVANS / HAYNES / DOLPHY NELSON / CHAMBERS / HUBBARD!!

THE BLUES & THE ABSTRACT TRUTH
Impulse/A-5 (mono); AS-5 (stereo)



MAX ROACH!!

PERCUSSION BITTER SWEET
Impulse/A-8 (mono); AS-8 (stereo)

...IMPULSE!! The new force in recorded jazz!! Breaking through with the second new wave of jazz greats in a new sound show case!! Plus full scale merchandising and point-of-sale programs!! Go with Impulse... destined to be the Hall of Fame for jazzmen!!

The new wave in jazz... feel it on
impulse!
RECORDS
a product of Am-Par Record Corp., 1501 Broadway, N. Y. 36.
STEREO \$5.98 MONAURAL \$4.98

DON'T MISS... FIRST WAVE!!



RAY CHARLES:
GENIUS + SOUL = JAZZ
Poll-topping, hot-selling leader of the Soul Movement.
Impulse/A-2 (mono)
AS-2 (stereo)



**OUT OF THE COOL--
THE GIL EVANS
ORCHESTRA**
Top-selling new concepts in jazz by the New Wave leader.
Impulse/A-4 (mono)
AS-4 (stereo)



THE GREAT KAI & J. J.
J. J. Johnson and Kai Winding swing together for top sales.
Impulse/A-1 (mono)
AS-1 (stereo)



**THE INCREDIBLE
KAI WINDING
TROMBONES**
The great trombone choir sweeps to new jazz... and sales heights.
Impulse/A-3 (mono)
AS-3 (stereo)

EARLY FALL RELEASE!! THE SALES WAVE IS BREAKING!! STOCK 'EM NOW!!

5 & 10 PLUS

Dance Ork Music Swinging Sales in Woolworth Branch

By CAMERON DEWAR

WORCESTER, Mass.—A couple of years ago Mike Hubbard, manager of the Woolworth branch here, decided to focus more attention on the solid citizen who pays \$175 and up for a phonograph, and de-emphasize the importance of the rock and roll set.

Hubbard's system worked out so

Ella Fitz & Frank Take WRCV Poll

PHILADELPHIA — Ella Fitzgerald and Frank Sinatra took top vocal honors in the listener's write-in poll conducted by "Big Band" station WRCV here to determine the most popular recording artists.

Winners of the poll and runners-up in each of the seven categories were spotlighted on WRCV for a full week, starting September 11, with deejays Hal Moore and Pat Landon handling the emcee chores.

In addition to Miss Fitzgerald and Sinatra other winners were as follows: Best Big Band, the late Glenn Miller's Ork (with Ray McKinley as leader presumably), Best Dixieland Group, the Dukes of Dixieland; Best Solo Instrumentalist, Benny Goodman; Best Vocal Group, Ray Conniff Singers; Best Small Combo, Frank Moore Four.

Moore, a local entertainer, scored in his category over George Shearing, the Benny Goodman Quartet and Dave Brubeck. The entire week-long "Music Festival" was sponsored on WRCV by Sylvan Seal Milk, Inc.

WADO Running Spanish Dances

NEW YORK — In a move to reach Manhattan's large Spanish-speaking teen-age audience of the area's Puerto Rican-born residents, Station WADO here is airing record hops on Saturdays from a local Spanish movie theater.

Pepsi-Cola's local bottler, the Metropolitan Bottling Company, is sponsoring the 52-week series, which will be carried by WADO from 1 to 2 p.m. every Saturday afternoon. A Spanish-speaking emcee will preside, and teen-agers will be invited to dance in the aisles and compete for dance contest prizes.

SAHLTY GAGS HIT HECKLER

HOLLYWOOD — A verbal head-on collision between Mort Sahl and a pro-John Birch Society heckler triggered a brawl at the Crescendo here last week.

Heckler: "What's wrong with the John Birch Society? Many congressmen belong."

Sahl: "Since when is that a recommendation for anything?"

Heckler: "Whose side are you on, anyway?"

Sahl: "I'm sure not on your side."

This led to five minutes of Sahlty salvos each of which was punctuated by loud cheers from the audience that packed the Sunset Strip Club. It was climaxed by a haymaker swung at the heckler by an irate ringsider who announced, "I came here to be entertained," after the heckler's retorts took a personal turn.

well that it brought his store from far down the Woolworth league in sales, to fourth out of 235 record stores in New England.

With his interest in a night club, Hubbard could see that mature people were coming out more and more to dance since television had lost much of its appeal.

The patrons especially enjoyed the music of the big band era as played in the club. This was Hubbard's cue. He started catering to this group with the records.

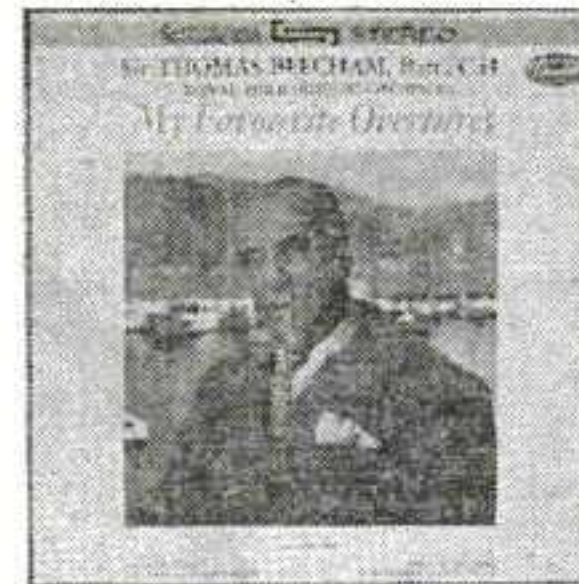
"Goodnight, Goodnight" He evolved a slogan for the record department of the store, "Grange Hall Saturday Night," to promote the big band stuff. Russ Morgan's, "Songs Everybody

Knows," was a start. Jan Garber's "Blue Room" and the music of Grady Martin followed. He ran a gimmick on Jimmy Durante at the piano, and closed the store, which is open from 9 a.m. to 9 p.m. with "Goodnight, Goodnight" as the theme for closing.

He says he played the record at least 200 times, and the record just keeps on selling until it has sold more in the Worcester store than in any other of the Woolworth chain. Hubbard ran a sort of saturation background music plan with eight or 10 records within a period and found that this had excellent effect on sales.

Shopping Center Angle

Hubbard is president of the shopping center organization in which the store is located in downtown Worcester, and he's always on the lookout for angles to put the entire shopping center across. He believes that if customers come to the area, every one of the merchants is bound to reap some



MY FAVORITE OVERTURES — Sir Thomas Beecham and Royal Philharmonic Orchestra, Capitol SG 7251. A striking cover photo in full color of the late conductor attractively set on a white background.



VIKING!—Hollywood Bowl Symphony Orchestra (Murray), Capitol SP 8562. An extremely colorful and imaginative cover in bright shades of purple, pinks and gold. Cover is designed by John Altoon. Attractive item for counter display.

benefit on a percentage basis.

Believing that band music attracts people, Hubbard proved his point to the other merchants by promoting a Scottish pipe band and a fireman's band. He reports

that crowds were never bigger. He thinks that if music is pleasant it will always draw people, but there is a danger with certain types of music, which Hubbard feels only annoys and drives customers away.

OUT NEXT WEEK!

THE BILLBOARD MUSIC WEEK

1962

PHONOGRAPH DIRECTORY

*Tailored to the Record-Phono
Dealers' buying and selling needs!*

This is the Record-Phono Dealers' ONLY

Complete Buying and Selling Guide

LOOK FOR IT IN THE

OCTOBER 2 ISSUE

are you **R**eady?

TWO NOTABLY NOSTALGIC
"A" SIDES FROM *reprise* **R**



FRANK SINATRA



"I'll Be Seeing You"

R20023

B/W



"The One I Love"

(BELONGS TO SOMEBODY ELSE)

ARRANGED & CONDUCTED
BY **SY OLIVER!**

**! HISTORIC!
EVOCATIVE!**

reprise
TO PLAY AND PLAY AGAIN **R**

BRITAIN

Duane Eddy's Latest Side To Be Released on EMI

By MIKE HELICAR
New Musical Express

Duane Eddy's long association with British Decca's outlet from Jamie—London—has been interrupted by a one-shot deal between EMI and American Gregmark!

Throughout his hit career in Britain, Eddy's disks have been issued under the London loggia, but on Friday (22), ironically the second week in which his current "Drivin' Home" was on the move chart-wise, EMI released "Caravan" (Parts 1 and 2) on Parlophone from Gregmark.

Sides were waxed for Gregmark more than four years ago, before his association with Jamie began.

HONG KONG

Tony Brent Saying Hello

By CARL MYATT

44 Mt. Kellet Road, The Peak

Columbia recording star Tony Brent arrived here by air from London during the course of a Far Eastern tour. He was met on his arrival by EMI representative J. D. Finny. While here, Tony made a 30-minute recording for Radio Hong Kong, and displayed his versatility both as singer and musician. After five days in Hong Kong, he left for Australia.

Paul Anka blasted his way back to the top of the Hong Kong Hit Parade with his rendition of "Cinderella." This latest success confirms the opinions of record dealers here who say: "Anything Anka makes is a safe bet for the best seller list here."

Latest releases: "Michael," the Highwaymen (U A); "Wooden Heart," Joe Dowell (Mercury); "Big Cold Wind," Pat Boone (Dot).

- 8 — EL NINO POPIS—Los Crazy Boys (Dimsa)
- 9 7 LUCES DE NUEVA YORK—Sonora Santanera (Columbia)
- 10 10 Y...—Javier Solis (Columbia)

CHILE

- This Last Week
- 1 1 WHEELS—The String-A-Longs (London)
 - 2 3 APACHE—Jorgen Ingmann (Top Rank)
 - 3 2 DANCE ON LITTLE GIRL—Paul Anka (Polydor)
 - 4 — LITTLE DEVIL—Neil Sedaka (RCA)
 - 5 — RUNAWAY—Del Shannon (London)
 - 6 6 IT'S NEVER TOO LATE—Fresia Soto (RCA)
 - 7 — SOMEONE ELSE'S BOY—Connie Francis (MGM)
 - 8 9 NATURE BOY—Bobby Darin (CRC)
 - 9 — RAINDROP—Dee Clark (Top Rank)
 - 10 8 YOU CAN HAVE HER—Ray Hamilton (Polydor)

PERU

- (Courtesy La Presna, Lima)
- This Last Week
- 1 2 LAS HOJAS VERDES—Alfonso y Fernando (Virrey); Brother's Four (Columbia)
 - 2 3 LIMENA SOY—Monna Bell (Virrey)
 - 3 1 FINE ESTAMPA—Los Chamas (Sono Radio)
 - 4 4 LITTLE DEVIL—Neil Sedaka (RCA); Gustavo Hit Moreno (Sono Radio)
 - 5 6 LA BALADA DEL ALAMO—Roy Baxter (Philips)
 - 6 — MOCHITA—Sonora Sensacion (Sono Radio); Niko Estrada (Smith)
 - 7 — QUIERO AMANECER—Los Llopis (Virrey)
 - 8 9 CARA DE PAYASO—Antonio Prieto (R.C.A.); Gustavo Hit Moreno (Sono Radio)
 - 9 5 MOLIENDO CAFE—Xiomara Alfaro (Sono Radio)
 - 10 7 SUNSET STRIP—Roy Baxter (Philips)

JAPAN

La Chunga's Hit Momentum

By TEN KATTORI

Yokohama Correspondent

The year, which opened with the "Dodumpa" and continued fruitful with imported Latin rhythms including "Pachanga" and "Sucu Sucu" seems headed for its peak this fall with the latest rhythm known as "Chunga." The craze for chungu originated by Perez Prado is a mixture of the samba and mocambo and will be on the pop front here this fall. "Let's Dance Chunga," the first disk in this rhythm, has already appeared on the local chart. It was released last month by Nippon Victor.

The Japanese diskery now is releasing another LP featuring Prado with 10 chungu beats written by the artist and will promote it by giving a "Chunga Dance" course to the public. Nippon Columbia and Toshiba have also made local recordings in the rhythm. Planning more similar product are Nippon Victor and Polydor.

According to the announcement recently disclosed by Japan Phonograph and Record Association, the first six months of this year has shown a considerable increase in manufactured records, valued at more than 5,445,000,000 yen (\$15,120,000) from over 14,260,000 copies. The figures for manufactured copies and for volume were increased 40 per cent and 44 per cent respectively over the same period of the last year. Compared with the preceding six months, the figures were up 4 per cent in units and in volume.

The Japanese diskeries manufacturing non-local LP's are: Nippon Columbia, Nippon Victor, King, Toshiba, Nippon Gramophone, Teichiku, Westminster, Nitchiku and Shinsekai.

NORWAY

British Stars Shine in North

By ESPEN ERIKSEN

Verdens Gang, Akersgaten 34, Oslo

A remarkable rise in the popularity of British singers is taking place here, to the point where they account for four of the positions in the Norwegian Top 10. The most recent addition is Helen Shapiro, whose "You Don't Know," now in third position, is threatening the reign of Ricky Nelson's "Hello Mary Lou," which has been in the No. 1 slot for 10 weeks.

Four of the five most recent newcomers to the Norwegian chart are British. The others are: Cliff Richard (No. 2), "A Girl Like You" (Columbia); Helen Shapiro (No. 3), "You Don't Know" (Columbia); John Leyton (No. 7), "Johnny, Remember Me" (Top Rank), and Petula Clark (No. 10), "Romeo" (Pye).

Three other British stars are in lower positions on the chart, these being Eden Kane (16), Acker Bilk (17), and Tommy Steele (21).

Norsk A-S Philips, which in Norway represents the Philips and Fontana labels and also issues American Columbia on the Philips label, this week started distributing the records from the Brodrene Johnsen firm. The contract will run for a year, and if there is mutual satisfaction, it may be prolonged.

The record labels Philips thus will take care of in addition its own include Mercury, Pye, Pye International, Vox, Fonit, Amadeo, Cetra, Rondo and Tono.

GERMANY

W. German Record Exports Show Marked Upward Hike

By JIMMY JUNGERMANN

102 Ismaninger Street, Munich 27

West Germany's record exports are increasing. Back in 1954, 2.2 million German records were sent to 78 countries. In 1960, this was up to 11.2 million records sent to 106 countries all over the world, or 17 per cent of the complete West German record production. Top honors go to stars like Lolita, Caterina Valente, Vico Torriani, Will Glahe, Ivo Robic, Bert Kaempfert, Lale Anderson, Alfons Bauer, and Ilse Werner.

Talent Tours

Papa Bue and His Viking Jazz band are touring Germany. The band will play in 28 German towns until the end of October. Guest star of the band is American clarinetist Ed Hall. . . . An international show package is on tour in Germany from September 29 'till October 22: Munich's Max Greger big band, Austria's Lolita, U.S.A.'s Gus Backus, Sweden's Lil Babs, Europe's top jazz singer Inge Brandenburg, Germany's Ted Herold, Udo Jurgens, and Peter Steffen. . . . Composer-arranger Peter Mosser ("Morgen") visited Munich to produce new records for Metronome, returned to his home in Ascona, Switzerland.

CZECHOSLOVAKIA

Swiss Wins Pop Music Test

By MILOS KACHNIC

Kremnica, Czechoslovakian S.S.R.

The annual Polish International Pop Music Competition, held in the small resort city of Sopot (population about 30,000) drew entries from about 20 Western as well as Eastern European nations, and the top honors went to the Swiss star, Jo Roland. He sings for the West German Ariola label. Germany's Ralf Bendix came in third, in this "Concourse International de la Chanson."

Sopot also holds one of the few jazz festivals in the Eastern nations. Dedicated to the policy of encouraging interest in the presentation of jazz in Europe, the jazz festival offers new and traditional forms of jazz from overseas countries as well as authentic samples of the Polish variety.

Spot is admirably located for this purpose. At the shore of the Baltic Sea in Northern Poland near the seaport of Gdynia, Sopot is a beautiful and cosmopolitan little resort colony and holiday spot which is likely to attract increasing numbers of Western tourists for the music festivals in future years.

The growing importance of the Sopot jazz festival is evidenced by the current release on the Polskie Nagrania label of three LP's from the 1956 festival and four from the 1957 festival, both of which were among the best. This year's festival also was recorded and should provide solid sales material for the jazz market.

No information has been released thus far concerning deals for release of these disks on any Western labels.

Releases from the 1956 festival include disks by the Z. Wichareg Jazz Ensemble, vocals by El Charlie, the Hot Club of Melomani, Germany, the Dave Herman Jazz Band, the Comedy Sextet and the A. Kurylewicz Jazz Band.

The 1957 festival releases include sides by William (Big Bill) Ramsey, the Riverside Syncompators, the Spree City Stompers and the Hot Club of Melomani again.

By BRIGITTE KEEB

Music Editor, Automaten-Markt

Six recordings of "Melodie Poesie," (German rights held by Progress Music-Melodie der Welt, Frankfurt) from the pic "Aimez-vous Brahme?" starring Ingrid Bergmann, Anthony Perkins, Yves Montand, to be shown for the first time in Germany this month, are already on the German market: vocal versions with lyrics by Kurt Feltz sung by Dalida (Ariola) Greetje Kauffeld (Polydor) Bob Azzam (Ariola), instrumental versions by Helmut Zacharias (Polydor), Jacky Noguez (Pop), Ferrante and Teicher (United Artists).

Billy Vaughn's Gold Disk

Arthur Waizenegger, director of Teldec, the German distributor of Billy Vaughn's Dot recordings, issued here under the London label, expects that the artist's international hit "Wheels" will reach the million mark in Germany by the end of November. Although no longer in a high chart position, more than 1,000 are still sold daily. The firm plans to invite Vaughn, who causes much attention here currently with his latest title "Berlin Melodie," to come here to receive his Golden Record.

To the States

Bent Fabricius, director of Metronome Records, has left for a three-month business trip to the U.S.A. Besides visits to the firm's American partners, Atlantic and Prestige, he intends to meet with other jazz labels, to expand repertoire and make market observations.

Ingman Becomes Producer

Danish guitarist Jorgen Ingman has taken over the work of a chief producer for Metronome's recording studios in Copenhagen covering all the recording work there. His latest Metronome single, "Anna," is currently a best seller here.

Changes

Former Philips recording star Celine has changed over to the Ariola label starting with the titles "Willst du mein Sweetheart sein" (Do You Want to Be My Sweetheart) and "Dixie Danny's Doodle Band."

Sonet, distributed by Metronome here, currently is preparing the German debut of Dario Campeotto, one of the most famous artists of the Scandinavian market with German lyrics. His greatest success up to now, "Angelique," is said to have had the highest sales of the past five years in Scandinavia.

New Singles

Teldec is to issue the first German sung titles by Connie Stevens: "Man soll sich so schnell nicht verlieben" (One Shouldn't Fall in Love So Quick) and "La le lu," as ("Calcutta") evergreen. . . . Fred reported earlier a Heino Gaze Bertelmann, formerly with Electrola, where he had his greatest hit, "Der lachende Vagabund" (The Laughing Vagabond), has cut his first titles with his new recording firm, Polydor: "Hey, Hallo Susanne," German version of "Hey, Good Lookin'."

Polydor is introducing a new talent named Jonny with a German version of the new U. S. hit, "Does Your Chewing Gum Lose Its Flavor," very successful here several years ago, and now coming from Great Britain in the Lonnie Donegan version, too. The new German version is titled "Meine Freundin heisst Marlene" (My Girl Friend's Name Is Marlene). . . . Ralph Maria Siegel is releasing "The Object of My Affection" by the Helmut Weglinski Sextet on his Jupiter label.

FRANCE

Frenchmen Are Taking to the Twist

By EDDIE ADAMIS

92 quai du Marechal Joffre
Courbevoie (Seine)

Pathe-Marconi is doing a great promotional campaign on "The Twist," which was first introduced in France by Chubby Checker's record issued here from Cameo. The first French singer to present the new dance is Richard Anthony (Columbia) who just waxed "Let's Twist Again." This twist campaign will surely put more emphasis on rock and roll, which is certainly to remain as the "best selling rhythm" in France for the next few years.

This trend is proved every week by new contracts set by all major labels. Barclay has signed three new r.&r. groups, Vince Taylor and his Playboys (formerly on Parlophone), Les Pirates, and Les Satellites.

French rock and roll idol Johnny Halliday, a Vogue discovery, one of the top sellers on the teen-age market, is now on Philips. His first

record on that label will be comprised of "twist" material.

The Musicians' Union has raised by 10 per cent the salary of recording musicians and transport expenses for their instruments. The salary for a three-hour recording session will be 55 new francs instead of 50, as previously.

Film Music

Barclay issued an EP by Joe Reisman including the two principal themes of the U. S. pic, "The Guns of Navarone." . . . On the UA label, distributed by Barclay, a new EP by Ferrante and Teicher, comprised of four famous film themes.

Following recent talks, Artec-Odeon will continue the distribution of Vee Jay Records in France. . . . Barclay Records will distribute the South American labels Copacabana and Alegre. Half a dozen records have already been marketed.

HOLLAND

Artone Doing Cadence PR

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

Paul Visser, Artone's publicity manager is working out a notional campaign to promote Cadence artists Eddie Hodges, Johnny Tilton, the Chordettes, Andy Williams, and the Everly Brothers, for whom a special re-release of all time favorites are planned. Archie Bleyer recently appointed Artone as Cadence distributors for the whole Benelux territory.

Agram Phonographic Industries has become the largest independent record manufacturer in Benelux. The firm is a division of Artone Gramophone, and has purchased a second pressing plant located in Zandvoort, Holland. Plant will be installed with Artone's unique push button system.

German singer Freddy Quinn has recently recorded his two latest German successes in Dutch. They are "In Zijn Dromen" (So viel Traume) and "Het Verlangen Was Groot" (Wenn die Sehnsucht nicht war). These two songs, as well as "I'm Gonna Knock on Your Door" very successfully sung by the Candy Kids in English and John Lamers in Dutch, have been published by Belinda Amsterdam L.C.

MEXICO

Seek New 'Melody' Mexican Release

RCA Mexicana urged Dot to send tapes of "Berlin Melody" by Billy Vaughn for immediate release here. . . . RCA Italiana sold 30,000 copies of Antonio Prieto's hit "La Novia" (recorded in Mexico), which is also the title of an Argentinian picture, starred in by Prieto. Teldec will issue the song from its original tape in Germany, and Columbia issued its first American version with Anita Bryant under the title of "The Wedding."

. . . Gamma-Hispavox recorded with Xavier Vega "Besos por telefono" (Kisses on the Phone) by Paul Anka and "Campana rota" (Broken Bell) by Teddy Randazzi.

Roberto Yanes, star ballad singer of Columbia Argentina, will appear for the first time in Mexico toward the end of the month in a TV show and a night club. . . . N. N. Selasco, president of Sicamericana of Buenos Aires, spent a few days in Mexico on his way to the States, where he will acquire new stereo equipment for his studio and visit

NEW ZEALAND

HMV Alertness Nets Eddy 'Caravan' Disk

By FRED GEBBIE
Box 5051, Auckland, N. Z.

HMV has taken over the distribution rights to Duanne Eddy's "Caravan." The Viking Company announced some time ago that they had sole rights to press this disk and distribute it here, but, HMV, quick off the mark, negotiated with the parent company in the States and has come out a winner.

Howard Morrison (local boy now in Australia) will return to appear with the Everly Brothers in concert, along with top pop singer Toni Williams. Howard's Quartet has a potent release in a cover of the top U. S. hit "Michael" which appeared on this market three days before the famed original Highwaymen version was released here. . . . A recent survey shows that Connie Francis is the most popular record artist in New Zealand. She is followed by Elvis Presley and then England's Cliff Richard. . . . The Kingston Trio left their mark here. There are no less than eight vocal groups here presenting folk music in the Kingston manner. The best of these is the Coachmen Trio, soon to appear on records and already favorites on the night club circuit.

Top-selling Columbia Artist Helen Shapiro's English hit, "You Don't Know," released this week. . . . Eddie Hodges' London disk, "I'm Gonna Knock on Your Door," has shot into No. 2 top selling single slot for HMV, closely followed by Del Shannon's "Hat's Off to Larry."

New on London this week are U. S. hits, "Tossin' and Turnin'" by Bobby Lewis, "Pretty Little Angel Eyes" by Curtis Lee, "Yellow Bird" by Arthur Lyman (Vogue release), and "Spring Fever" by the Velvets.

Nowadays to assure sales, record companies print on their dealer release sheets "This Recording Has Been Purchased by the N. Z. Broadcasting Service," which means that it will get some air time. Consequently, dealers buy only if this is guaranteed, so if a top hit is rejected all the charts in the world won't make the dealer buy stocks. The Lever Hit Parade is still recognized as the top hit maker in the country.

A minor record label will represent the news side of Cash Box here, unlike BMW's policy of no association by representatives with record concerns. Octagon record man John Ewing will supply local record news and cover other company releases.

The Frank Sinatra label Reprise is probably the most sought after label at present; everybody is waiting for the news of distribution rights in the area.

LP News

Kiwi rock artist (now residing in Australia) Johnny Devlin has a very potent LP out for Festival entitled "Real Nervous." Devlin toured N. Z. twice to record houses before leaving for Australia, he's got property there and will be for many years yet. . . . RCA releasing the Limelitters LP this week "Tonight-In-Person."

the Dot, Vanguard and 20th Fox companies which he represents in Argentina (besides Fonit and Hispavox). After a visit to Los Angeles he will stay from September 25 on at New York's Taft Hotel.

Alfredo Diez, president of Codiscosa Columbia, where he represents EMI Capitol and Musart, brought to Mexico the tapes of his first stereo recording of typical of that country's dances, which will be issued by Musart on an LP. . . . The new offices of the artistic department of Discos Columbia De Mexico are located at Londres 240, Mexico 6, D. F.

EMI to Release Eddy's Latest Side

• Continued from page 21

in next month for brief major TV exposure under a deal being worked out by Sydney Grace of the Grade Organization. One of the two will be booked to fly to Scandinavia for a few days in mid-October for concerts, and will undertake TV here on the way back. . . . Nina and Frederick topped the Paladium TV show last week (17) prior to lengthy cabaret and concert tour. . . . Kay Starr arrived (19) for two BBC-TV shows.

Due in New York on October 2 is Jeff Kruger, head of Ember Records International. He has set up meetings with 20th Fox — with whom Kruger has a contract deal — Syd Nathan of King Records, Commodore's Milt Gabler, Buddy Kaye, Jimmy McHugh and Rondo Records. . . . Van Johnson, currently starring in "Music Man" at the Adelphi Theatre here expects to leave the cast soon after Christmas to return to the States where a Broadway role is being lined up for him.

Morty Craft of Warwick and Seven Arts Records, here recently for talks with Fred Jackson who runs the Tin Pan Alley group of companies, has arranged for Jackson to handle his Yukon and Selma Music firms here. First numbers include "Nag," currently at No. 64 in the Hot 100 by the Halos and "Well-A, Well-A" by Shirley and Lee. Another of Jackson's new

companies is Jaymond Music with RCA composer-MD Ray Martin. Firm will cover the world, excluding America. First big number is "The Miner's Theme," which was specially written for the current RCA world promotion campaign.

Pye Records, newly appointed agents for Reprise in Britain have placed Ian Ralfini in charge of exploitation for Sinatra's disk operation in the U. K. Ralfini, considered to be one of the best upcoming young men in this field also maintains—for the time being—his Piccadilly and Pye-International labels.

Matt Monro, recently back from lightning trip to America revealed last week that when he was in the States an offer was made to him by Reprise. Deal would mean he would record exclusively for Reprise in the States. Monro, whose present U. S. outlet is Warwick is leaving the matter to EMI and Reprise to sort out. When he returns to the States soon for TV and cabaret dates, Monro will be tested for a role in a forthcoming Hollywood film—but details are still secret. . . . Among new releases on Friday were two American hits—both issued on the Top Rank label. They are "School Is Out" Gary (U. S.) Bonds from LeGrand, and "You're the Reason" Bobby Edwards from Crest.

The first releases of stereo LP's recorded by a Decca - developed technique, are being lined up for Britain for 1962—probably in February. The technique is dubbed "Phase Four Stereo," and first waxings were made recently in London initially for the American market, where the first 12 are now cataloged. Artists who have cut albums for the new technique include Ted Heath, Edmundo Ros, Ronnie Aldrich, Johnny Keating, Eric Rogers and Bob Sharples—latter has just been appointed music consultant to ABC Television.

Four songs recorded by Decca's Anthony Newley have been banned from the airwaves by the BBC. They come from his current West End show "Stop the World I Want to Get Off," which is provisionally due on Broadway next fall.

The songs are "I Wanna Be Rich," "Typically English," "Lumbered" and "Nag, Nag, Nag" and are on the Decca LP. They were penned by Newley and Leslie Bricusse when they were in New York earlier this year.

SPAIN

Firms Making Strong Push

By RAUL MATAS

Editor, Discomania
32 Av. Jose Antonio, Madrid

Spanish record companies are getting more concerned about the importance of having a solid promotion campaign to help their artists in this country. Los Fronterizos from Argentina were welcomed by Philips executives when they arrived in Madrid to start a long European tour. Advertising in newspapers all over the country will help this first personal appearance by the group. Argentinian folk songs are being pushed to become as popular as Paraguayan repertoire in Europe. The Paraguayan government always backs its artists with diplomatic credentials.

New Releases

"Brigitte Bardot," the phenomenal hit from the Rio de Janeiro Carnival, is already on the market here sung by Jorge Veiga and launched by "Barclay." "Calcutta," recorded by Luis Arcaraz and his ork from Mexico, is on the Odeon label, while Roulette came out with "Oh Oh Rosie," Rocco Granata's big hit waxed by Lou Monte. On Hispavox, the original MGM "Be My Love" is sung by Joni James.

AUSTRALIA

Festival's Marks Takes World Trip

By GEORGE HILDER

19 Todman Av., Sydney

Fred Marks, executive director of Festival Records, commenced an extensive six weeks world tour on September 11. He will visit Japan, the Continent, England and the United States, during which time he will have discussions on matters pertaining to the Festival's association with its various overseas affiliates.

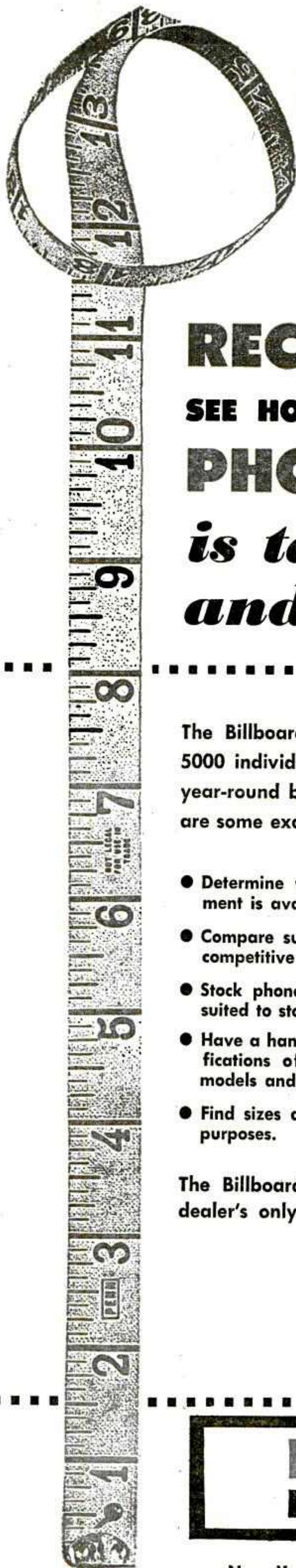
The Australian Record Company has released the first hit single from its newly acquired Acuff-Rose label, Hickory. It was Sue Thompson's version of "Sad Movies" plus "The Bully of the Beach" by Sammy Salvo, and Rusty and Doug singing "Hey Mae."

Another label to join the A.R.C. catalog at the end of October will be Sue Records. Since the initial release last month of the United Artists label, Jim Sutton of A.R.C. stated that both mono and stereo versions of "Golden Piano Hits" by Ferrante and Teicher was proving very popular among retailers throughout the country.

Ban Lifted

Since the announcement that "Claire de Lune" by Steve Lawrence was banned in Australia, the Melbourne Music publishing firm of Allan and Company have decided to lift the restriction of the item. Now, EMI is jumping on the band wagon and rush released their version of the Debussy number "Magic Moon" by the Rays from XYZ label on London. The date of release has been set down for October 5.

Hot singles for release through the EMI group include Heino Gaze's "Berlin Melody" from Dot on London, Bobby Darin's "You Must Have Been a Beautiful Baby" from Atco on London-Atlantic. Shirley Bassey's latest Columbia disk, which is showing big on the English charts, is to be rush released. Sides are "Reach for the Moon" and "Climb Every Mountain." Judy Garland's "Carnegie Hall" album has been set for issue late November.



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SHIRLEY BASSEY IS ON HER WAY

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

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

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

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

Ren Grevatt

From *Billboard Music Week*, Sept. 18, 1961

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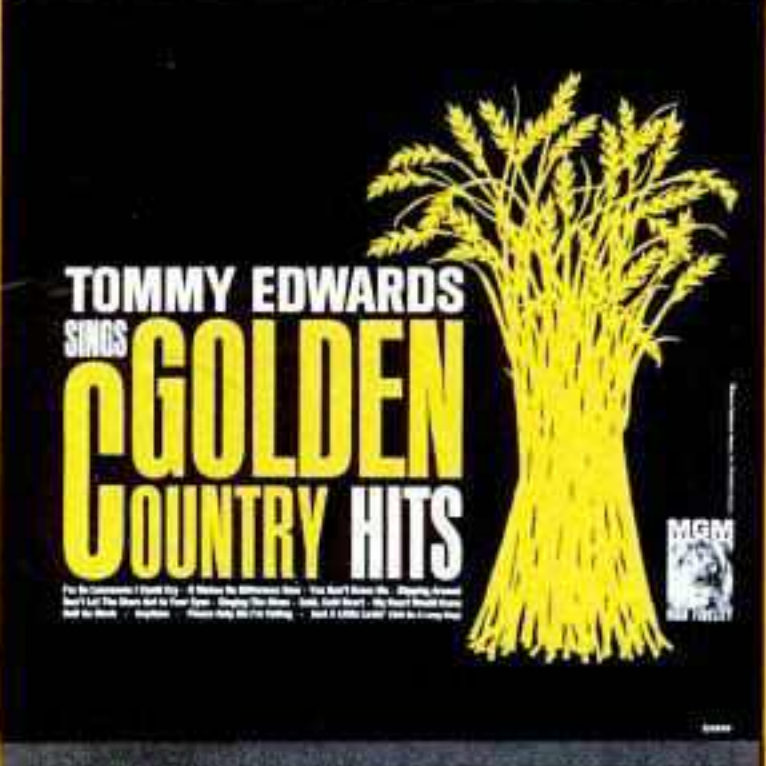
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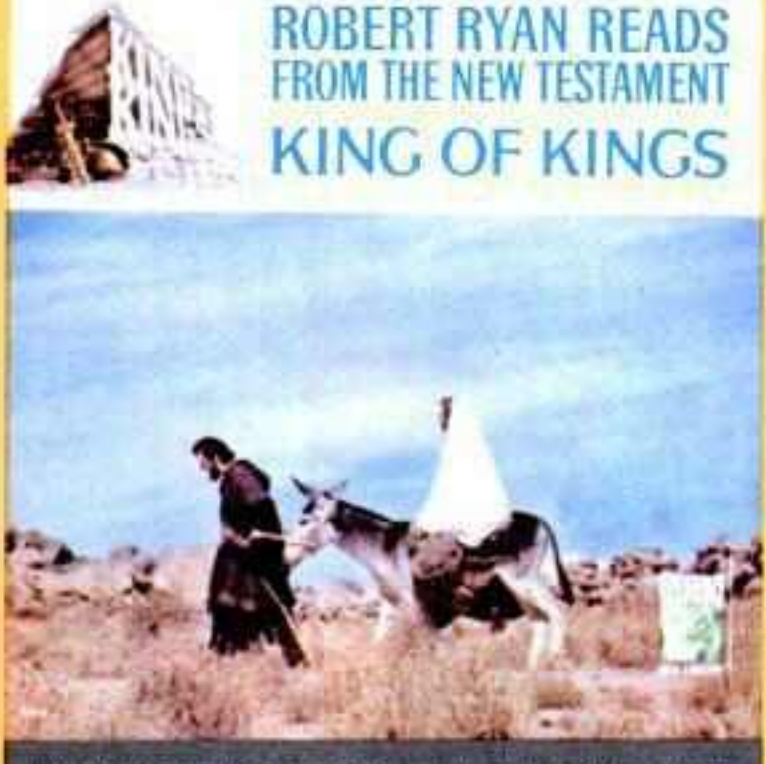
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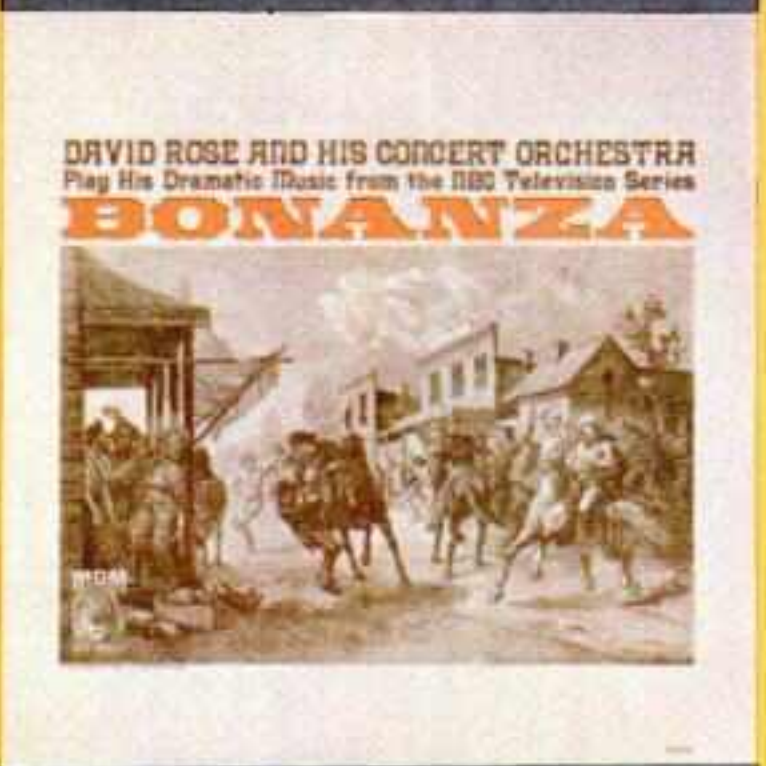
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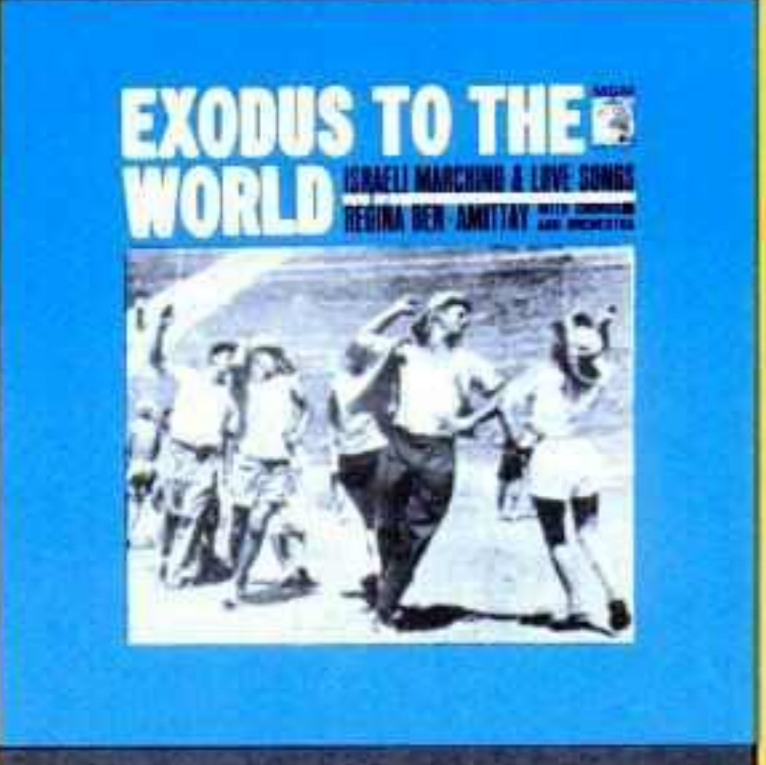
ROBERT RYAN READS FROM THE NEW TESTAMENT KING OF KINGS—Noted actor reads about Jesus. Inspired by the film King of Kings. E/SE3970



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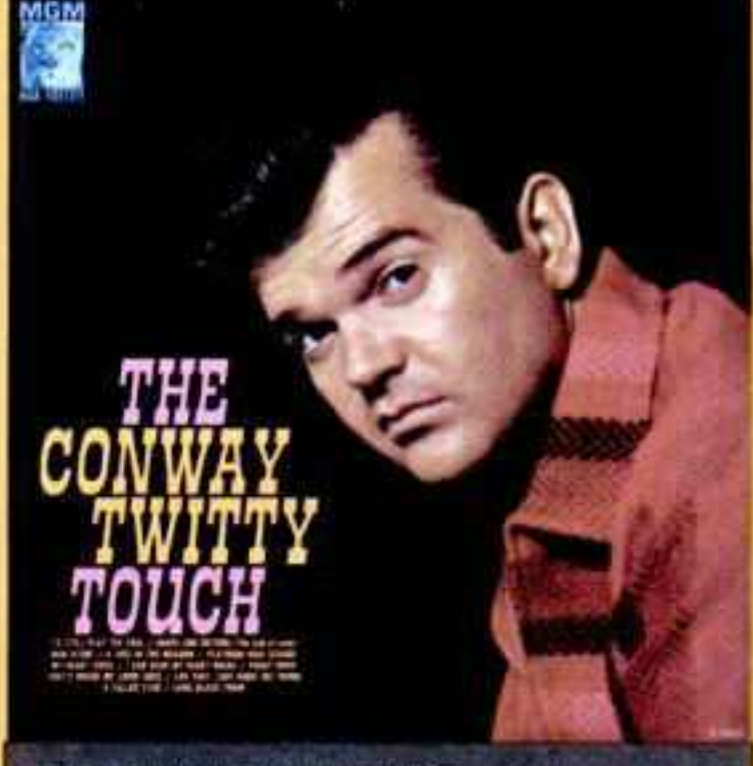
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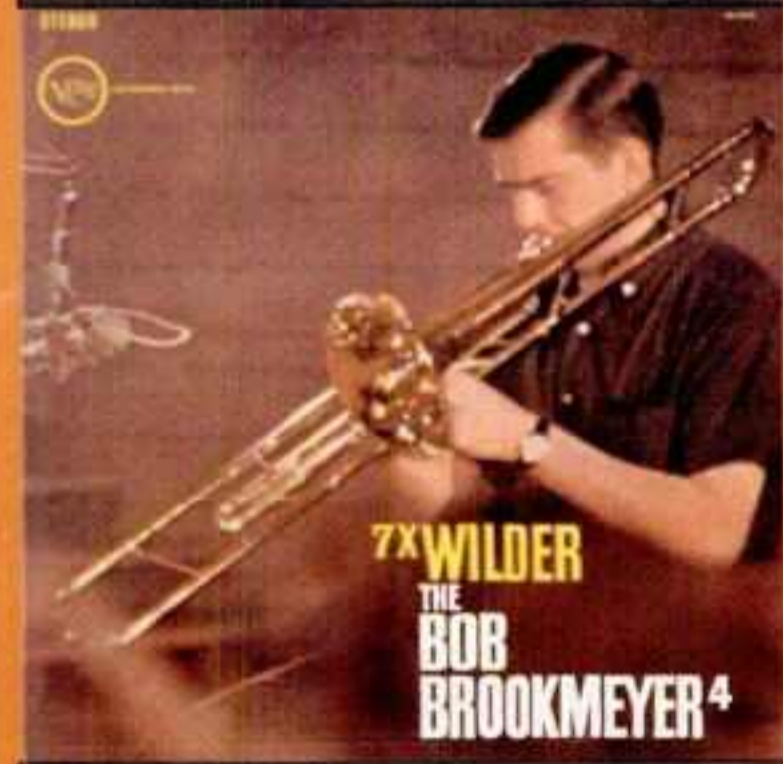
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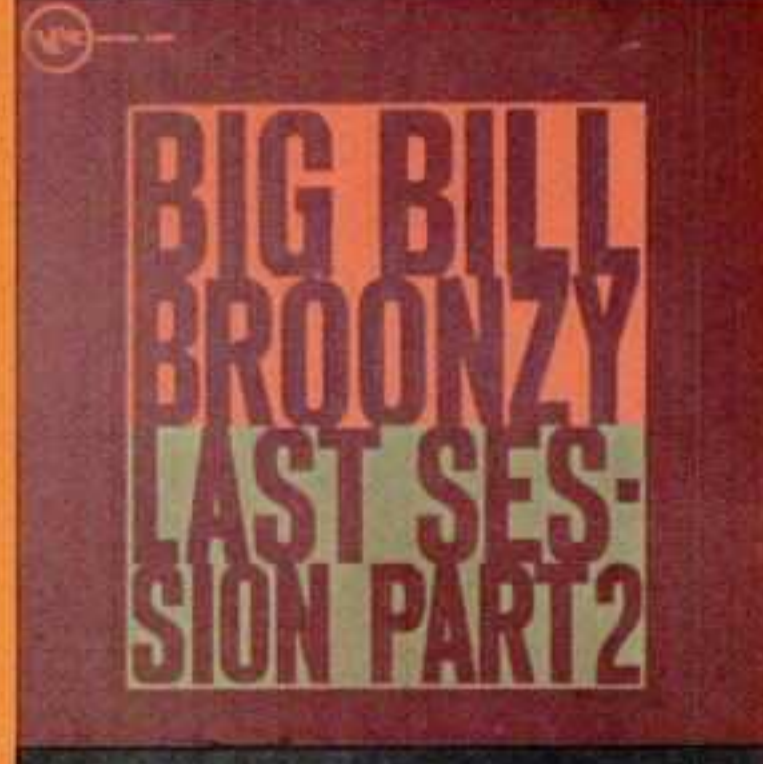
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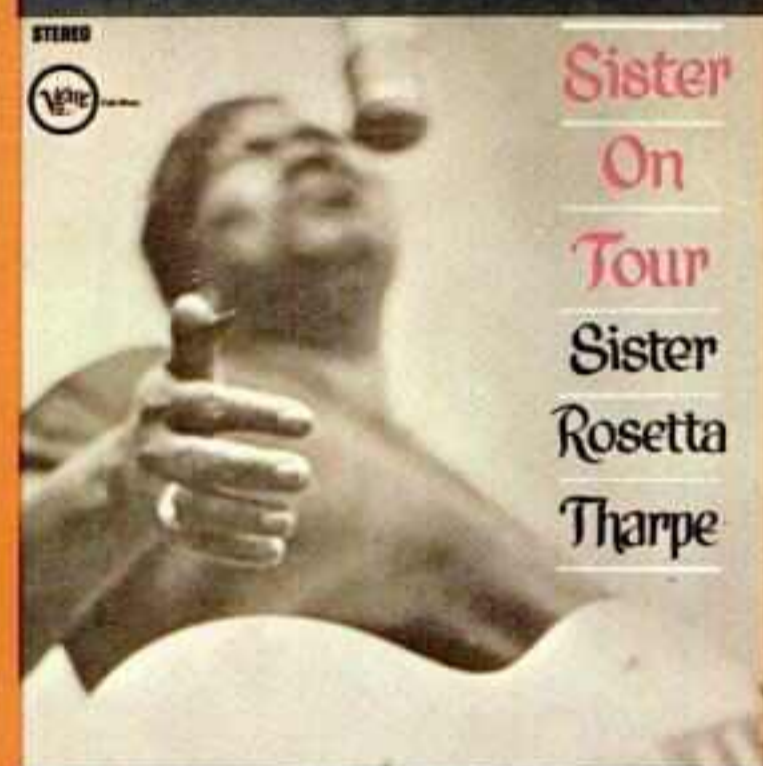
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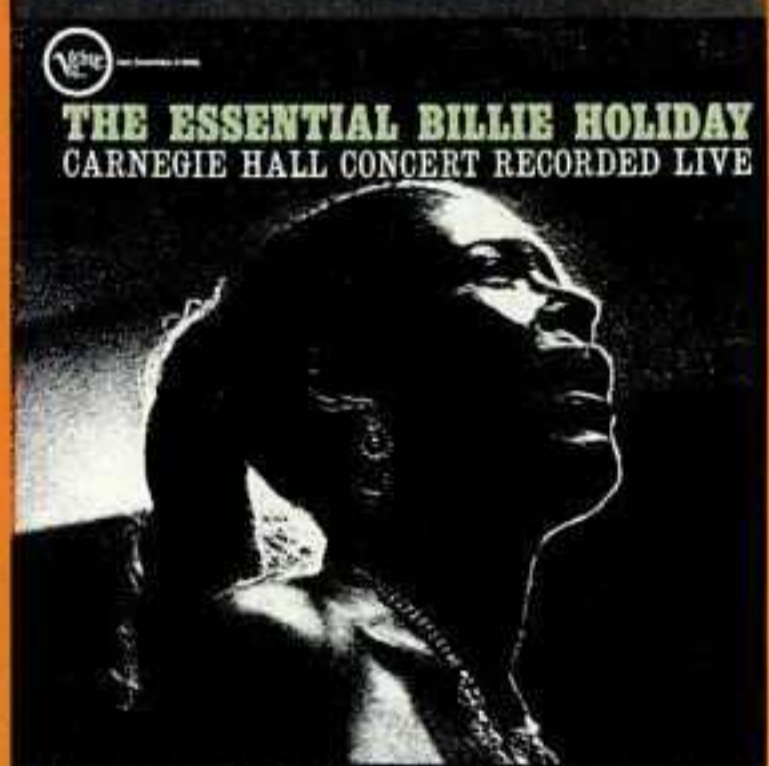


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**BILLBOARD
MUSIC WEEK
EASY LISTENING**

Easy Listening This Week	Last Week	Title, Artist, Label	Wks on Hot 100
1	1	MICHAEL Highwaymen, United Artists 258	12
2	2	(Mario's the Name) HIS LATEST FLAME... Elvis Presley, RCA Victor 7908	5
3	8	MEXICO Bob Moore, Monument 466	7
4	7	MORE MONEY FOR YOU AND ME MEDLEY... Four Tops, Capitol 4599	7
5	5	BIG COLD WIND Pat Boone, Det 16244	6
6	4	HURT Timi Yuro, Liberty 55343	10
7	3	WOODEN HEART (Muss I Denn) Joe Dowell, Smash 1708	14
8	—	THE ASTRONAUT Jose Jimenez, Kapp 409	4
9	6	FRANKIE AND JOHNNY Brook Benton, Mercury 71859	6
10	—	MISSING YOU Ray Peterson, Dunes 2006	9
11	9	I FALL TO PIECES Patsy Cline, Decca 31205	19
12	10	DON'T BET MONEY HONEY Linda Scott, Canadian-American 127	13
13	14	SAD MOVIES (Make Me Cry) Sue Thompson, Hickory 1153	4
14	13	TAKE FIVE Dave Brubeck, Columbia 41479	3
15	11	AS IF I DIDN'T KNOW Adam Wade, Coed 553	10
16	15	WATER BOY Don Shirley Trio, Cadence 1392	11
17	—	IT'S YOUR WORLD Marty Robbins, Columbia 42065	3
18	16	A LITTLE DOG CRIED Jimmie Rodgers, Roulette 4384	4
19	17	TONIGHT I WON'T BE THERE Adam Wade, Coed 556	2
20	—	SAD MOVIES (Make Me Cry) Lennon Sisters, Det 16255	1

**BILLBOARD
MUSIC WEEK
HOT R & B SIDES**

By special survey for week ending 10/1

This Week	Last Week	Title, Artist, Label	Wks on Chart
1	1	MY TRUE STORY Jive Five, Belltone 1006	14
2	3	IT'S GONNA WORK OUT FINE Ike and Tina Turner, Sue 749	10
3	4	BRIGHT LIGHTS, BIG CITY Jimmy Reed, Vee Jay 398	4
4	2	BABY, YOU'RE RIGHT James Brown, King 5524	8
5	5	TAKE MY LOVE Little Willie John, King 5516	9
6	11	DON'T CRY NO MORE Bobby (Blue) Bland, Duke 340	10
7	6	LET THE FOUR WINDS BLOW Fats Domino, Imperial 5764	9
8	17	ONE TRACK MIND Bobby Lewis, Belltone 1012	4
9	16	A LITTLE BIT OF SOAP Jarmels, Laurie 3098	5
10	20	LOOK IN MY EYES Chantels, Carlton 555	3
11	27	HIT THE ROAD JACK Ray Charles, ABC-Paramount 10244	2
12	12	TOSSIN' AND TURNIN' Bobby Lewis, Belltone 1002	18
13	8	LAST NIGHT Mar-Keys, Satellite 107	12
14	9	NOTHING BUT GOOD Hank Ballard and the Midnighters, King 8538	6
15	18	FRANKIE AND JOHNNY Brook Benton, Mercury 71859	3
16	10	I LOVE YOU, YES I DO Bullmoose Jackson, Seven Arts 708	5
17	28	JUST YOU AND ME, DARLING James Brown, King 5547	2
18	7	SAN-HO-ZAY Freddie King, Federal 12428	8
19	19	YA YA Lee Dorsey, Fury 1083	5
20	22	PLEASE SEND ME SOMEONE TO LOVE... Wade Pierson, Vee Jay 389	3
21	25	PLEASE MR. POSTMAN Marvelettes, Tamla 54046	3
22	23	JUST OUT OF REACH (Of My Two Open Arms) Solomon Burke, Atlantic 2114	4
23	—	HUMAN Tommy Hunt, Scepter 1219	1
24	14	MUSIC, MUSIC, MUSIC... Sensations, Argo 5391	7
25	13	AMOR Ben E. King, Atco 6203	6
26	15	I'M A-TELLING YOU Jerry Butler, Vee Jay 390	9
27	26	I WAKE UP CRYING Chuck Jackson, Wand 110	5
28	—	BABY YOU'RE SO FINE Mickey and Sylvia, Willow 23000	1
29	—	SHE PUT THE HURT ON ME... Prince LaLa, AFO 101	1
30	24	I LIKE IT LIKE THAT Chris Kenner, Instant 2229	17

**BILLBOARD
MUSIC WEEK
TEEN BEAT**

Teen Beat This Week	Last Week	Title, Artist, Label	Wks on Hot 100
1	1	TAKE GOOD CARE OF MY BABY... Bobby Vee, Liberty 55254	8
2	12	THE MOUNTAIN'S HIGH Dick and DeeDee, Liberty 55350	9
3	3	CRYIN' Roy Orbison, Monument 447	7
4	4	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bed Post Overnight)... Lanette Donegan, Det 18911	8
5	10	LITTLE SISTER Elvis Presley, RCA Victor 7908	6
6	14	WHO PUT THE BOMP (In the Bomp, Bomp, Bomp) Barry Mann, ABC-Paramount 10237	8
7	2	MY TRUE STORY Jive Five, Belltone 1006	13
8	5	WITHOUT YOU Johnny Tillotson, Cadence 1404	8
9	6	ONE TRACK MIND Bobby Lewis, Belltone 1012	5
10	17	HIT THE ROAD JACK Ray Charles, ABC-Paramount 10244	3
11	—	BRISTOL STOMP Develis, Parkway 827	3
12	7	WHEN WE GET MARRIED... Drummers, SurfTone 102	9
13	15	YOU MUST HAVE BEEN A BEAUTIFUL BABY... Bobby Darin, Atco 6206	4
14	11	IT'S GONNA WORK OUT FINE... Ike and Tina Turner, Sue 749	9
15	—	LET ME BELONG TO YOU... Brian Hyland, ABC-Paramount 10236	8
16	—	BLESS YOU Tony Orlando, Epic 9492	7
17	—	THIS TIME Troy Shondell, Liberty 55353	2
18	18	LAST NIGHT Mar-Keys, Satellite 107	13
19	9	A LITTLE BIT OF SOAP... Jarmels, Laurie 3098	8
20	—	LET'S GET TOGETHER... Hayley Mills, Vista 385	4

**BILLBOARD
MUSIC WEEK
HOT C & W SIDES**

By special survey for week ending 10/1

This Week	Last Week	Title, Artist, Label	Wks on Chart
1	6	WALK ON BY... Leroy Van Dyke, Mercury 71834	4
2	2	I FALL TO PIECES Patsy Cline, Decca 31205	26
3	4	SEA OF HEARTBREAK Don Gibson, RCA Victor 7890	15
4	1	TENDER YEARS George Jones, Mercury 71804	15
5	5	UNDER THE INFLUENCE OF LOVE... Buck Owens, Capitol 4602	8
6	3	MY EARS SHOULD BURN Claude Gray, Mercury 71826	14
7	8	HELLO FOOL Ralph Emery, Liberty 55382	5
8	7	HEARTBREAK U. S. A... Kitty Wells, Decca 31246	18
9	9	I WENT OUT OF MY WAY... Roy Drusky, Decca 31297	3
10	12	WHEN TWO WORLDS COLLIDE... Roger Miller, RCA Victor 7878	17
11	15	BIG RIVER, BIG MAN... Claude King, Columbia 43043	13
12	10	SIGNED, SEALED AND DELIVERED... Cowboy Copas, Starday 559	3
13	20	SUNNY TENNESSEE Cowboy Copas, Starday 552	9
14	18	YOU'RE THE REASON... Bobby Edwards, Crest 1073	4
15	27	DID I EVER TELL YOU... George Jones and Margie Singleton, Mercury 71856	2
16	22	YOU'RE THE REASON... Joe South, Fabrian 21006	5
17	21	COZY INN Leon McAuliffe, Cimarron 4050	6
18	26	HANGOVER TAVERN Hank Thompson, Capitol 4605	2
19	13	SWEET LIPS Webb Pierce, Decca 31249	17
20	11	HILLBILLY HEAVEN Tex Ritter, Capitol 4547	15
21	14	DIGGY LIGGY LO Rusty and Doug, Hickory 1151	6
22	29	IT'S YOUR WORLD Marty Robbins, Columbia 42065	2
23	17	PO' FOLKS Bill Anderson, Decca 31262	6
24	19	BEGGAR TO A KING... Hank Snow, RCA Victor 7869	20
25	16	RIGHT OR WRONG Wanda Jackson, Capitol 4553	9
26	—	HOW'S THE WORLD TREATING YOU... Louvin Brothers, Capitol 4628	1
27	30	JIMMY CAUGHT THE DICKENS (Pushing Ernest in the Tub) Chick and the Hot Rods, King 5537	2
28	24	YOU'RE THE REASON... Hank Locklin, RCA Victor 7921	3
29	23	LOVE ON LOVE, OH PLEASE COME HOME... Don Reno and Red Smiley, King 5520	5
30	—	WALKING THE STREETS... Webb Pierce, Decca 31298	1

SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

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

- CHICAGO**
 -I REALLY LOVE YOU
 Stereos, Cub
 -JOHNNY WILLOW
 Fred Darian, JAF
 -GOODBYE CRUEL WORLD
 Jimmy Darren, Colpix
- LOS ANGELES**
 -EVERLOVIN'
 Rick Nelson, Imperial
 -FARAWAY STAR
 Chordettes, Cadence
 -MAKE-BELIEVE WEDDING
 Castells, Era
 -TOWER OF STRENGTH
 Gene McDaniels, Liberty
- PHILADELPHIA**
 -SUMMER SOUVENIRS
 Karl Hammil Jr., Arliss
 -CAPPUCCINA
 Nat King Cole, Capitol
 -HONKY TRAIN
 Bill Black's Combo, Liberty
 -TOWER OF STRENGTH
 Gene McDaniels, Liberty
 -FOOL #1/ANYBODY BUT ME
 Brenda Lee, Decca
 -TONIGHT I WON'T BE THERE/LINDA
 Adam Wade, Coed
- BOSTON**
 -OLD SLEW-FOOT
 Johnny Horton, Columbia
 -LINDA
 Adam Wade, Coed

- PITTSBURGH**
 -A VERY TRUE STORY
 Chris Kenner, Instant
- ST. LOUIS**
 -RUNAWAY GIRL
 Dion, Laurie
- CLEVELAND**
 -DON'T BLAME ME
 Everly Brothers, Warner Bros.
 -RIDERS IN THE SKY
 Lawrence Welk, Dot
- BALTIMORE-WASHINGTON**
 -SATIN DOLL
 Billy Maxted, K&H
 -SAD MOVIES (Make Me Cry)
 Lennon Sisters, Dot
- NEW ORLEANS**
 -DON'T BLAME ME
 Everly Brothers, Warner Bros.
- ATLANTA**
 -JUST OUT OF REACH
 (of My Two Open Arms)
 Solomon Burke, Atlantic
- HOUSTON**
 -SAD MOVIES (Make Me Cry)
 Lennon Sisters, Dot
- MINNEAPOLIS-ST. PAUL**
 -EVERLOVIN'
 Rick Nelson, Imperial
 -YOUR LAST GOODBYE
 Floyd Cramer, RCA Victor

BEST BUYS IN RECORDS

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

POP

- THIS TIME, TROY SHONDELL.....(Tree, BMI) Liberty 55353
 MISSING YOU, RAY PETERSON.....(Copar, BMI) Dunes 2006
 YA YA, LEE DORSEY.....(Fast-Barich, BMI) Fury 1053
 *SWEETS FOR MY SWEET, DRIFTERS..(Brenner-Progressive-Trio, BMI) Atlantic 2117
 *SAD MOVIES (Make Me Cry), SUE THOMPSON..(Acuff-Rose, BMI) Hickory 1153
 I LOVE HOW YOU LOVE ME, PARIS SISTERS.....(Aldon, BMI) Gregmark 6
 *RUNAROUND SUE, DION.....(Just-Mubon, BMI) Laurie 3110

COUNTRY & WESTERN

- *DID I EVER TELL YOU, GEORGE JONES AND MARGIE SINGLETON..(South Coast, BMI) Mercury 71856

RHYTHM & BLUES

- *HIT THE ROAD JACK, RAY CHARLES....(Tangarine, BMI) ABC-Paramount 10244
 JUST YOU AND ME, DARLING, JAMES BROWN
 AND THE FAMOUS FLAMES.....(Wisto, BMI) King 5547

Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

Pop

FATS DOMINO



ROCKIN' BICYCLE (Travis, BMI) (2:03)—WHAT A PARTY (Travis, BMI) (1:51)—Domino is in his finest showmanly form on both sides of this platter. "Rockin' Bicycle" is a bright rocking item, featuring fine blues piano work. The flip is a lively novelty with solid piano work by Fats. Two sock sides. **Imperial 5779**

WANDA JACKSON



IN THE MIDDLE OF A HEARTACHE (Central, BMI) (2:34)—I'D BE ASHAMED (Central, BMI) (2:34)—Here is a strong follow-up to the country canary's recent pop click "Right or Wrong." "In the Middle of a Heartache" is a plaintive theme, sung with feeling; "I'd Be Ashamed" spotlights a personable thrashing stint on a bouncy country rocker. Solid potential for c.&w. as well as pop. **Capitol 4635**

THE PENTAGONS



I WONDER (Silmo, BMI) (2:25)—Lead singer of the group sells an attractive rocker ballad with feeling over effective ork backing. Group's style is in the Drifter's groove. Could happen both pop and r.&b. Watch it. Flip is "She's Mine (Silmo, BMI) (2:14). **Jamie 1201**

DICK HAIMAN



BLUE MOON OF KENTUCKY (Peer, BMI)—A lightly swinging organ version of "When You and I Were Young, Maggie" in the style of Bill Black and Johnny and the Hurricanes. Sound is bright and the instrumental has a good chance. Flip is "Boss" (Hartwell, BMI). **Horizon 1596**

JIMMY DEAN



BIG BAD JOHN (Cigma, BMI) (3:00)—A folk saga tale on the order of "Sixteen Tons" is talked with flavor and sincerity by Dean over good choral effects. This could turn out to be a big one. Flip is "I Won't Go Hunting With You, Jake" (Hamblen, BMI) (2:48). **Columbia 42175**

LITTLE JIMMY DEE



I SHOULD HAVE LISTENED (Mellin, BMI) (2:35)—I WENT ON (Jeneva, BMI) (2:13)—Little Jimmy Dee has a powerful voice and he uses it to good effect on these two sides. Top side features an interchange of his vocal and chorus effects, on a touching weeper; flip is a blues-based tune with a churchy vocal by Dee. **Infinity 010**

CHARLIE GRACIE



MAKIN' WHOOPEE (Bregman, Vocco & Conn, ASCAP) (2:12)—W-WOW (Murad, BMI) (2:12)—Charlie Gracie has his strongest wax here in a long time. He turns in a wild, rocking gimmicky vocal version of the standard, and on the flip he comes through with a stuttering reading of a novelty blues. Both sides can go. **Felsted 8629**

BOBBY SYKES



ONLY THE HANGMAN (Cedarwood, BMI) (3:11)—I SAW THE LIGHT GO OUT (Cedarwood, BMI) (2:30)—Two standout performances by Sykes. First up is a fine Westernish ballad song set to the melody of "Streets of Laredo," while the flip is a strong weeper ballad with an appealing melody. Two salable efforts and either could go. **Columbia 42160**

BEN E. KING



HERE COMES THE NIGHT (Progressive-Trio, BMI) (2:15)—YOUNG BOY BLUES (Rumbalero-Progressive-Trio, BMI) (2:24)—King can continue his string of hits here. Top side is a slow ballad that gets a virtuoso vocal job with a colorful drum figure in support along with a chorus. Flip is a blues, again on the slow side with a great piano and string backing. Either way. **Atco 6207**

Rhythm & Blues

BETTY JAMES



I'M A LITTLE MIXED UP (Sunflower-Garnet, ASCAP) (2:40)—HELP ME TO FIND MY LOVE (Johnson-Evans, ASCAP) (2:35)—The thrush has a fine, down-home sound, something akin to that of Muddy Waters. Top side finds her in an effective shouting showcase while the flip is a solid, Southern-styled blues. Watch these. The gal is good. **Chess 1801**

(Continued on page 37)



A NEW
1,000,000 RECORD
SMASH

A NEW
1,000,000 RECORD
SMASH

Ricky NELSON

“EVERLOVIN”

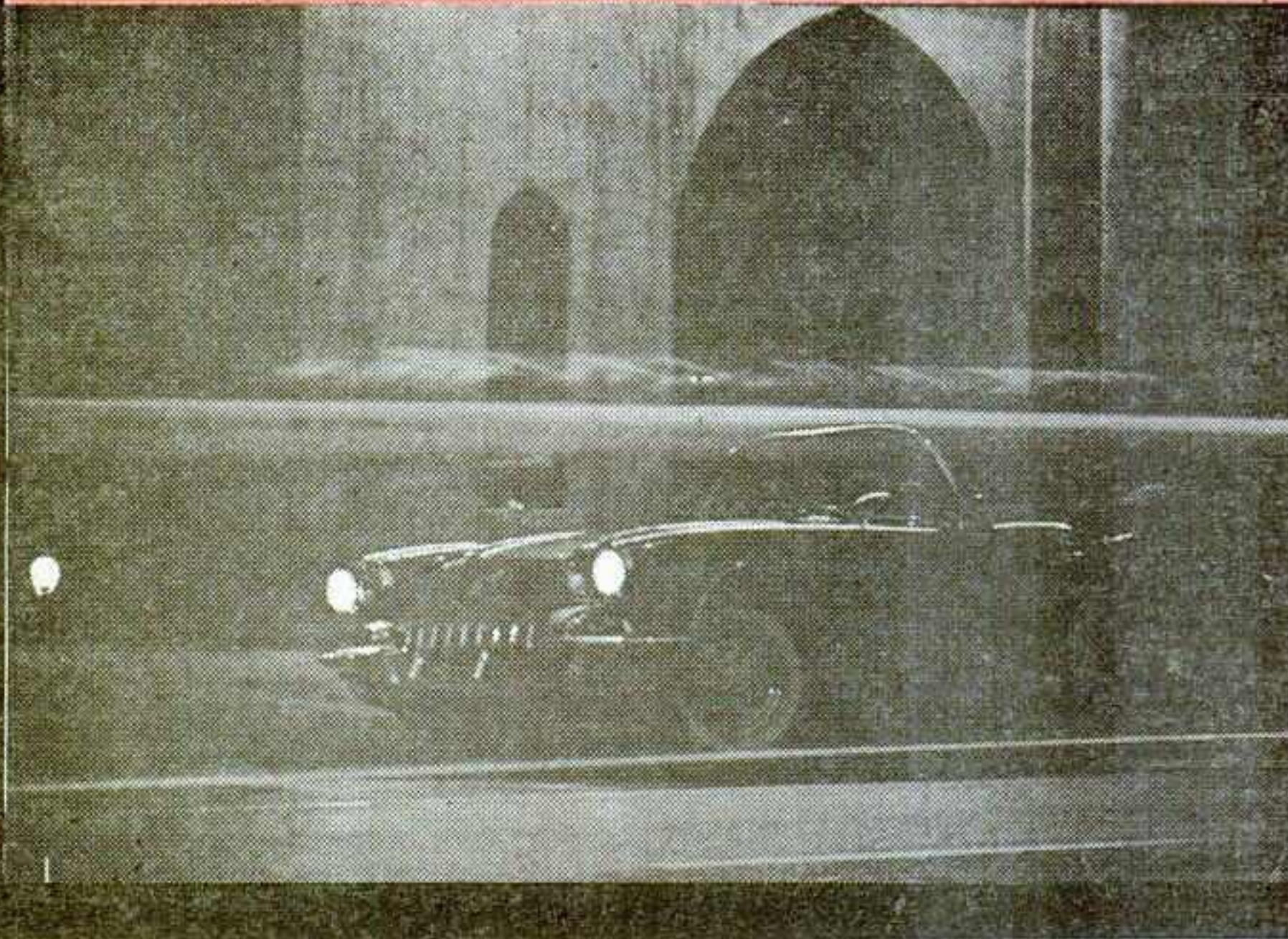
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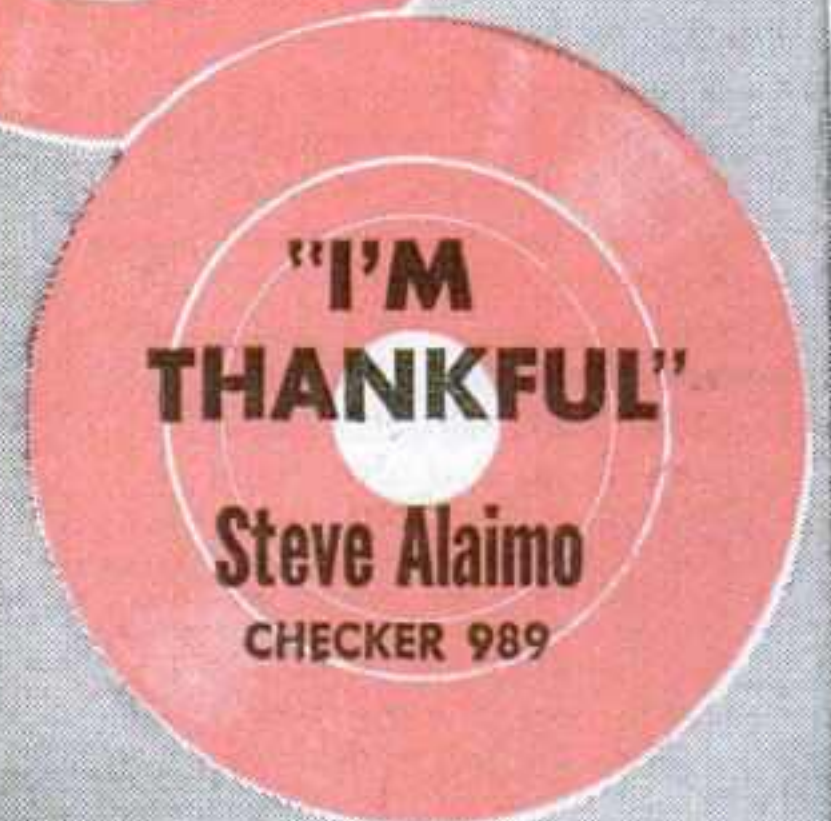
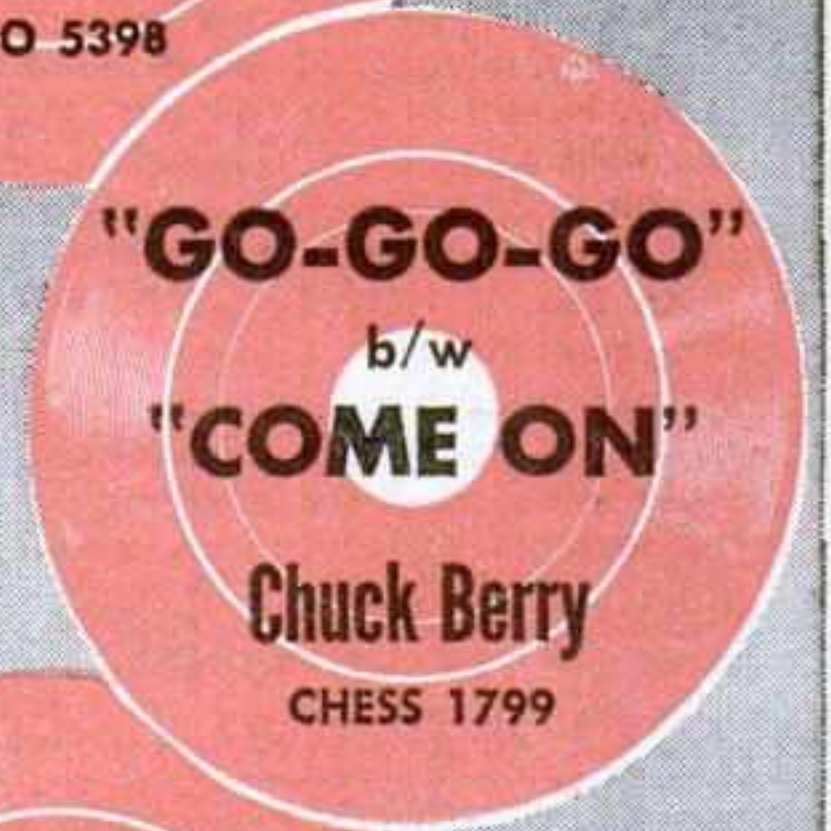
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AND MORE SINGLES' HITS FROM CHESS, CHECKER AND ARGO:



MUSICAL REVIEW

'Kean' a Magnificent Tapestry

It seems to be the fashion this season for new musicals to open as potential hits, and "Kean," which opened this week at the Shubert Theatre, Boston, is no exception. In fact, it has more potential than any yet and is the sort of show that will have reviewers hunting new superlatives.

This study of the great English actor, Edmund Kean, is at once a joyous work of substance, a big, beautiful and tuneful show that combines splendid entertainment with exciting and imaginative theater.

If it is not a factual story of the talented, carousing Kean, who became "The King of London" with his lavish love affairs and his yearning for social status, it is a magnificent tapestry of his time packed with sophisticated dialog spoken by real characters. Perhaps no one could have done it better than Alfred Drake, whose astonishing clever performance here, may well dwarf his previous successes. It is probably the role for which he's waited a lifetime.

This is not to say that "Kean" has no faults. At this point it is much too long, moves a little stiffly in spots, and some of its scenes are overdrawn. Editing will surely fix this.

Some able players support Drake. Lee Verona and Joan Weldon, two unusually handsome young ladies, sing and act superbly, backed by a host of extremely capable people. The music, while highly dramatic and effective, is of the reminiscent type. But it does serve to underscore and illustrate the play and the people. A few numbers will likely emerge as quite popular. Best of the songs is "The Frog and the Grog," a rousing quartet which brought the house down, "Sweet Danger," "To Look Upon My Love" and "Swept Away." Everything about "Kean" has a touch of theater magic, more so than any show in a long time; and there seems to be little doubt that it will settle into Broadway for a substantial stay.

Cameron Dewar.

★ ★ ★

NIGHT CLUB REVIEW

Dick Gregory Showing Growth

Dick Gregory has grown much as a comic since his New York debut at the Blue Angel six months ago. He was mighty good then, but he has improved to such an extent that he must be ranked in the forefront of the new wave of topical, satirical comics. In addition to his up-to-the-moment subjects, his ability to turn a situation inside out to show its essential Alice-in-Wonderland flavor, his ironic and pointed comments on racism here and throughout the world, Gregory has also developed facial gestures and other bits of business to go along with his verbal quickness. They add much to his act. And he seems more sure of himself, softer and yet sharper at the same time.

Gregory, on the night caught during his return visit to the Blue Angel (14), came through with a 35-minute monolog during the second show that had a lot of the audience in hysterics. Not all of it though. There were some walkouts among those who don't appreciate Gregory's type of humor about Negro and white problems. But these were in the minority and didn't fluster the comic.

Gregory's first album on Colpix has turned into a big seller. His new one, to be called "Dick Gregory: East and West," is being cut partly at the Blue Angel, and it would be safe to predict it will be hotter than his first LP.

On the bill with Gregory at the Blue Angel were the Clancy Brothers and Tommy Makem, the young singing group that specializes in Irish folk songs, with a dash of Celtic material from Scotland and Wales. They did fine in their slot, getting good hands from the audience for their attractive arrangements and quality singing approach to an unusual collection of folk songs. At the Blue Angel they will probably never be the top act on the bill, but they are a strong act for the younger, college crowd, especially the folk-oriented.

Bob Rolontz

Andrews Joining Diamond Firm

HOLLYWOOD—Jack Andrews, former co-owner of A & A distributing here, last week joined Diamond Distributing Company as its sales manager. Andrews started A & A two years ago in partnership with Mike Akopoff. (When A & A buckled as a casualty among local distributors, Akopoff left to join Gordon Wolf's Sunland Music.)

Andrews is a disk sales veteran in this area. He entered the business in 1947 as a salesman with Leon Rene's former Exclusive Records' local branch. Two years later, he joined Central Distributing where he remained for 10 years until 1959 when he formed A & A. In joining Diamond, he fills the sales managerial post vacated six months ago by Bill Rogers, but left unfilled, according to Abe Diamond "until we could find the right man."

'Melancholy' Wins Naples Song Fest

ROME—"You Leave Me Melancholy" ran away with the final night's voting by juries all over Italy for the top place in the 9th Naples Song Festival with 230 votes. Aurelio Fierro, who sang and wrote the words and music, is an old hand at winning the Naples event, while the other rendition was by Betty Curtis, who now holds the double distinction of having sung both the San Remo and Naples winners during 1961. Publisher is Zerboni of Milan.

Runner-up was "You Are Like a Little Pigeon" with 143, published by Bixio-Cemsa, Rome, while the next two in order were "All in the Family" with 109 and "Counting the Night Fishing Boats," published by Bonagura, Rome, with 108. The highly regarded "Don't Cry," of which Renato Rascel is co-author, and which he sang, finished fifth with 97 just ahead of "Seronella" with 88, and "September With Me" with 86.

THE NATION'S TOP TUNES
HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING OCTOBER 1

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	TAKE GOOD CARE OF MY BABY	By King-Goffin—Published by Aldon (BMI)	5
2	1	MICHAEL	By Dave Fisher—Published by United Artists (ASCAP)	9
3	16	THE MOUNTAIN'S HIGH	By St. John—Published by Odin (ASCAP)	4
4	6	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (on the Bedpost Overnight)	By Rose-Bloom-Breuer—Published by Mills (ASCAP)	6
5	8	CRYIN'	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	4
6	13	LITTLE SISTER	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	5
7	15	WHO PUT THE BOMP (in the Bomp, Bomp, Bomp)	By Barry Mann-Jerry Goffin—Published by Aldon (BMI)	5
8	7	WITHOUT YOU	By Johnny Tillotson—Published by Ridge (BMI)	5
9	3	MY TRUE STORY	By Adams-Rene—Published by Lescay (BMI)	6
10	4	(Marie's the Name) HIS LATEST FLAME	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	4
11	5	WOODEN HEART (Muss I Denn)	By Wise-Welsman-Twomey-Kaempfert—Published by Gladys (ASCAP)	10
12	11	HURT	By J. Crane-A. Jacobs—Published by Miller (ASCAP)	8
13	-	MEXICO	By Boudleaux Bryant—Published by Acuff-Rose (BMI)	1
14	29	HIT THE ROAD JACK	By Percy Mayfield—Published by Tangerine (BMI)	2
15	10	WHEN WE GET MARRIED	By Don Hogan—Published by Eisher (BMI)	4
16	18	ONE TRACK MIND	By M. Rene-B. Lewis—Published by Lescay (BMI)	3
17	24	YOU MUST HAVE BEEN A BEAUTIFUL BABY	By Warren-Mercer—Published by Remick (ASCAP)	2
18	22	MORE MONEY FOR YOU AND ME MEDLEY	Medley—Various	3
19	14	I FALL TO PIECES	By Harlan Howard & Cochran—Published by Pamper (BMI)	7
20	20	BIG COLD WIND	By Mosley-Elgin—Published by Gil (BMI)	4
21	-	BRISTOL STOMP	By Mann-Appell—Published by Kalmann (ASCAP)	1
22	19	IT'S GONNA WORK OUT FINE	By J. Seneca-J. Lee—Published by Sona & Copa (ASCAP)	2
23	-	LET ME BELONG TO YOU	By Peter Udell-Gary Geld—Published by East-West (ASCAP)	1
24	-	BLESS YOU	By B. Mann-C. Weil—Published by Aldon (BMI)	1
25	-	THIS TIME	By Chips Moman—Published by Tree (BMI)	1
26	27	THE ASTRONAUT	By Dana-Hinckley—Published by Bill Dana (ASCAP)	2
27	28	LAST NIGHT	By Mar-Keys—Published by East-Bias (BMI)	10
28	23	FRANKIE AND JOHNNY	Adapted by Brook Benton—Published by Ben-Day (BMI)	3
29	17	A LITTLE BIT OF SOAP	By B. Russell—Published by Mellin (BMI)	5
30	-	MISSING YOU	By Dale Noe-Red Sovine—Published by Copar (BMI)	1

RECORDINGS AVAILABLE


(Best Selling Record Listed in Bold Face)

1. TAKE GOOD CARE OF MY BABY—Bobby Vee, Liberty 55354.
2. MICHAEL — Highwaymen, United Artists 258.
3. THE MOUNTAIN'S HIGH—Dick and DeeDee, Liberty 55350.
4. DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Over Night)—Lonnie Donegan, Dot 15911.
5. CRYIN'—Roy Orbison, Monument 447.
6. LITTLE SISTER — Elvis Presley RCA Victor 7908.
7. WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)—Barry Mann, ABC-Paramount 10237.
8. WITHOUT YOU — Johnny Tillotson, Cadence 1404.
9. MY TRUE STORY — Jive Five, Beltone 1006.
10. (Marie's the Name) HIS LATEST FLAME—Elvis Presley, RCA Victor 7908.
11. WOODEN HEART (Muss I Denn) — Joe Dowell, Smash 1078; Gus Backus, Fono-Graf 1234; Dave Kennedy, Cuca 1036.
12. HURT—Timi Yuro, Liberty 55343.
13. MEXICO — Bob Moore, Monument 446.
14. HIT THE ROAD JACK — Ray Charles, ABC-Paramount 10244.
15. WHEN WE GET MARRIED — Dreamlovers, Heritage 102.
16. ONE TRACK MIND — Bobby Lewis, Beltone 1012.
17. YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darin, Atco 6206.
18. MORE MONEY FOR YOU AND ME MEDLEY—Four Preps, Capitol 4599.
19. I FALL TO PIECES—Patsy Cline, Decca 31205.
20. BIG COLD WIND — Pat Boone, Dot 16244.
21. BRISTOL STOMP—Dovells, Parkway 827.
22. IT'S GONNA WORK OUT FINE — Ike and Tina Turner, Sue 749.
23. LET ME BELONG TO YOU—Brian Hyland, ABC-Paramount 10236.
24. BLESS YOU—Tony Orlando, Epic 9452.
25. THIS TIME — Troy Shondell, Liberty 55353.
26. THE ASTRONAUT—Jose Jimenez, Kapp 409.
27. LAST NIGHT—Mar-Keys, Satellite 107.
28. FRANKIE AND JOHNNY—Brook Benton, Mercury 71859.
29. A LITTLE BIT OF SOAP—Jarmels, Laurie 3098.
30. MISSING YOU — Ray Peterson, Dunes 2006.

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Reviews of New Albums

the pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.
Continued from page 24

Spoken Word

THE RAPE OF LUCRECE AND OTHER POEMS

Various Artists. Shakespeare SRS 239 (Stereo)—This two-record package of Shakespeare readings includes "Rape of Lucrece" rendered by Richard Burton; "The Passionate Pilgrim," "Sonnets to Sundry Notes of Music," and "The Phoenix and The Turtle" read by Dame Edith Evans and Sir Donald Wolfitt. The Bard's poetry with its extensive imagery and lyricism is projected impressively by all three of the performers under the able direction of Howard Sackler. The package comes with a booklet containing the complete text of the performances. A prime educational tool for classroom use and a solid item for Shakespeare enthusiasts.

Latin American

TRIO LOS PANCHOS

Columbia E 5052 (Stereo & Monaural)—The boys are a sort of standard act in their field—this being their sixth album in Columbia EX series. The songs represent a wide range, from typically Latin rhythm tunes, to a Latinization of "Greenfields," to a tune by the Japanese, composer, L. Hamaguchi. The accent is on a dulcet vocal quality with gentle guitar accompaniment rather than on rhythm itself which qualifies the set for background purposes. It should do well received by fans.

Children's EP

BOZO AT THE CIRCUS

Capitol MAY 3030 (33)—Capitol's famous Bozo has lately been resurrected in its original LP form and here's a companion compact 33 r.p.m. double disk. It's a neatly packaged item, with a colorful 16-page booklet of drawings of circus animals bound in to intrigue little ones while the disk is playing. Can hardly fail to attract.

★★★★ **RAY ELLIS PLAYS THE TOP 30**
RCA Victor LSP 2400. (Stereo & Monaural) — Arranger-conductor Ray Ellis has managed to capture much of the original hit flavor of such tunes as "Michael," "Little Sister," "Hurt," "The Mountain's High," and 16 other recent hits of other artists. At the same time, the arrangements which occasionally use vocals but are mostly instrumental, qualify as fine mood and background wax for both stations and living rooms. Tasteful cover lends more sales appeal.

★★★★ **PEARL BAILEY SINGS THE SONGS SHE LOVES BY HAROLD ARLEN**

Roulette R 25155—Some of the finest songs by that outstanding tunesmith, Harold Arlen, are given Pearl Bailey's distinctive treatment, and the result is a collection that should bring customers flocking. Miss Bailey's way with some Arlen items is particularly refreshing and effective, as with "Come Rain or Come Shine," "For Every Man There's a Woman," "The Man That Got Away" and "Out of This World." Should stimulate strong jockey play and solid sales.

★★★★ **DAVE (BABY) CORTEZ AND HIS HAPPY ORGAN**

Clock SR 60647-C (Stereo & Monaural)—Cortez' infectious organ solo work is spotlighted on a group of bright instrumental—including both originals and standards. The tune line-up spotlights the title theme (Cortez's old best selling single) "Deep in the Heart of Texas," "Red Sails in the Sunset" and "The Whistling Organ." Happy mood wax for jocks.

★★★★ **MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS**

Roulette R 25159—This set should have strong appeal to the teens. It includes 12 sides that were hits as single records. They range from "Gee" by the Crows to Jimmie Rodgers "Honeycomb," "Beep Beep" by the Playmates, "Party Doll" by Buddy Knox, "Why Do Fools Fall in Love" by Frankie Lyman, and "You Talk Too Much" by Joe Jones. Good fare.

★★★★ **SARAH VAUGHAN AFTER HOURS**

Roulette R 52070—There's a distinctly classy sound in this album. Sarah's phrasing is exquisite on such ballads as "My Favorite Things," "Great Day," "Sophisticated Lady," etc. Accompanying her are Mundell Lowe on guitar and George Duviver on bass.

★★★★ **LOUIS ARMSTRONG AND DUKE ELLINGTON**

Roulette R 52074—Fans of both the Duke and Louis should get a kick out of this teaming. The set is informally done with nothing but Louis' small combo and the Duke's piano as background. Quite naturally, all of the tunes played and sung by Louis, 10 in all, were penned by Ellington. Louis' singing of "Mood Indigo," "Do Nothin' Till You Hear From Me" and a number of other tunes, is filled with humor and showmanship. Set also gives much solo space to all the musicians and many will relish the amount of Ellington solo piano work contained on the LP.

CLASSICAL LP'S

★★★★ **STRONG SALES POTENTIAL**

★★★★ **SYMPHONY NO. 8 IN B MINOR AND INCIDENTAL MUSIC TO "ROSAMUNDE"**

Minneapolis Symphony Orch. (Szkrowaczewski), Mercury SR 90218 (Stereo & Monaural)—A most provocative and colorful reading of the popular Schubert symphony by maestro Skrowaczewski, the new young conductor and musical director of the Minneapolis Symphony. The musicianship is of the finest caliber and the tone, pace and color of both the "Symphony No. 8" and the "Incidental Music to 'Rosamunde'" is very well accomplished to provide for an entirely satisfying performance. There are many good stereo versions by name
(Continued on page 41)

LP REVIEW POLICY

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

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

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

SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure. All LP's intended for review should be sent to the **Billboard Music Week Reviewing Panel**, P. O. Box 292, Times Square Station, New York 36, N. Y.

POP LP'S

★★★★ **STRONG SALES POTENTIAL**

★★★★ **SUN'S GOLD HITS**

Various Artists. Sun SLP 1250—Here's a wailing batch of 12 hit Sun records of the past. Teeners now in their 20's and the more youthful devotees of r.&r. will cherish this compendium of such notable disk winners as "Whole Lotta Shakin'" by Jerry Lee Lewis, "Blue Suede Shoes," by Carl Perkins, "I Walk the Line" by Johnny Cash and "Raunchy" by Bill Justis. Accent on oldie material current today is bound to help sales of this top-flight LP.

JAZZ LP'S

★★★★ **STRONG SALES POTENTIAL**

JAZZ FOUR STAR ALBUMS . . .

★★★★ **THINGS AIN'T WHAT THEY USED TO BE (2-12")**

Various Artists. Prestige SV 4001 (Stereo & Monaural)—The two-record set contains two all-star groups composed of top names fondly remembered from the heyday of the swing era. Pretty near all of them are still fine practitioners of their art. Among the better known of the stars are Coleman Hawkins, Pee Wee Russell, Vic Dickenson, Al Sears and Jimmy Hamilton. Ex-Basie trumpeter Joe Newman is most likely the youngest of the members. Each group has a feeling of its own and there is a huge assortment of solos. A fine album for jazz fans who like a touch of nostalgia with their swing.

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● Reviews of New Albums

● Continued from page 40

CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

conductors of both pieces, but given the proper promotion this well made album should be a good seller. Lovely cover should aid sales, too.

★★★★ VIKING
 Hollywood Bowl Symphony Orchestra (Murray). Capitol SP 8562 (Stereo)—This album contains a collection of short works by Norwegian composers, including Grieg, Halvorsen, Sinding, the Jarnefelt. Most of the selections are by Grieg, including "In the Hall of the Mountain King" and "Morning" from "Peer Gynt Suite No. 1," plus selections from "Lyric Suite" and "Lyric Pieces." All of the works are played with spirit by the Hollywood Bowl ork, and the set should appeal to new collectors.

★★★★ MY FAVORITE OVERTURES
 Sir Thomas Beecham; Royal Philharmonic Orchestra. Capitol SG 7251 (Stereo)—The last of the disks recorded by the late Sir Thomas Beecham are now being released, and this one should fare very well. It contains some of the lighter music that Beecham did so well. The collection of overtures features an especially vibrant performance of Berlioz' "Le Corsaire." There are also two by Rossini, "Thieving Magpie" and "La Cambiale di Matrimonio," and two by Mendelssohn, "Midsummer Night's Dream" and "Fair Melusina." Will sell for its value as a memento as well as its music.

SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

COMEDY

★★★★ FOR DOCTORS ONLY
 Oscar Brand. Elektra EKL 204 (Stereo & Monaural)—Another in Oscar Brand's series of songs for specialized fields. There's a lot of gentle ribbing going on here of the customs, mores and practices of the medics in such tune as "Here Comes the A.M.A.," a spoof on the American Medical Association; "Conventional Behavior," a tale of what goes on at medical conventions, etc.; and Brand gives them his usual telling, sly touch. Doctors and a lot of others will get a few laughs from these tunes.

INTERNATIONAL

★★★★ LA VIOLETERA
 Sarita Montiel. Columbia EX 5056—The sound track of the Spanish musical film, "La Violetera," offers a fine opportunity for Uerbian songstress Sarita Montiel to show her style. One of the top stars of Spanish-language cinema, also known for her work in Hollywood productions, her name is enough to stir up sales among her following. Exceptional tracks include the title song (a traditional favorite), a Spanish version of "My Man" and "Core Ingrato." Spanish disk shops should stock.

LATIN AMERICAN

★★★★ DE MANO EN MANO
 Cuco Sanchez. Columbia EX 5055—The wide following of Mexico's famed composer-singer Cuco Sanchez will welcome his third Columbia album. Eight of the dozen selections he sings were written by Sanchez. In all of them he again demonstrates a depth of emotion that is reminiscent of the best in American country music. Latin American specialty stores, especially, should stock up.

★★★★ A GOZAR (LET'S DANCE)
 La Sonora Santanera. Columbia EX 5058—An authentic Mexican recording of Latin American dance music, this set should have a wide appeal among the Spanish-American set in this country. Besides a wide variety of dance tempos in the Latin vein, there are vocals in Spanish by both groups and individuals. Dealers in Spanish neighborhoods should take special note.

SACRED

★★★★ A TALK WITH THE LORD
 Martha Carson. Capitol T 1607—Miss Carson hasn't been around for a spell on disks, but she still has her familiar, full-voiced, dedicated quality. The gal turns her pipes here to a fine selection of sacred and gospel songs like "Hide Me," "Rock of Ages," "Bye and Bye" and "Singin' on the Other Side." Strong wax for the Bible Belt with an interesting cover of the thrush which can attract glances.

SPOKEN WORD

★★★★ 2000 AND ONE YEARS WITH CARL REINER AND MEL BROOKS
 Capitol SW 1618 (Stereo & Monaural)—Carl Reiner and Mel Brooks are back with their somewhat insane humor on this disk, a follow-up to their first disking called "2000 Years." They continue their conversations with the 2,000-year-old man who comments on everything that has happened over past centuries. There are also take-offs on psychiatry, and on poets. Some of it is quite funny, even though there are many low spots. Not humor that will appeal to everyone, aimed mainly at those who like their fun earthy and in the vaudeville tradition.

★★★ MODERATE SALES POTENTIAL

POPULAR

★★★ GASLIGHT '61
 Joe Rapaldi. Guild LES 1001.

★★★ THE FOUR AMIGOS
 Capitol ST 1617 (Stereo & Monaural).

MUSIC AS WRITTEN

● Continued from page 6

Tim Tormey, head of Cosnat Records, will toss a party for press, radio and TV people and record distributors October 9 at the Horizon Room at the Greater Pittsburgh Airport when Rusty Warren opens a two-week stand. . . . John Eastman of KNOB, Los Angeles, has joined the staff of WAZZ, the FM affiliate of WAMO, which has expanded its all-jazz schedule daily from 8 a.m. to midnight. . . . Bob Walshak has joined the staff of Bobtone Records in Pittsburgh.

SPOKEN WORD

★★★ STEPHEN CRANE
 Jared Reed. Folkways FL 9745.

★★★ WHEN I WAS A BOY IN BROOKLYN
 Israel Kaplan. Folkways FG 3501.

INTERNATIONAL

★★★ THE WHOLE WORLD DANCES
 Geula Gil. Elektra EKL 206.

LATIN AMERICAN

★★★ QUE ALEGRE ES MEXICO
 Various Artists. Columbia EX 5059 (Stereo & Monaural).

FOLK

★★★ FRENCH MUSIC AND FOLK SONGS OF LeSUD DE LA LOUISIANNE
 Various Artists. La Louisianne LL 103.

★★★ LUCY STEWART
 Folkways FG 3519.

★★★ TREASURE CHEST OF AMERICAN FOLK SONG
 Ed McCurdy. Elektra 205.

★★★ AFIF BULOS SINGS SONGS OF LEBANON, SYRIA, & JORDAN
 Folkways FW 8816.

★★★ TERREA LEA AT THE GARRET
 Terrea Lea. Valon LPC 1003.

Cincinnati

Local promoter Irv Weinhaus has Victor Borge and his "Comedy in Music," with Leonid Hambro, New York Philharmonic pianist, set for a one-nighter at Music Hall here October 4, with Liberace following at the same spot October 13. . . . Another Music Hall booking has Ella Fitzgerald showing there October 6. . . . Fred Waring and His Pennsylvanians present their new concert feature, "Let Freedom Sing," at Veterans Memorial, Columbus, Ohio, November 2, under sponsorship of The Columbus Dispatch Charities. . . . Set for the Columbus Veterans Memorial October 7 are the Limelights (Lou Gottlieb, Alex Hassilev and Glenn Yarbrough). . . . Record business is still in the doldrums here, especially on the singles end. Recent invasion here by Discount Records, Inc., one of a chain of seven in the nation, with a new and spacious location in the heart of the downtown sector, reportedly has dulled business somewhat among the other record dealers in town. Bill Sachs

Chicago

Earl Horwitz, Capitol branch manager here, has been promoted to district sales manager in California. He'll headquarter in San Francisco. . . . Harvey Goldstein returns to M-S Distributing Company here after a six-month tour with the 5th Army, serving in a radio-television unit. He'll do promotion. . . . It's a double celebration for M-S' Vic Faraci. He was recently promoted to sales manager for the large indie outlet, and Sunday (17) celebrated his 30th birthday. . . . Harry Hoesler, Verve sales rep, was in town previewing the firm's new fall LP program. He huddled with M-S' Milt Salstone.

Mercury purchased the Johnny Guidry master of "A Torch I'll Carry," from Lelan Rogers. It's Guidry's first recording effort and will be released on the Mercury label. The tune is reportedly big in Nashville. . . . Capitol is planning a big press whing-ding for Andy Griffith when he comes to town Wednesday (27) on his current national tour. A novel switch, the party will be given on Andy's train. . . . Jimmy Martin's promo man, Bud Miller, will get a workout when Mantovani comes here in October—part of the artist's regular 2 1/2 month yearly tour. He'll give a concert in Hammond, Ind., Saturday (14); Chicago, Sunday; Milwaukee, Monday; and Green Bay, Wis., Tuesday. He'll also hit the Northern Illinois areas in November. Nick Biro.

MGM Sales Plan Involves 1 for 6 Deal, Promotions

NEW YORK — MGM Records announced new fall selling plans for both MGM and Verve Records last week. A total of 16 new packages are involved, 16 for each label. In both cases special one for six deals are in effect, in which dealers can get one free album of

new releases or catalog merchandise for every six purchased of the same label. Dating plans for one-third payments each on the 10th day of November, December and January, are also being made available.

The Verve release has been categorized into such groupings as "Essential Jazz," "Contemporary Music," "Popular Jazz," "World of Wit" and "Folk and Blues." According to sales chief, Andy Miele, heavy advertising, publicity and promotion is planned for each release, with local co-op advertising also a prominent feature.

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• **Best Selling Sheet Music in U. S.**

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

This Week	Last Week	Title	Publisher (Licensee)	Weeks on Chart
1	1	NEVER ON SUNDAY—Esteem-Sidmore (BMI)		12
2	6	MICHAEL—United Artists (ASCAP)		9
3	2	EXODUS—Chappell (ASCAP)		44
4	7	HEY, LOOK ME OVER—Morris (ASCAP)		35
5	—	GREEN LEAVES OF SUMMER—Feist (ASCAP)		26
6	3	LAST DATE—Acuff-Rose (BMI)		40
7	5	CALCUTTA—Pincus-Symphony House (ASCAP)		39
8	—	YELLOW BIRD—Frank (ASCAP)		10
9	—	MISTY—Octave (ASCAP)		54
10	—	SECOND TIME AROUND—Miller (ASCAP)		15
11	—	SAN ANTONIO ROSE—Bourne (ASCAP)		10
12	—	MY KIND OF GIRL—Hollis (ASCAP)		1
13	—	TOGETHER—De Sylva, Brown & Henderson (ASCAP)		6
14	—	HILLBILLY HEAVEN—Sage & Sand (SESAC)		3
15	14	I FALL TO PIECES—Pamper (BMI)		4

AUSTRIA

Weiss Talks Stress Movie-Record Links

By FRED ZILLER
Mollwaldplatz 1, Vienna 4

International Director Bobby Weiss of the Warner label jetted into Vienna for confabs with WB Records licensee Rudolph Friedmann from Musica, plus the WB film office, and the Music Publishers Holding Corporation sub-publisher in Austria, Hermann Schneider. Talks were keyed around the forthcoming film-disk productions of "Parrish" and "Fanny."

Interesting aspect of the discussions was the stress by Weiss on co-ordination between the record and film arms of WB, and a pointing for future integration of the music side with film activities. As a result of the Weiss visit, special campaigns are being prepared for exploitation of the sound-track LP's on the WB label, plus singles by George Greeley of "Lucy's Theme" and "Allison's Theme," and Morris Stoloff's "Fanny" and "Panisse and Son."

Radio, dealer, press and juke box campaigns will begin six weeks in advance of playdates of the respective films. Weiss left Vienna for a one-night stand in Munich where he was to meet local music personalities and launch the same product for Southern Germany. On September 18 and 19 he met WB licensees in Zurich, Switzerland, as well as local WB film execs and Editions Sidem of Geneva, the MPHIC sub-publishers, to arrange similar disk-film co-ordination.

The Weiss journeys continued on September 19 to London for Decca sales talks on upcoming product, and September 23 to Wiesbaden at the invitation of the Radio Luxembourg Song Festival to attend their German song finals. On September 25, he was to be back in Paris. As one of the local Vienna record dealers stated, "Bob Weiss is really an Ambassador of Music." Local dealers were surprised to meet Weiss personally as he round-robinbed all major retailers for a first-hand look-see at local market conditions, not only checking current sales trend of the competition but also customer favorites from the WB catalog already available in Austria. He also took time to attend a local record hop and talk with Viennese teen-agers, getting in plugs for WB talent.

Int. Record Men Alter Club Name; Appoint Officers

NEW YORK — The newly formed International Record Men's Club has changed its name to The International Record and Music Men's Club, thereby paving the way to open its membership to music publishers and other fields allied to the disk industry.

At the same time, attorney Walter Hofer has been named permanent chairman of the Club for the coming year. Sidney Shemel, United Artists Records' foreign operations chief, and a founder of the organization, will continue as vice chairman, and UA Vice-President Norman Weiser will continue as publicity head.

L. G. Wood, managing director of EMI Records, was the Club's first speaker last week at a luncheon here at the Warwick Hotel. Also at the meet, which pulled an exceptionally large attendance were special guests Mats Bjerke, Stockholm, Sweden, and Bent Fabricius-Bjerre, Copenhagen, Denmark. Both men are associated with Metronome Records. Bjerke heads up the international Metronome organization, and Bjerre is president of the German and Danish companies.

PERU

Latin Americans Form Disk Congress

By HECTOR ROCCA
Galerias Boza 114, Lima

A new organization embracing Latin American record companies was organized at the first Congress of Latin American Record Manufacturers, which was held in Rio de Janeiro, on September 4, 5 and 6. A total of 50 delegates attended from Brazil, Argentina, Peru, Uruguay, Chile, Venezuela and one observer from Ecuador. Due to the political turmoil in Brazil restricting air travel at the time, it was not possible for delegations from Mexico or Columbia to participate, but they are expected to join the new organization.

The association of Latin American diskeries is expected to help manufacturers in this part of the world, a rapidly growing record market, to seek solutions to their problems that will be consistent with those being reached in the United States and other parts of the world.

Official name of the new organization is Federacion Latino Americana de Productores Fonograficos. Permanent office will be in Rio de Janeiro, and a Brazilian delegate, Dr. Henry Jessen, has been named general secretary. First president of the Federacion is Luis A. Aubry,

Octave Records Sets O'seas Deals

NEW YORK — Attorney Harold Orenstein will arrive in Europe next week to set up European distribution for Octave Records. Octave, the Erroll Garner label, so far has no distribution set in Europe, and Orenstein, in addition to his other business abroad, will handle distribution deals for the firm in England, France, Germany and Italy.

Octave Records is distributed in the U. S. by ABC-Paramount, but Octave is not included in the ABC-Paramount product distributed abroad. Orenstein, who has just set up the Canadian and Japanese distribution for the Garner label, is expected to announce all of the foreign distribution for Octave after he returns to the U. S.

WJBR on Stereo FM Air Schedule

WILMINGTON, Del.—Station WJBR here, has been broadcasting FM-stereo since September 1, via test air-runs after 1 a.m., and will shortly set up a permanent schedule of nightly FM-Stereo broadcasts at 7:30 p.m.

The outlet was the first station in the Delaware Valley—and the second in the country—to broadcast FM-stereo back in 1958, according to station manager John B. Reynolds, Jr.

Peruvian delegate from Somo Radio S.A. of Lima, Peru. Next convention will take place in September-October 1962 in Lima.

FINLAND

Multi-Language Disk Industry in Finland

By HARRIET WESTERBERG
Hiihtajantie 6 B 1, Helsinki

Ake Gerhard-Larsson, Swedish publisher and composer, visited Finland during the second week of September. Here he met Harry Orvoma of Scandia-Musiikki Oy, who was his host, and the people at Fazerin Musiikkikauppa Oy.

"Angelique," the Danish tune in this year's Eurovison song contest, is still No. 1 on the Finnish hit parade. There are two additional versions of the song among the Top 20, making it the biggest hit of the year. There are also three different recordings of "Greenfields" on the chart.

Little Gerhard, the former Swedish rock and roll king, who used to sing only in English, has now made his first recordings in Swedish. He was bill-topper last week on a new Finnish TV-program. His appearance was a great success, and his well-rehearsed stage appearance was much above what is usually expected from a rock singer.

Finland's rock king, Jerry, still sings in English. His latest effort is "Wanderin' On" based on "Battle Hymn of the Republic." It has teen-age lyric by local resident Fred A. Fewster. Jerry records for HMV.

The Sinatra and Reprise label will be distributed in Finland by Karusell. Their representative in Finland is Scandia-Musiikki Oy. Cadence will in the future be sold on the Metronome label here. Distributor is Oy Nor-disc Ab.

Dick Whittington, Mercury Record's European manager, will arrive in Helsinki September 21 for business talks with Hans Westerberg of Oy R. E. Westerlund Ab, Mercury licensee in Finland.

Next TV bill-topper here will be Gitte, the 15-year-old Danish teenage favorite, whose recording of "I've Told You Every Little Star" is high on the charts all over Scandinavia.

Finnish artists very seldom sing in Swedish on records although many of them speak Swedish as well as their native language. Kai Lind recently recorded a Swedish version of the old standard "Billy Boy" however, and now John Forfell sings in that language "Helloe Mary Lou." The name is familiar to all Swedes, because John Forfell was one of Sweden's and Europe's greatest operatic singers in the beginning of the century. The Finnish pop singer by the same name is his grandson.

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L. G. Wood Scans Problems & Potential

Continued from page 1

still have a great interest in U. S. pop records, according to Wood, but in non-English speaking territories abroad the popularity of American "pop" material is beginning to wane.

Wood attributed this partly to the fact that after World War II "there was a great hunger for what had been forbidden to the Occupied Territories, and sales of American repertoire soared. "But during the last few years," he added, "there is undoubtedly a tendency for many European countries to swing away to some extent from the American repertoire and toward material of European origin." In line with this, Wood noted that in recent years the biggest hits in some European countries were Edith Piaf's "Milord," and the Italian recording of "Marina."

No Guaranteed Fortune

"I am not suggesting that there is necessarily a dangerous trend," Wood told the meet, "but I do think you would be well advised to face up squarely to the fact that entry into the American charts does not automatically mean a fortune from European markets."

One way of meeting the problem, he noted, is with "national language" records, a reference to foreign language versions recorded by U. S. artists of their own hits for distribution in other countries. Wood specially mentioned "national language" waxings by Presley, Connie Francis, and EMI's own Cliff Richard.

Even in England, though, Wood pointed out, it is becoming increasingly difficult for U. S. recordings "to get the sure-fire success which could be depended upon a few years back." Television—necessitating live appearances by disk stars—is now the major form of exposure for a record artist in England.

Other forms of air exposure in Britain have "severe limitations," reported Wood. "The BBC is almost non-pluggable." Consequently, EMI buys most of its air time on Radio Luxembourg. In fact, EMI Records, Ltd., buys more air time on Radio Luxembourg than any other company. The label's best-known deejays are David Jacobs and Sam Costa. One of EMI's shows, "The Monday Spectacular," is recorded in EMI's reception room in Manchester Square, London. Teen-agers and visiting disk stars are invited to attend, and the taped show is aired the following week on Radio Luxembourg.

Purchase Tax Problem

Another difficulty encountered by labels trying to promote records in England, stated Wood, is Great Britain's "iniquitous" Purchase Tax of 55 per cent of the retail price on records, which is higher than that on fur coats. The tax even applies to spoken word albums, said Wood, while a book, containing the same material, isn't taxed at all.

English record companies are allowed to send out free records to reviewers and disk jockeys, but must pay 55 per cent of the retail price on all copies regardless. Thus, record promotion in Britain can be a costly item on the budget.

The tax, said Wood, is payable by the retailer as soon as he buys the record for stock. If he doesn't sell the record he loses the dealer price of it and the tax. However, retailers are allowed to return records to suppliers for credit equal to 5 per cent of their purchases over a given period, and on these are given credit for the tax. Under normal circumstances, suppliers may not take records back in excess of the 5 per cent. If they do, they cannot credit the tax on the excess.

Selective Buying

As a result of the Purchase Tax, Wood said, "The British retailer is very selective in his buying and is a strong opponent of large and indiscriminate record releases by manufacturers." Retail failures in England have been very low in recent years, and Wood attributed this to "discriminate buying."

Commenting on the difference between selling and distribution methods here and abroad, Wood noted, "In many parts of Europe the dealer network is very tight. In consequence, rack jobbing is virtually unknown and price maintenance is not only legal but possible in many areas."

An interesting situation has resulted from the fact that EMI, British Decca, and Pye supply most of England's dealers, via company-owned distribution or wholesale firms. Each distributor handles all other labels in addition to his own. Wood described this as a good way of keeping an eye on the competition.

Good Club Results

Record clubs have not reached "sizable proportions in Great Britain, but Wood said EMI's company in France, Pathe-Marconi has obtained "very good results" with a club, recently started as a test, and EMI's Scandinavian branches are starting to follow suit.

Wood remarked on the fact that whereas EP's have never been big sellers here, they are firmly established in many European countries. "In areas such as France, Sweden, Spain and Portugal," said Wood, "The EP dominates the non-LP market. It is interesting to note that in Sweden, for example, records are taxed according to size. In consequence the tax on a seven-inch EP is no more than a seven-inch single."

Wood, who arrived in the U. S. for his annual visit Wednesday (20) will spend most of his time here and in Hollywood in conference with execs of Capitol Records, an EMI-owned firm, and other U. S. diskeries handled by EMI in Britain. He will also visit Cincinnati, Chicago, Las Vegas, Nev., Detroit and Philadelphia.

Reviews of New Singles

Continued from page 42

LIMITED SALES POTENTIAL

POPULAR

- SONNY GUITAR**
Betty Lou—Strange Feeling—YUCCA 136.
- LITTLE JIMMY ARCENEUX**
No Naffon Rickie Part I—N Nation Rickie Part II—YUCCA 134.
- JEANNIE WOOD**
My Only Love—Echoes in the Valley—SIOUX 72761.
- BARBARA PERRY**
White Satin—Bobby Is a Bad Boy—FERNWOOD 236.
- FRANKIE DRAKE**
Why—Enchanted Land—MARLENE 336.
- THE DELIGHTS**
Please Take My Love—My One Desire—NITE 1034.

FTC Probe Going Full Blast

Continued from page 1

industry, with some prospects for compromise and agreement. FTC attorneys could see little hope of compromise between retail dealers violently opposed to the present modus operandi of record clubs on the one hand and manufacturers deeply committed to the clubs on the other.

There are two sides to the picture being presented to the agency. From the dealers come charges of unfair manufacturer discrimination in favor of clubs, rack selling and discounters, and unfair practices in pricing and promotion.

On the other hand, manufacturers claim they are in business to sell records. They claim that the direct-mail selling via clubs like Victor and Columbia, and the latter's Home Library plan, includes the dealer in benefits and makes consumers record-conscious. Manufacturers also claim that product should be sold wherever possible, whether on a rack in a supermarket or in discount stores.

Who Is Right?

FTC attorney-investigator Williams was asked: "How do you choose between these two arguments, each side claiming to be in the right?"

Williams said the only yardstick used by the agency is the law. For example, unfair trade practices like "fictitious pricing" are forbidden. The FTC must look very closely into the charge that record club merchandise, which is clearly stamped with a price such as \$4.98 on an album cover, is actually sold far below that price via bonus records given free to club members.

In general, it was pointed out, if mail-order selling via record clubs or any other plan is found to constitute a legitimate form of competition and operates fairly under the law, some retail dealers may be legitimately knocked out in the competition. However, if the manufacturer-to-consumer sales use unfair methods, or if they absorb so much of the trade that retail dealers are knocked out of the picture—this may leave a monopoly, which is in violation of the antitrust laws.

Test points would appear to be first the fairness or unfairness of methods used, then over-all breadth and scope of the effect on record retailing which might produce monopoly.

Would Investigate Contracts

FTC attorneys would also investigate, in this connection, reported exclusive contracts being signed with the Columbia Record Club by other labels. Victor Records have so far used only their own product in club sales.

Explicit yardsticks against which business methods are tested by the FTC are its laws to prevent price discrimination, exclusive dealing and tying arrangements when these tend to produce monopoly, discrimination among competing customers in the furnishing or payment for advertising or promotional services or facilities, fictitious or false pricing and advertising, among others.

FTC attorneys are frank to concede that prolonged legal wrangling could go on, after charges are brought, if complaints warrant. Some dealers could go out of business in the interim, while cease and desist orders await completion in court fights. However, if the situation became "a catastrophe" for retail dealers, and a monopoly situation is clearcut, the agency can seek an injunction against the predatory trade practices while completing its case, to prevent any injury to the public interest.

Anything Could Happen

The FTC investigation of record clubs and manufacturers' practices might produce no charges of illegality, or it could call for drastic revision, or even an end to record club selling. Complaints of retail dealers could be satisfied by consents between the manufacturers

and the FTC, dropping the practices complained of—or FTC orders could be challenged in U. S. Courts of Appeals and the Supreme Court. If clubs are found to constitute unfair competition, onlookers do not expect manufacturers to give them up without a prolonged battle.

No matter what the final outcome, and whether it comes soon or late, FTC Attorney Williams promises: "We will stir the situation up to where something will have to be done."

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FOLK TALENT & TUNES

• Continued from page 8

has two other recorded versions, including one by Bob Clayton on the Sims label. . . . Mack Wilburn and the Candy Mountain Boys, of Toledo, have inked a recording pact with Britestar Record Company, Mount Carmel, Ill., with their initial release, "Give Me the Key to Your Heart" b.w. "I Can't Love Enough for Two," due out in two weeks. Both tunes were penned by Bob and Mae White, Toledo.

Sid Bass, a.&r. director of Carlton Records, has announced the signing of country music singer Kathy Dee for an early release on the Carlton label. Kathy, who turns out much of her own song material, was formerly with WWVA's "World's Original Jamboree," Wheeling, W. Va., and "Landmark Jamboree," Cleveland. Before moving over to Carlton, Miss Dee recorded

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BILLBOARD MUSIC WEEK

One of a series of advertisements prepared by the ASSOCIATED BUSINESS PUBLICATIONS



for the B-W label and for Rodeo International in Canada. Quentin (Reed) Welty, head of B-W Music, Inc., continues as Kathy's personal manager. . . . Ray Guyce, manager of Britestar Records, and artist Millie Litherland have opened a new recording studio and record shop at 914 West Third Street, Mount Carmel, Ill., which will also serve as headquarters for Britestar Records. Red Wiseman is Britestar president.

The Cactus Kid and His TV Pals are currently working phone promotion shows through Connecticut, Massachusetts, Vermont and Maine on bookings arranged by the Buster Doss Enterprises, Waco, Tex. In the line-up are the Cactus Kid, Cowboy Magician; Kay Arnold, Wizard Records artist; Jimmy Day, of Starday Records and "Louisiana Hayride"; Buck Evans, heard on the Wizard label; Happy the Clown; James Picard, novelty performer, and the Golden West Trio. . . . Clyde Beavers is handling showing bookings on Webb Pierce's new \$20,000 Pontiac convertible. On a recent showing for a Nashville dealer, the car attracted an average of 150 people an hour Clyde says. . . . Roger Miller and Ray Sanders have just concluded an extended tour of the West Coast, with Sanders, who is heard on the Liberty label, moving into the Palomino Club, North Hollywood, Calif., for an indefinite engagement.

Mae Boren Axton has hit the road with Merlene Garner to promote the latter's new Davco Records' release, "It's Over Casanova" b.w. "Will You Remember Mine." Willie Nelson, who wrote "Hello Walls," penned the "Will You Remember" ditty, and Miss Axton did the words on the "Casanova" tune. Station WKY, Oklahoma City, recently "broke" "It's Over Casanova," and Miss Garner has appeared recently on TV shows at WKY-TV and KOCO-TV in Oklahoma City, plus other shows in the Southeast. The Misses Axton and Garner are presently on the West Coast and will follow with personals in the Midwest and the Northeast sector. Miss Garner appears in Jacksonville, Fla., October 13 with Professor Backwards and the Crewcuts.

Howard Vokes, of Vokes Music Publications, New Kensington, Pa., reports that he has just acquired seven new tunes, five by Louise Webb and two by Bill Price. Both writers were formerly with Acuff-Rose Publications in Nashville. . . . Vic Marcellus, of Box 65, Toms Brook, Va., who furnishes a weekly country and western column to newspapers in Virginia and Pennsylvania, writes that he's in need of new releases of country music records, as well as information on the artists. "As my column reaches the general public," scribbles Vic, "I like to believe that it helps c.&w. music a little."

The Jokes Heard 'Round the World

CHICAGO — Bob Newhart's material may soon be heard throughout the world — in foreign languages and by foreign comics. Warner Brothers is making arrangements to record Newhart's material in Sweden with a Swedish comic. Other recordings will be made in German and Spanish. The disks will be distributed in-

Conkling-Maitland

• Continued from page 1

within the realm of government work, thereby is retiring from the record industry.

"It is with deep regret that I've decided to leave the record industry," Conkling told BMW. "I feel a great desire and a need to become active in areas that are not necessarily income-producing but important in the fields of public service. I've been fortunate to resolve my financial position satisfactorily to be able to make this move and pursue what I deem to be an important avenue, and one which I feel will be rewarding in the great personal satisfaction it offers."

Conkling said he had no specific public service mission in mind at this time. However, he told BMW that he expressed his desire to leave the record business for public service to Jack Warner some time ago. Maitland, he said, was appointed with his eventual elevation to the label's presidency in mind. It was his intention, Conkling said, to step down considerably later, feeling the transition would take more time, but upon discovering that "Mike was able to take hold of the reins so much faster than we had originally anticipated," Conkling is able to pursue his other plans ahead of schedule.

Served Together

Maitland had served Capitol Records for 14 years prior to taking over the WB post. He joined Capitol as a salesman for its Detroit branch and after a series of successive promotions, climbed to the top of its executive echelons.

Both Conkling and Maitland were part of the Capitol Corps during overlapping periods of their disk careers. Conkling joined Capitol in 1943 upon leaving the Navy. He worked with Glenn Wallichs, Paul Weston and Johnny Mercer in the then year-old label's artist repertoire department. In 1947, he was named vice-president in charge of its artist-repertoire department, a position he held until February, 1951, when he resigned to become president of Columbia Records. He resigned the Columbia top-post to return to his home here in 1956. Two years later, he founded the WB label.

UA Contracts George Jones

NEW YORK — George Jones, whose Mercury record "Tender Years" is currently No. 1 on Billboard Music Week's "Hot C.&W. Sides" chart, has signed with UA Records. The deal was negotiated by UA's new Country and Western Division head H. W. (Pappy) Daily.

The signing of Jones marks UA's entry into the c.&w. field on a major scale, said Daily. More artists will be pacted shortly. Daily discovered Jones and has worked closely with him throughout his recording career.

Rounding out the team, is UA's Vice-President and General Manager Art Talmadge who signed Jones to a Mercury contract when Talmadge was artist and repertoire chief of that label.

ternationally. Newhart will receive payment for use of his material with other arrangements being handled by Warner Brothers and the individual artists involved.

The idea of some of Newhart's material such as the Wright Brothers, or the bus driver, or "Dopy George" being done with the Swedish, German and Spanish intonations, already has produced some laughs.

THE RECORD SPEAKS FOR ITSELF!

Matt Monro's New Hit . . .

Cash Box Pick of the Week

"WHY NOT NOW" (2:25) [Selma BMI—Greer, Ling]
"LOVE IS THE SAME ANYWHERE" (2:04) [Selma BMI—Phillips]
MATT MONRO (Warwick 669)

The English hit-maker, who stepped into the limelight over here with "My Kind of Girl," should easily continue his success with "Why Not Now." It's a beautiful, soft cha cha-bolero-like up-dating of the familiar "Ay Ay Ay." Could go all the way. "Love Is the Same Anywhere" is a charming light-swing affair. Fine Johnnie Spence ork assist on this two-sided programming must.

Billboard Spotlight



WHY NOT NOW (Selma, BMI) (2:25)—Matt Monro, the young English chanter who did mighty well with "My Kind of Girl," shows he's not a flash in the pan with this stylish and punchy reading of a smart ballad. The backing is strong and the lad is a comer. Flip is "Love Is the Same Anywhere" (Selma, BMI) (2:04). Warwick 669

THEIR FOURTH CHART HIT IN A ROW!!!

String-A-Longs' New Hit . . .

Cash Box Pick of the Week

"MINA BIRD" (2:05) [Dundee BMI—Torres]
"SCOTTIE" (1:59) [Dundee BMI—Petty]
THE STRING-A-LONGS (Warwick 668)

The instrumentalists, who have put together a string of hits (from "Wheels" on up to their recent "Should I" chart-rider), are in for more hit activity with this new one. It's a funky thumper, tabbed "Mina Bird," that's sure to take a soaring sales flight in the weeks to come. Bright, middle beat "Wheels"-like sounds on the undercut.

Billboard Spotlight

THE STRING-A-LONGS



MINA BIRD (Dundee, BMI) (2:05)—SCOTTIE (Dundee, BMI) (1:59)—Two brightly swinging instrumental sides by the String-A-Longs should keep the combo at the top of the charts. The first side is a gummy blues item, which features a catchy melody and smart arrangement; flip is a lighter, happier side with a lot of sparkle. Warwick 668



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Say You Saw It in Billboard Music Week

Bally Engineers Join Canteen; Bally Continues Vending Push

CHICAGO—Don Hooker and Bud Breitenstein, well-known heads of Bally Manufacturing Company's engineering department, are joining Automatic Canteen Company of America.

Hooker was chief electrical and development engineer and was with Bally over 25 years. Breitenstein, with Bally some 30 years, was chief mechanical engineer and is credited with being the originator of the Bally coffee machine, rights for which were recently sold by Bally to Seeburg.

Announcement of the move came last week from Joseph Flesch, Bally president, who simultaneously announced that Bally was embarking on a program for intensified development of new types of amusement and vending equipment.

Moloney Named

Flesch also announced the election by the board of directors of Ray Moloney Jr. to the position of executive vice-president. Flesch said Moloney would be active in the intensified efforts to maintain and enlarge the leadership of Bally.

Flesch said that the company's program for the remainder of the year and for 1962 is based on extensive surveys of the growing and changing needs of the industry both in the United States and major markets around the world.

"The recent sale of the Bally coffee vending business," Flesch said, "has led to speculation about the future of the amusement division. I want to say very emphati-

cally that Bally plans to continue as the leader in the coin-operated amusement field and to become increasingly active in various phases of vending, regardless of changes in personnel, which I assume is now no secret to the industry.

Contributions

"We would not be kidding anyone if we pretended to take lightly the resignation of Bud Breitenstein and Don Hooker. Their contributions to the industry have been numerous and important, and all of us at Bally wish them every success in the new opportunity that has come to them. We wish, however, to assure our valued customers around the world that our key engineering and production staff is fully prepared to carry on their good work."

Automatic Canteen Company had no comment on what role the two men would take in the Canteen organization.

Hooker, as electrical engineer at Bally, is well known for his development of the firm's long line of pin games, two of the best known of which were Citation, a one-ball, and Beach Club, a five-ball.

History

Prior to joining Bally 25 years ago, he was associated with Pacific Amusement Company, former game manufacturer. He studied engineering at the University of Southern California, is married and lives with his wife and two children in suburban Wilmette.

Breitenstein is known for his work on the Bally coffee machine as well as for his work with Hooker on Bally's game line. He was also responsible for tooling and production. Before joining Bally he was a toolmaker with Johnson Fare Box Company.

He currently also owns his own tool company, Spiral Step Tool Company, which is run by his son Tom, a graduate of Purdue University. The elder Breitenstein is married, has two children, and lives in Chicago.

AMI Names Philip Glover To Sales Post



PHIL GLOVER

CHICAGO—Philip Glover has been named assistant director of sales of Automatic Music, Inc., replacing Tom Sams, recently named vice-president in charge of phonograph sales for A C Automatic Service.

Glover, 33, will headquarter at the AMI plant in Grand Rapids, Mich. A veteran of some five years with AMI, Glover was previously assistant to Sams in the AMI sales department.

Taking over Glover's former job will be Sanford (Sandy) Norian, 27, a comparative newcomer to AMI. *(Continued on page 57)*

Big Turnout Expected for Op Weekend

MONTICELLO, N. Y.—Heavy representation from the New York State Coin Machine Association, the Music Operators of New York and the New York State Operators Guild are expected to turn out at the Laurels Country Club, Friday through Sunday (29-1) for the joint annual convention of the three Empire State coin groups.

The NYSCMA business session is slated for Saturday afternoon, with speakers to be Abe Fish of the Music Operators of Connecticut; Aaron Sternfield, coin machine editor of Billboard Music Week, and another trade paper speaker, to be announced. Sternfield will discuss the Eastland Bill.

The banquet is set for that evening, and a full sports program is planned for the weekend. Millie McCarthy, Hurleyville, N. Y., president of the State association, is in charge of the program.

EUROPEAN NEWS BRIEFS

French Coin Trade Prospers

PARIS—French coin machine operators are beginning to benefit tangibly from the improved economic situation in this country. An industry survey shows operator collections have increased 20 per cent since General Charles de Gaulle took political power. The average operator now has 25 machines, according to the survey, of which 12 are phonographs and the remainder games. More new equipment is being purchased by French operators than at any time since the war. Some 75 per cent of operators polled reported that they had just purchased equipment totaling at least \$1,500 in the last year or had orders placed for that amount. Contrary to early fears, the de Gaulle government has proved entirely cordial to the coin machine trade. Threatened increase in trade taxes have been killed and the government has liberalized the importation of American equipment.

Holland's Coin Trade Gaining

AMSTERDAM — Holland's modest juke box boom has increased the number of boxes in this country to 6,200, and the count is expected to continue to climb. This is an operator country as contrasted with neighboring Belgium, where nearly all boxes are location-owned, and the Dutch wouldn't have it any other way. Play is around 5 cents, but Dutch operators thrive because of relatively low overhead. Juke box commissions average 25 per cent. There are no trade terms. The number of stereo boxes has climbed to 65 per cent, and stereo records are now becoming available in fairly adequate numbers.

American boxes continue to dominate the field here, despite the challenge of West German "compact" phonographs. Most Dutch operators prefer to have reconditioned American boxes than new German equipment selling at equivalent prices. There is speculation that this situation may change when the European Common Market becomes a complete reality. But operator consensus is that U. S. boxes will retain supremacy. It is pointed out that U. S. boxes are available from Common Market manufacturing facilities, and that in any event the duty is not expected to be so high as to throttle direct importation from the United States.

Austrians After Liberal Trade

VIENNA—Austrian coin machine operators are campaigning for a liberalization of this country's restriction on dollar imports as they affect coin machines. The Austrian trade would like to import more American equipment, but is hobbled by the dollar import restrictions. Operators are seeking to use the U. S. gold gap as a wedge, arguing that a liberalization of dollar trade by Austria would be a smart diplomatic move showing Austrian desire to help redress the gold imbalance. The Austrian government pleads that its foreign exchange balance is too wobbly to experiment with wide-open importation. *(Continued on page 57)*

Elect John Wallace W. Va. Ops' Prexy



JOHN WALLACE

HUNTINGTON, W. Va.—John Wallace was elected president of the West Virginia Music Operators Association at the group's seventh annual convention here September 8-10.

Some 200 operators and guests attended the three-day gathering which featured business sessions,

informal forums and just plain recreation.

The association voted to expand membership to include operators of all types of coin-operated equipment, including vending machines.

Mayor Speaks

Mayor John Durkin of Huntington delivered the welcoming address at the Saturday (9) evening banquet, floorshow and dance.

Richard Funk, legislative counsel of the National Automatic Merchandising Association, addressed the group at its Friday afternoon business meeting.

The group voted to hold its next year's session at Clarksburg, W. Va. **Officers**

Other officers chosen to head the West Virginia association were James Hutzler, Martinsburg, and C. Al Flannery, Logan, vice-presidents, and Leona Ballard, Belle, treasurer. Norman Tweel, Huntington, was named to the board of directors, and William Wortham Sr. was re-elected executive secretary.

R. A. Hall, out-going president, welcomed the members to the Friday afternoon general session, and C. H. Flannery, retiring vice-president, did the honors at the special Friday evening operator meeting.

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.

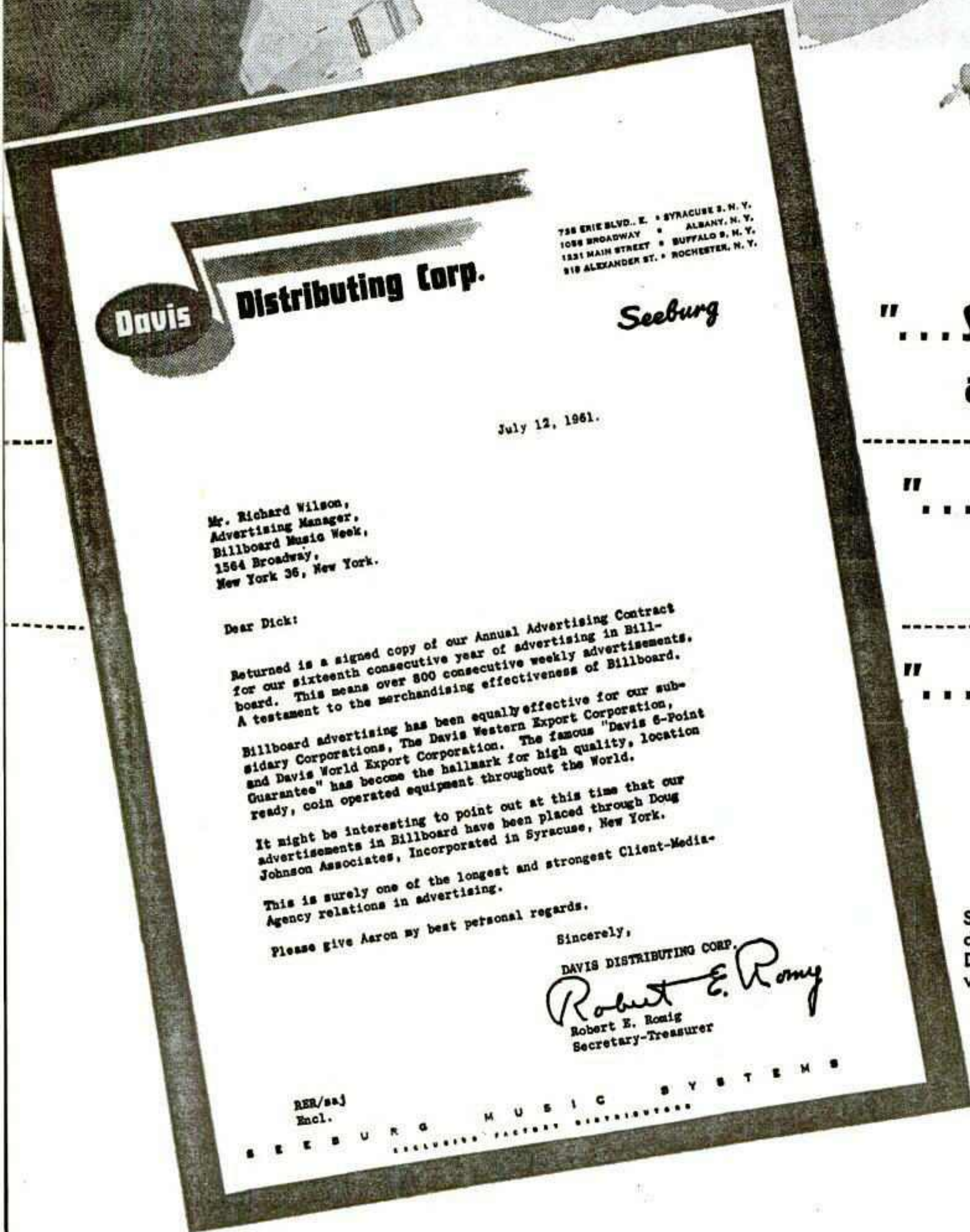
CRYING AND CANDY MAN	ROY ORBISON Monument 447
LITTLE SISTER AND (Marle's the Name) HIS LATEST FLAME	ELVIS PRESLEY RCA Victor 7908
DON'T BET MONEY HONEY AND STARLIGHT, STARBRIGHT	LINDA SCOTT Canadian-American 127
HOLLYWOOD AND (HE'S MY) DREAMBOAT	CONNIE FRANCIS MGM 13039
MOVIN' AND HONKY TRAIN	BILL BLACK'S COMBO HI 2038
FEEL IT AND IT'S ALL RIGHT	SAM COOKE RCA Victor 7927
KISSIN' ON THE PHONE AND CINDERELLA	PAUL ANKA ABC-Paramount 10239
TONIGHT I WON'T BE THERE AND LINDA	ADAM WADE Coed 556
YOUR LAST GOODBYE AND HANG ON	FLOYD CRAMER RCA Victor 7921

Says **ROBERT E. ROMIG**, Secretary-Treasurer, **DAVIS DISTRIBUTING CORP.**, Syracuse, N. Y.

ABOUT BILLBOARD MUSIC WEEK ADVERTISING BOTH DOMESTIC AND INTERNATIONAL

Robert E. Romig

**Albert Wertheimer,
President**



"... Sixteenth consecutive year of advertising in Billboard"

"... over 800 consecutive weekly advertisements"

"... a testament to the merchandising effectiveness of Billboard"

Shown are reduced reproductions of typical Davis Distributing Corporation advertisements.

EARLY SPRING SPECIALS	
CIG VENDERS	
SEEBURG E-1	\$249.00
EASTERN MARK II	99.00
SEEBURG	
2225	\$895.00
2010H	775.00
H1000	365.00
100W	325.00
3W1 Wallbox	47.50
SEEBURG HIDEAWAYS	
H200	\$350.00
H100W	250.00
H100A	75.00
WURLITZER	
2200	\$475.00

Terms 15 deposit required

FAMOUS DAVIS GUARANTEE	
SEEBURG	
2010H	\$725
KD200	425
Y 200 with VL Selection Receiver	295
V3WA-200 Sel. Wallbox	75
3W1-100 Sel. Wallbox	39
WURLITZER	
2250	\$395
2200	395
2000	245
ROCK-OLA	
1455	\$375
1448	315
1446	225
AMI	
Continental 200 Sel. like new	\$795
CIG. VENDERS	
Seeburg E-1	\$249
Corsair 30 Column	245
Corsair 20 Column	199
Eastern 22 Column	99

Terms 15 deposit required

SPECIAL NOTE TO OPERATORS

You're sure of the most and the best in used coin machine equipment every week in . . .

BILLBOARD MUSIC WEEK

**Great Time Saver
COIN
WEIGHING
SCALE**

**1c or 1c & 5c
Combination**

Weighs \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial projects pointer when in use.



\$22.00

Complete With Sturdy Carrying Case

ORDER TODAY

1/2 Dep., Bal. C.O.D., F.O.B. N.Y. Distributors. Write for Prices.

J. SCHOENBACH

Factory Distributors of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes Stamp Vendors, Folders, Cigarette and Candy Machines. Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

GIVE TO DAMON RUNYON CANCER FUND

**Missouri Vendors Association Sets
Get Acquainted Get-Together for Oct. 1**

ST. LOUIS — A State-wide meeting of the Missouri State Bulk Vendors Association has been set for October 1 at 1 p.m. at the Holiday Inn Motel (South), 3660 South Lindbergh Boulevard, Sunset Hills (a St. Louis municipality).

The luncheon meeting was called by Jason Koritz of Marjay Vending Company, president of the State association, in co-operation with Bernard K. Bitterman of Kansas City. Bitterman, honorary president of the National Vendors Association, is expected to attend the meeting with a group of bulk vendors from the Kansas City area.

In a letter to bulk men in the State, Koritz said the meeting will provide operators with an opportunity to get acquainted with one another, examine the principles and purposes of the association, enjoy a good meal and give a vote of "confidence to your organization of self-help and interest."

Industry Vital

"You will agree that our industry is as vital to both the coin-

machine field and the business community generally as any other revenue-producing enterprise," Koritz wrote. "Through our efforts of service to the thousands of locations and customers, we, in part, are responsible for the jobs of many persons in allied fields.

"Yes, we can be proud of our industry because bulk vending has risen above the 'get-rich-quick' schemers and now is operated by small business men who apply business principles to their chosen profession."

Koritz warned bulk operators that pride in the business should not be complacency. He stated that although Missouri has neither taken

**NAMA-Backed
Anti-Slug Bill
Passes House**

CHICAGO—A bill to outlaw the manufacture and use of slugs and paper currency—considered important by the coin machine industry—was passed without opposition by the U. S. House of Representatives last week.

The bill marks the first time that "use" as well as manufacture of slugs will be a federal offense. It also covers paper currency, not mentioned in existing "anti-slug" legislation passed in 1944.

Sponsored by the National Automatic Merchandising Association, the bill has received strong support from the vending industry. It provides that persons using slugs, whether of metal or paper or foreign coins, in vending machines or other lawful contrivances designed to receive or be operated by lawful coins or other currency, are subject to a \$1,000 fine, imprisonment of not more than one year, or both, according to Richard W. Funk, NAMA legislative counsel.

Hearings

The bill has already been heard in the Senate Judiciary Committee and is scheduled to go before the full body later this month.

Only obstacle now foreseen is if the Senate gets involved in anti-filibuster legislation now being considered. If this drags out, conceivably the "anti-slug" measure could be lost in a rush of more nationally vital legislation.

Members of the coin machine industry have long voiced the need for adequate laws under which to prosecute persons using slugs in machines. Only a few States currently have such laws, and none exists on the federal level.

1944 Law

The original 1944 law outlawing manufacture of slugs was passed at a time when such items were widely circulated and advertised by numerous manufacturing concerns. The law was passed to curb the manufacture and sale of slugs and effectively brought the slug problem under control.

It wasn't until later that the actual use of slugs again became a problem. In this case, they were often made by individuals or small private concerns.

NAMA officials pointed out that currently, a man conceivably can be caught using a slug in a vending machine and go free for lack of a law under which to prosecute him. The new measure is intended to correct this.

steps nor contemplates taking steps to curb, curtail or regulate bulk vending to the point of prohibition, other states in recent months have sought legislation which may impede the progress of the industry, if not eliminate it altogether.

Strength in Numbers

"In an attempt to prevent trouble before it starts, bulk vendors throughout the State have organized the Missouri Bulk Vendors Association," the Marjay Company owner wrote. "No one can deny there is strength in numbers. Our purpose is progressive. We also seek to create an atmosphere of peace and harmony for the good of all bulk vendors in Missouri as well as the public on which our livelihoods depend."

Koritz asked that bulk men invite others in the industry to attend the meeting because the new association does not know all the bulk men in the State.

The letter included an attached blank which operators were asked to fill out immediately so that arrangements could be made for everyone wishing to attend. A self-addressed envelope also was enclosed. Cost of the luncheon will be \$5 per person.

**HELP YOURSELF
TO MORE
VENDING
PROFITS**

Get VEND Every Issue Thru a Money-Saving Subscription

More vending men in all phases of the industry are using the money-saving, money-making ideas in VENDOR every issue—to insure profits—to be up to date on every important development in the field.

Less than a penny a day—brings ideas that could mean a fortune to wide-awake vending operators, manufacturers and distributors.

SIGN UP NOW — MAIL THIS COUPON TODAY

Vend Magazine
2160 Patterson St., Cincinnati 22, Ohio

1 year \$5 3 years \$11

Payment enclosed Please bill me (Foreign rate, one year \$10) 759

Name

Address

City..... Zone... State.....

Occupation

Glamour SUN SPECS

ON TIP OF NOSE

AROUND FINGER AS A RING

Write for price list and full sample line.

Kohl's Guggenheim INC.
33 UNION SQUARE
N. Y. C. 3, N. Y. • AL. 5-8393

**PAPCO
STA-TITE
CAPSULE
THE PERFECT
CAPSULE!**

Here's the capsule with the "New Look." It's rounded for perfect vending—it will hold larger items—And it will stay closed without opening. Easily filled without looking at what you are doing. Your machines will hold more due to perfect design. Available in beautiful two-tone clear and transparent colors to give your machines the eye-appeal they need.

ALSO AVAILABLE!
The "Mystery Capsule"—A jet black capsule. We believe that people like surprises. With these capsules they will not see what they are getting until they open the capsule.
Paul A. Price Co. gives the capsule business a lift with this beauty. **ONLY \$5.50 per M.** packed 5M per carton.
Also available: **FILLED CAPSULES** from \$13.50 per M.

Order from your distributor or:
paul a. PRICE co. inc.
55 Leonard St., N. Y. 13, N. Y. Cortlandt 7-5147-8

**MANDELL GUARANTEED
USED MACHINES**

N.W. Model 49, 1c or 5c	..... \$14.50
N.W. Deluxe 1c or 5c Comb.	..... 12.00
N.W. 10-Co. 1c Tab Gum Machine	..... 18.00
N.W. Model #33, 1c Porc. Converter for 100 ct. B.G.	..... 6.50
Silver King 1c B.G. or Mdse.	..... 8.50
ABT Guns	..... 30.00
Mills 1c Tab Gum	..... 12.00
Model #33 Peanut, 1c	..... 6.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red.	..... \$ .75
Pistachio Nuts, Jumbo Queen, White	..... .70
Pistachio Nuts, Large Tulip	..... .72
Pistachio Nuts, Vendor's Mix	..... .63
Pistachio Nuts, Sheik, Red	..... .57
Cashew, Whole	..... .70
Cashew, Butts	..... .60
Peanuts, Jumbo	..... .45
Spanish	..... .35
Mixed Nuts	..... .57
Baby Chicks	..... .32
Rainbow Peanuts	..... .32
Boston Baked Beans	..... .32
Jelly Beans	..... .38
Licorice Gums	..... .38
M & M, 500 ct.	..... .47
Hershey-ets	..... .47

Rain-Blo Gum, 72 ct.	..... \$ .32
Malt-Ette, 100 ct., per 100	..... .35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	..... .32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Blo Ball Gum.	..... .48
Adams Gum, all flavors, 100 ct.	..... .45
Wrigley's Gum, all flavors, 100 ct.	..... .45
Beech-Nut, 100 ct.	..... .45
Hershey's Chocolate, 200 ct.	..... 1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the Operator.
One-Third Deposit, Balance C.O.D.

**IMMEDIATE DELIVERY
on the New
Northwestern
GOLDEN 60**

This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

STAMP FOLDERS, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
445 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

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

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 530 count Candy Coated Baby Oblix; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendors. Write to King & Co. for prices and our new 12-page catalog.

FANTASTIC PROFITS!
from
Victor's SUPER 100

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

Denver Vending Op Finds Success With Converted Tab Gum Machines

DENVER—Emery Mueller, local bulk operator, has developed a simple rule-of-thumb system for forecasting the probable success of 25-cent venders.

Mueller has modified some 50 venerable Baby Grand tab gum vending machines into 25-cent ring venders, changing the coin chute, and installing a block of styrofoam over the window through which gum was formerly visible.

Slots in the styrofoam make it

possible to show eight or 10 examples of the 25-cent rings contained within, including imitation precious stones, star sapphires, cats eyes, etc. The small hardwood Baby Grands can accommodate around 200 rings, which have proven to be not only favorites with children, but likewise, are popular with adults as well.

Location Selection

Mueller's yardstick for spotting the 25-cent ring vender consists first of watching a restaurant for several hours, during the busy morning and evening periods to determine whether the average customer is a "family type," bringing along children when stopping for gas or food. If there are enough

(Continued on page 57)

Bulk Machine Operators & Connecticut Officials Agree on Vending Code, Fees

HARTFORD, Conn.—With the new Connecticut State vending sanitation code going into effect October 1, State officials and vending industry representatives met here recently to discuss procedures. Provided for in the code are the regulation and licensing of bulk machines dispensing confections and nuts.

Under the code, each operator pays a \$25 annual permit fee, with each 1-cent bulk machine assessed at 10 cents a year and each unit selling goods for more than 1 cent taxed at the rate of 50 cents a year.

Officials and operators agreed at the Hartford meeting that:

1) Operators would provide their own machine identification tags in metal or plastic, bearing the State identification, operator's identification number and a serial number (as set up by the individual operator). The operator's company name and address may be included if desired.

2) The operator would keep a record of numbers he assigns and tags would be permanent.

3) The operator license numbers would be renewed each year, but not changed.

4) Sanitary regulations promulgated by the State Commissioner under the law would be uniform with the U. S. Public Health Service Code so far as possible.

5) Provisions are to be made so that existing equipment which is safe to operate can be continued in use.

Operator List

In addition, the vending representatives agreed to provide a list of all known Connecticut operators to the State Department of Consumer Protection, which will administer the law. During the meeting, the vending group submitted samples of suggested inspection score sheets and operator and machine license application forms. Also discussed were inspection methods and training schools for State inspectors.

State officials present were Attilio R. Frassinelli, Commissioner of the Department of Consumer Protection; Harold Clar, division director, and Eaton Smith, senior inspector. Representing the vending operators were Dave Hartley, N.A.M.A. public health counsel; Lou Grossman, president of Connecticut Automatic Merchandising Council; Morris Gottlieb, Sid Diamond, Julien Brightman, and Ed Isenberg, executive secretary of the council.

Hartley commented that "It is important to note that the Commissioner invited vending representatives to assist him in drawing up administrative regulations and that this spirit of co-operation is for the benefit of the public as

well as the vending operator in Connecticut." A second conference was planned for mid-September. The new vending code is said to affect an estimated 6,000 to 7,000

bulk vending machines in the State. But under its provisions, local municipalities will not be allowed to license machines for purpose of regulation.

Charm Operators

Get on our MAILING LIST

Full Time or Part Time Operators, Anywhere and Everywhere in the U.S.A. Send us your NAME and ADDRESS Receive our weekly mailings and FREE SAMPLES of new CHARMS, RINGS, GIMMICKS and CAPSULES. No obligation. It's an EPPY Service to keep you posted on the Newest and Latest Ideas in Charm Vending.

SAMUEL EPPY & CO., INC.
91-15 144 Place Jamaica 35, N. Y.

Eppy Mails Catalog; Features Whistles

NEW YORK — A multi-page mailing showing a large variety of currently featured charms was put out by Samuel Eppy & Company last week. Eppy also included a special offer of plastic whistles (that actually whistle) for \$3.50 to \$4.25 per 1,000.

FOR SALE

35 ONE CENT KANDY KING VENDERS, almost new. Best offer FOB Great Falls, Montana.
ELMER E. ANDERSON
109 19th St. North Great Falls, Mont.

OPERATORS STAY OUT IN FRONT—

Receive...

★ Advance information on what's new in BULK VENDING.

★ Latest news on money-making hits like the MOON ROCKET, 60 Quick-Tach, 60—3 for 5c.

★ The Northwestern, full of news, operating hints, photos, all for the BULK Vending Operator.

★ Make sure your name is on the Northwestern mailing list.

Write Today.

Northwestern CORPORATION

2914 E. Armstrong St. Morris, Ill. Phone: WHitney 2-1300

BULK MERCHANDISE

ITEMS	Pack Lbs.	Per Lb.
Cashews, 450 ct., whole	30	.65
Mixed Nuts	30	.55
Spanish Peanuts	30	.31
Virginia Splits Peanuts	30	.35
Rainbow Peanuts (Candy)	30	.28
Boston Baked Beans	30	.28
Licorice Lotenges	30	.28
Confection Mix	30	.28
Jumbo Pistachios, Red	30	.80
Medium Pistachios, Red	30	.70
Small Pistachios, Red	30	.60
Leaflets (M&M Style Candy)	25	.37
Teeny Jelly Beans	35	.27
Candy Corn	35	.25
Hersheyettes	25	.47
Chiclic Base Cub Chicks 520	30	.42
Chiclic Base Cub Chicks 320	30	.42
Rainblo Tabby-Lets 520	30	.32
Sugar Peps (Bulk Candy)	24	.40
Malfettes (Ball Style, 100 Ct.)	35	.35

BALL GUM VARIETIES	Pack Lbs.	Per Lb.
140-170-210 Rainblo Gum	25	.32
Rainblo 100's Centuries, Ass'd.		
Colors—Grape, Cherry	18	.34
Rainblo Screwballs, 100's	18	.35
Rainblo Chiclic 140	25	.41
Cherry 210 Count	25	.32

(ORDERS: 300 lbs. or more shipped prepaid from factory only. Full cash with order, no C.O.D.'s.)

Adams, Wrigleys, Beech-Nut Brands, 1c, 100's. Per Box .47

ACCESSORIES	Price
Single Floor Stand	\$ 5.00
Dbl. Cross Bars for Above	2.50
Triple Cross Bars for Above	2.25
4 Place Racks With Wheels	10.50
6 Place Rack With Wheels	12.50
3 Place Rack With Wheels	8.95
1c Coin Counting Scale	23.50
1c-5c Coin Counting Scale	23.50
Stamp Polders, Per 1,000	6.00
Ass'd. Trading Cards	3.25

RECONDITIONED & REFINISHED VENDERS

N.W. Model 49, 1c or 5c Bulk	\$13.50
N.W. Model 49, 1c Ball Gum	13.50
Silver King, 1c or 5c Bulk	8.50
Victor Universals, 5c Bulk	8.50
Victor Toppers, 1c	11.00
Acorns, 1c-5c Bulk	11.00
Silver King 5c Hot Nut	13.50
Ajax 5c-10c 3-Col. Bulk	39.50
Mills 1c Tab, & Col.	14.50
Premier 1c Card Vendors	14.50
2-Col. 5c-10c Stamp (Folder)	15.00
Master 1c-5c Bulk Vender	10.00
Master 1c Bulk Vender	7.50
Model V 1c Ball Gum	8.50
Schermack Roll Type 10c Stamp	49.50
Schermack 3-Col. Roll Stamp, 5-5-10	99.50

RECONDITIONED COUNTER GAMES	Price
Silver King Hunters	\$19.50
Silver King Target Kings	19.50
Dodge City, 1c	19.50
Play Ball (5 Ball, 1c, NEW)	39.50
Skill Cards Poker, NEW	40.00
Reacto, NEW	29.50
Baseball Vendors	19.50
A.B.T. Electric Gun	29.50
Bingo and Criss Cross	15.00

1/3 DEPOSIT ON ALL ORDERS. BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

Rake Coin Machine Exchange
609-A Spring Garden St., Philadelphia 23, Pa.

Walnut 5-2676



Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

BIRMINGHAM VENDING CO.

540 Second Avenue, North Birmingham, Alabama Phone: FAirfax 4-7526

INTERSTATE BUYS FIVE OPERATIONS

CHICAGO — Interstate Vending Company has acquired five vending firms, bringing to 20 the number of companies it has purchased in the last eight months.

Newly acquired are Cigarette Machine Service Company, Houston; Cigarette Service and Dairy Belle Company, Wichita, Kan.; Kwik-Kafe of Detroit, Inc., Detroit, and Columbine Cigarette Sales, Denver. The newly acquired firms have combined sales of more than \$4,000,000.

The purchase of the Houston firm marks Interstate's entry into that city, termed one of America's fastest growing markets by Ronald Wolff, Interstate president.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:
H. B. HUTCHINSON, JR.
1784 N. Decatur Rd., N.E. Atlanta 7, Ga.
Phone: DRake 7-4900

We handle complete line of machines, parts & supplies.

DOGS IN FRAMES . . . IN THIRD DIMENSION

An assortment of Hand-Painted Dogs in Frames with Magnifying Lens Over Pictures.

SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company
2534 Mission Street, Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

Penny-Nickel ATLAS MASTER Venders

Time payments available on Oak machines through all distributors.

WE HAVE oaks' HOBBY CARD VENDOR

All Oak machines are available with 1c, 5c, 10c and 25c coin mechanisms or a combination 1c - 5c coin mechanism, and optional slip clutch handle.

This new and improved 5c vendor has an exclusive mechanism that makes this machine a bulk vendor . . . vending 6 cards in bulk at one time. Eliminates wrapping or handling. Gross receipts on each fill is \$36.65. Made of drawn steel in a one-piece case, the machine measures 25" high by 14" wide and 7" deep. Machine lists at \$42.50 F.O.B. Factory. Brackets and flange for attaching machine to stands are available for \$4.

factory authorized dealers.

RAKE COIN MACHINE EXCH.
609 Spring Garden Street Philadelphia, Pennsylvania

SAMUEL J. PHILLIPS CO.
4372 Lindell Boulevard St. Louis 8, Missouri

OAK SALES OF FLORIDA
1121 - 71st Street Miami Beach, Florida

JACK SCHOENBACH
715 Lincoln Place Brooklyn, New York

SIEGEL DISTR. CO. LTD.
637 Yonge St. Toronto, Ontario, Canada

SOUTHERN ACORN SALES
526-30 Bruns Avenue Charlotte 8, N.C.

STANDARD SPECIALTY CO.
1028 44th Avenue Oakland, California

STAR VENDING SUPPLY CO.
6327 Calhoun Road Houston 21, Texas

OAK MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

Internal Revenue Agents Check Tax Stamps in Ark. Bingo Sites

LITTLE ROCK—Internal Revenue Service agents last week checked several dozen spots around the State to see if locations which have bingo-type amusement games had the federal \$250 gaming stamp.

A number of locations had machines which did not and were required to buy them. Usually, location owners are required to buy them in their name.

Operators take money out of the machines to give to location owners for this purpose if they have not already purchased stamps.

The agents checked restaurants, night clubs and private clubs in Little Rock, Hot Springs, Pine Bluff, Texarkana and other cities.

They reported several dozen machines did not have the required stamp and location owners were required to buy them. In some

cases, the sticker was purchased and in other cases the machines were put in storage.

A month ago, setting off the drive, federal agents checked several spots in West Memphis, Ark., across the Mississippi River from Memphis. Night spots in West Memphis draw much Memphis trade.

Agents found 41 machines in both public and private clubs without current stamps. Some \$8,000 in taxes and penalties were assessed.

Philly Assn. Holding Ops' Affair Nov. 5

PHILADELPHIA—The Amusement Machine Association of Philadelphia will hold its annual banquet at the New Latin Casino, Route 70, Pennsauken, N. J., November 5, according to Joe Silverman, association secretary.

The affair gets under way at 6 p.m. with a cocktail and hors d'oeuvres party in the private dining room. The dinner and refreshments will be followed by dancing and a floorshow featuring Jerry Lewis. Gifts will be presented to the ladies.

Tickets, at \$19.50 each, may be obtained through the AMAOP at 685 North Broad Street, Philadelphia 23, Pa. The tickets will take care of the dinner, the cocktail party and all tips and taxes. No reservation will be accepted after October 15, as the show is expected to be a sellout.

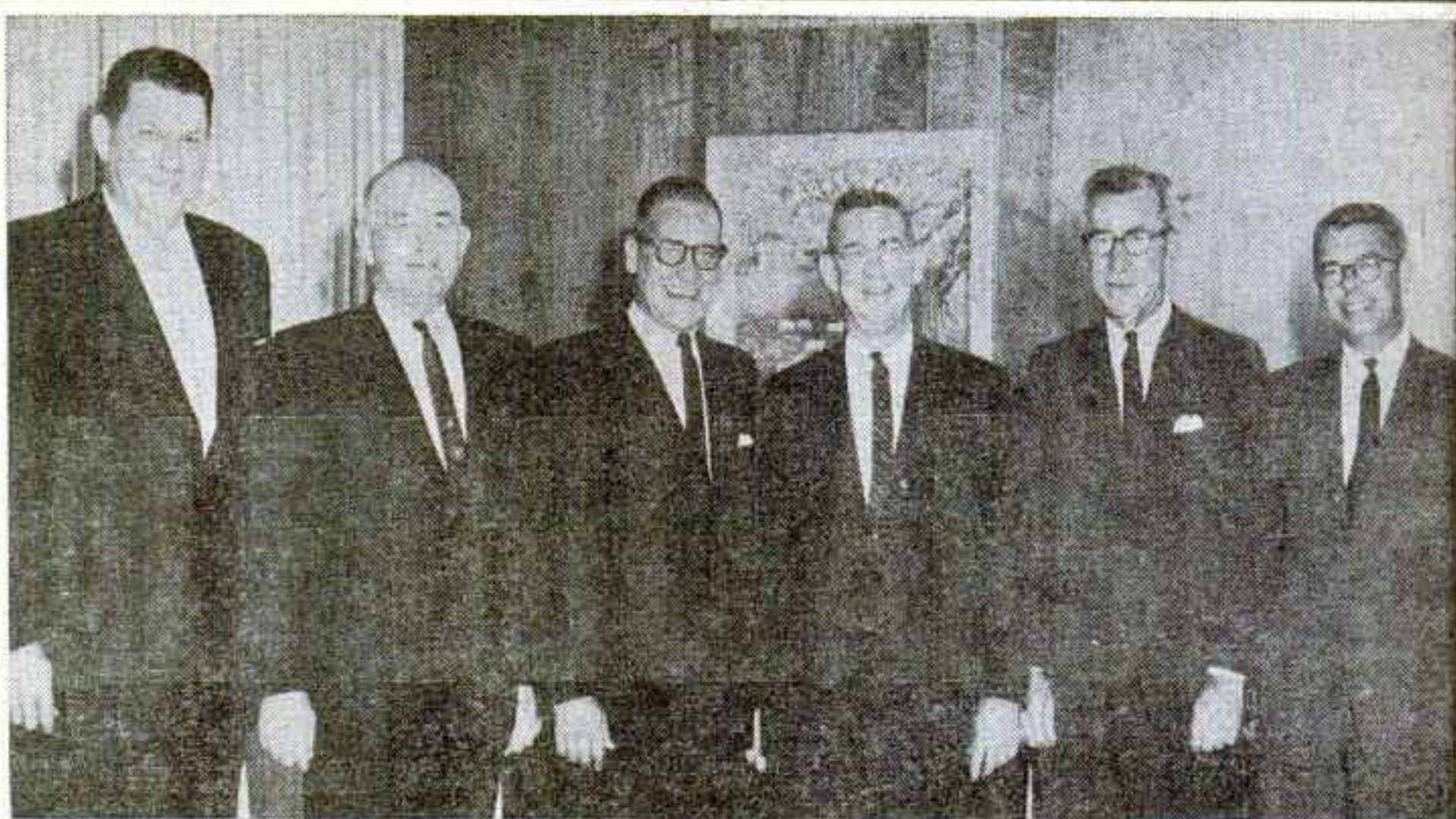
World-Wide Distrib Holds Service Course

CHICAGO — Some 21 local operators and servicemen attended a service school on the current Seeburg phonograph hosted by World Wide Distributing Company here last week.

Trouble shooting and maintenance were emphasized. Charles (Chuck) Gates, Seeburg field engineer, conducted the session, assisted by Jim Hoffman, also of Seeburg, and Sam DePiero, World Wide service chief.

Refreshments were also served by World Wide's gracious hostess, Dorothy Cairns. World Wide personnel greeting the operators included Joel Stern, firm's head, and Len Micon, Fred Skor and Howie Freer.

Attending were Bud Buhr, Sam Nuccio, Arvid Wetterholm, E. R. Lee, Normal J. Dompke, Ed Reinke, Tom Bennett, William McAndrew, Alex Del Giorno, Sid Bleiman, Rene E. Pirard, Bob Hall, Roman Chmielewski, Bill McClain, Earl Terrell, Seymour Jacobs, Nathan Peak, Jack Hold, Otis James, Gene Poplawski and John Strong.



A STRONG TURNOUT of State officials and industry leaders were on hand as the West Virginia Music Operators Association held its seventh annual convention in Huntington, W. Va., recently. John Wallace, newly elected president, stands with Chester Tinsley, director, tobacco division, West Virginia tax commission; Richard Kyle, administrative assistant to the governor; Joe Burdette, secretary of state; John Durkin, Huntington mayor; and Richard Funk, National Automatic Merchandising Association legislative counsel.



OFFICIALS OF THE WEST VIRGINIA MUSIC OPERATORS ASSOCIATION GOT together for a group shot at the group's last convention. Seated: Bill Anderson, director; Max Carpenter, director; Ross Gerard, director; Dilman De Haven, director; Leoma Ballard, treasurer; Lige Smith, director; Carl Keesling, director, and James Moss, director. Standing: C. H. Flannery, vice-president; Joe Dobkin, director; Bill Wortham, executive secretary; John Wallace, president; Norman Tweel, director; Chris Ballard, sergeant at arms, and James Hutzler, vice-president. Not shown are R. A. Hall, Edward Oliver, Andrew Kneska and Joe Hunt, all directors.

Legislative Amendment Marks Victory for Abe Sussman's Equitable Tax Drive in Texas

DALLAS—Abe Sussman, owner of State Music Distributors here, saw his public relations efforts in behalf of the coin machine industry pay off with the recent adjournment of the Texas Legislature. On the night before adjournment that lawmaking group amended the State tax on coin-operated machines, bringing the law more in line with reality.

A summary of the new law requires that coin-operated amusement machines shall pay a tax of \$10 per year.

Prior to this amendment, taxes on coin-operated amusement machines varied from \$5 to \$60 depending on their type.

It is this equalization of taxation which represents years of work on the part of Sussman and of the Texas Amusement Operators Organization, a group which he was instrumental in founding. This work to a great extent consisted of getting the facts before the Legislators and of encouraging the operators themselves to write their representatives in behalf of the more sane tax.

Salons Aid

It is a victory for Sussman, but he was quick to give credit to Senator George Parkhouse of Dallas, who handled the amendment in the Senate, and to Rep. Murray Watson of Mart, who handled it in the House.

Sussman was enthusiastic about the tax amendment, explaining that it will work for the good of both the coin machine industry and the State itself.

From the point of view of the coin machine operator he said, "It will give the operator the ability to handle locations in small communities, communities in which he was not able to operate previously because of the high tax rate."

Small Locations

Sussman refers to these small community spots, places which do not have a high customer turnover, as "mamma and papa locations." He said that in the past an operator could not take the chance of setting up equipment in these smaller places. Now, though, with the straight \$10 tax on all machines, he will not only be able to put in machines, but will be able to keep those machines up to date. This, of course, will give rise to more machines throughout the State, resulting in more tax revenue to the State.

He went on to explain that the same financial reasoning will also apply to small locations in the big cities. And, by the same reasoning, the playland or arcade operator will be able to use more equipment. He sees, for the future, more arcades being able to survive and more new arcades open-

ing, with a larger assortment of games.

And in addition to the added revenue which will come to the State from the greater number of machines, Sussman also sees a drop in the cost to the State of tax enforcement on machines. "Operators," he said, "don't mind paying a fair tax. In the past, though, a tax was considered high and unfair that called for large numbers of enforcement officials, with all the expenses which go with enforcement."

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Ghana Gaining as African Coin Machine Playground

ACCRA — Ghana is becoming the leading importer of coin machines among the newly-independent African states.

The government statistical office reports coin machine imports are running at the rate of around \$7 million annually, which is nearly double the figure for any other new African state.

There are now 1,500 phonographs in this former British colony and 850 games, give or take a few hundred. "Precise figures are not our strong point," an official in the statistics office cheerfully admitted.

Boom Seen

Trade experts here forecast a coin machine boom dwarfing any-

thing yet experienced. Their forecast is based on a drive by Kwame Nkrumah, the Ghanaian president, to make this country the playground of Africa.

Nkrumah hopes to exploit geographic situation on the west coast of Africa to make it a world tourist center, a luxury holiday land and gateway to Black Africa.

The Ghanaian leader is contracting for entertainers from the U. S. and Britain and building a series of resorts. Considerable numbers of juke boxes and games will be imported under the program.

It is expected that Nkrumah's tourist aspiration will open Ghana as a big payout machine market as well.

Memphis Op Sees Rock Dying

By ELTON WHISENHUNT

MEMPHIS—Johnny Novarese, who operates a music route and tries to keep up with the tastes of the phonograph-playing public says that rock and roll is on the way out and there will be a return to adult popular music of the type played in the 1930's and 1940's.

Novarese said he uses about half adult records on his phonographs and half of the rock and roll or rhythm and blues type.

Novarese said he believes it is only a matter of time until rock and roll will completely lose its popularity, and be pushed into the background and become a minority among what is most played on the juke boxes.

Popular Demand

Five years ago, he said, 85 per cent of the tunes on phonographs were rock and roll and operators had to schedule this much of the fast, big bat records because of popular demand.

"But the demand has been gradually dying for about two years now," he said. "I'd estimate its 50-50 now. But the end is in sight. Better music is coming back."

"Of course, teen-agers are the ones who have kept rock and roll five years. Singing stars and recording artists have been born overnight because of the teen-age market.

Few New Ones

"The teeners got what they wanted in the Fabians, Bobby Darins, and other rock singers. But it is significant that few, if any new ones have sprung up recently.

"I think we're moving into a new era—a new trend in music,

away from rock and roll. Some still hang on, but it is dying. Anyone who can see the handwriting on the wall will, I think, agree with me."

Novarese's idea of coming popular music is that it might not be of the same type, or as good, as the top-notch popular American music which had its heyday in the 1930's—but it will be as good as American composers nowadays can produce.

And that won't be as good as 20 and 30 years ago.

After all, he says, who now can

match Cole Porter, Irving Berlin, George Gershwin, Jerome Kern, Richard Rodgers and Lorenz Hart and Rodgers and Oscar Hammerstein? Or some of the other top composers, not quite so good as these, of the 1930's.

Perhaps such a new day is coming, as Novarese foresees. If it does, it most surely will restore to the night spots where phonographs are used a return to the fox trot, or at least another style of dancing away from the jitterbug or bop or rock and roll type teen-agers still indulge in today.

Coin-Operated Moving Pictures for American Export Line Ships at Sea

NEW YORK — The American Export Lines announced that all its eight luxury liners—including the USS Constitution, the USS Independence and the USS Atlantic—will have installed the Italian-made Cinebox, a juke box which shows motion pictures upon the insertion of a coin.

One Cinebox will be placed in the nursery of each liner, while the lounges will carry additional units.

Nursery Cineboxes will show Columbia Pictures cartoons and comedies, including Mr. Magoo, Fox and Crow, L'il Abner, Scrappy and the Three Stooges.

Lounge Cineboxes will feature musical films and travel movies. American Export Lines will also have a Cinebox at its New York ticket office at 666 Fifth Ave. Promotional movies of the ships' accommodations and services will be shown there.

Each unit holds up to five 40-

minute films in both color or black and white.

U. S. Cinebox distributor is Don Twomey Associates of New York and San Francisco.

A SALT LAKE CITY EATERY ADDS MUSIC TO ITS MENU

SALT LAKE CITY—Adding a single, provocative sentence to everyday menus has helped to increase phonograph revenues by at least \$10 per week at the Tip Top Cafe here. The addition is simply the question "What's Your Favorite Music?" at the bottom of the entree section of the menu, where, of course, every income customer is bound to give it some attention. Not infrequently, customers ask curiously "What does this mean?" It gives waitresses an opportunity to point out the new 200-play phonograph installed in the center of the restaurant by Thompson Distributing Company, of Salt Lake.

By asking the question, almost everyone who reads the menu can be depended upon to give at least momentary thought to his favorite recorded music, and to add a dime or two to his lunch expense, by picking a favorite and playing it.

Since the restaurant's menu is multilithed, with daily changes, it is a simple matter to add the "What's Your Favorite Music" question to each menu, and depend upon sheer curiosity or the reminder-value to get customers to play a record or two.

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Drive-In Restaurant Experimenting With Wall Juke Boxes in Rome, Ga.



ROME, Ga.—How can a phonograph operator increase jukebox play in a busy drive-in restaurant? The answer is to install wall boxes, well above eye-level, on the exterior of the drive-in building, one on each side, according to B & S Music Company here.

Loath to set the juke box itself out on the parking areas where rain, heat, dust, etc., are likely to damage delicate mechanisms, B & S Music Company experimented with using wall box selectors instead in a popular Rome drive-in which handles upwards of 600 cars per day. As shown, the selectors are suspended a little more than six feet high on the steel center strips which divide the large windows of the dining room and food service area.

Here, elevated far enough that

they can easily be seen over automobiles parked around the building, the wall boxes make it easy for any drive-in customer who wants to hear a particular number to simply step up to the box, flip through the selection wings and drop a coin, returning to the car.

Wall box units, of course, take up an absolute minimum amount of space, require no elaborate wiring, and because of their small size, are protected from the elements by a small overhang around the top of the windows on all four sides of the drive-in. It requires no signs of any sort to call attention to the selector boxes, inasmuch as almost everyone of course quickly recognizes the purpose of the selectors and is reminded to "use up his change" from drive-in orders in the juke box.

Chi Radio Program To Cover Juke Box Music Programm'g

CHICAGO—Juke box programming will be the subject of a forthcoming radio show on WSBC-FM here. Host for the show is Nick Biro, BMW's Midwest news editor, and guest artist will be Norma Rivers, Vassar Records.

Miss Rivers will explain the Vassar policy of cutting stereo and monaural 45's primarily for the juke box operator and will relate how tunes are selected and arrangements are made for the automatic phonograph trade.

She was to have appeared at the annual convention of the new State Coin Machine Association at the Laurels Country Club, Monticello, N. Y., next week.

However, as Miss Rivers has a two-week engagement at the Quid, a new Chicago supper club, she will miss the coin trade event.

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THREE COINMEN were among the four top award winners at the third annual Wisconsin Music Industry Golf Jamboree. From left: Class A winner, Harry Jacobs Jr., United, Inc.; Class D, Ron Strassburger, Decca Distributors; Class B, Harold Zastrow, Milwaukee Amusement Company, and Class C, Caspar Lyday, T. C. Harris Music.



IT WAS DARK, gloomy and plenty wet when these coinmen finished playing at the third annual Wisconsin Music Industry Golf Jamboree. But they made it. Posing in the rain in front of the clubhouse is this Milwaukee Amusement Company trio, from left: Harold Zastrow, Class B winner; Edward Bower and Milton Gross.

**Coin Reps Brave Hurricane Carla's
Downpour to Vie for Golfing Honors**

PORT WASHINGTON, Wis.—Despite the heaviest downpour of the year, 69 persons showed up for the third annual Wisconsin Music Industry Golf Jamboree at the Port Washington Country Club.

A total of 33 bedraggled but dedicated sportsmen braved the torrential rains inspired by Hurricane Carla and actually played golf. Any player who turned in a dry score card was automatically disqualified.

The event drew a record crowd of juke box company employees and executives from all over the State and from Chicago. Attendance was actually higher than on

the two previous outings when the weather had been made to order for golfing.

Bob Beckham, Decca Records, came up with an exclusive — he was the only recording artist on the scene. Beckham was also one of the lucky door prize winners. His prize: a container of Wisconsin cheese.

Coinmen Triumph

Coinmen walked (or swam) off with three of the four top golf awards. Class A honors went to Harry Jacobs Jr., United, Inc.; Class B, Harold Zastrow, Milwaukee Amusement Company; Class C, Caspar Lyday, T. C. Harris Music, and Class D, Ron Strassburger, Garmisa, Inc., of Wisconsin.

John Plimpton, Bay Music Center, was the outing chairman. His committee aides were Bob Blie, Decca Distributors; Bob (Coffeehead) Larsen, WEMP; Harry Jacobs Jr., United, Inc.; Les Lerche, Morley-Murphy Company; Ken Kulow; Bob Rippey, Triangle Music, Waukesha, and Benn Ollman, BMW correspondent.

Attending were: Ed Hoffman, Marlie Waak, Harold Zastrow, Ray Haasch, Clarence Smith, Bob Beckham, Harry Beckerman, Lee Rothman, Tom Collins, Jim Stecher, Harold Rietz, Bob Reinhardt, Gordon Pelzek, Robert Kratke, John Heidner, Jim Stag, Gordon Krahn, Rik Froio, Stan Ratner, Arnold Jost and John Plimpton.

Also on hand were Harry Gromacki, William R. Broege, Joe Liptal, Jerry Glassman, Harry



Midwest

OUT MINNESOTA WAY

A few bingo machines reportedly have reappeared at some locations in South St. Paul and West St. Paul, Minn., after an absence of many years. The machines have been in operation in Rochester, Minn., and a few other small Minnesota cities for some time. Twin Cities operators have been wondering when they will be able to place their bingo machines in established locations.

Don Patrick of Longville, Minn., has taken over the route of George Spicer, who was killed in an automobile accident on Labor Day. The route is in the Brainerd-Longville area. Patrick was a recent visitor in the Twin Cities. Other operators in Minneapolis and St. Paul included Earl Ackley, Spooner, Wis.; Red Wilbur, Duluth; Doc Keintz, Tomahawk, Wis.; Stub Schofter, Valley City, N. D.; Arndt Peterson, Mankato, Minn.; Gordon Runnberg and Bob Kovanen, Moosa Lake, Minn.; Ike Sundem, Montevideo, Minn.; and George Wohlers, Stillwater, Minn.

Condolences to Walter Witt, Minneapolis operator, whose mother died September 13 at the age of 79. Funeral services were held in Minneapolis September 16. . . . Sam Sigel, office manager at Lieberman Music Company, Minneapolis, is recuperating from a virus attack. . . . Sandy Sanderson, manager of All-Record Sales, Minneapolis one-stop, was on a fishing trip in Canada. . . . Lowell Plagge is the new shipping clerk at All-Record Sales.

Arvid Kangas has rejoined Liberman Music Company, Minneapolis, as a serviceman. . . . Romeo Crosby of Automatic Games Supply Company, St. Paul, reports that the new Rock-Ola phonograph is going over very well. . . . Archie LeBeau of LeBeau Novelty Company, St. Paul, suffered a minor stroke September 10 and has been recuperating at home. . . . Lew Rubin, sales manager of Lieberman Music Company, was in Chicago calling on a few manufacturers.

Don Lyons.

DETROIT DOINGS

Ben Rosen, veteran Detroit area manager for Confection Cabinet Corporation, is spending much of his time these days on the road through Michigan, developing new promotional ideas for merchandising. . . . William Riethmiller, a newcomer to the coin field, is organizing Bud's Vending Company, in the Northwest section, specializing in operation of potato chip machines, a variety of bulk vending. He is using a newly developed type of machine being made locally.

Ted H. De Harde, former Detroit shuffleboard operator, who had made his home for a number of years at Marine City and continued to operate a small route in that area, died suddenly last week. He operated a shuffleboard refinishing service, and was active head of the Tri-County Shuffleboard League system, and Tri-County Pool Leagues, servicing many operators in the Detroit area. Tom Dewberry of the T J Amusement Company is expected to carry on the shuffleboard leagues for Detroit and nearby operators.

H. F. Reeves.

East

NEW ENGLAND NOTES:

All of his friends were saddened to hear of the death of Edward Ravreby, former president of Associated Amusements of Boston, who collapsed while attending temple last week. He was rushed to a hospital where he died. He had been in poor health for some time. . . . The tragic passing of the wife of Ralph Ridgeway of Springfield, president of the Western Massachusetts Music Operators Association, also came as a shock to the industry. . . . Recovering from recent bouts with surgery and happily, doing well, are Bert Howell of Westwood and Freddie Faretta of Concord, N. H. Bert was looking fit at Tri-mount's AMI party and won something strictly for medicinal purposes.

Arnold Blatt, Brookline operator, and his pretty blonde wife, Judy, celebrating their ninth anniversary with a night on the town. To cap it all, they'll move into a brand new house in Brookline this week. . . . John Lazar of Manchester, N. H. is a healthy testimonial for the Exercycle. After using it for about two years, John feels and look as fit as a fiddle and can walk, stand and run with the best. He's also got his waistline to a svelt measurement and says he sleeps like a top.

Al Dolins of Hyannis found the summer season on Cape Cod "just another year," with more people around, but less money in circulation. Al was glad he has his bowling lanes, which he runs all year, to keep up his grosses.

Cameron Dewar.

West

Mike Scavarda, Grand Junction, Colo. says that nightly dog racing has been the No. 1 factor in causing summer slumps. In his community, on the Western slope of Colorado, dog racing was a sport which attracted thousands nightly, for a period of two years. Discontinued, however, because of the somewhat limited population in the area, the track closed, and immediately, collections began to pick up everywhere along Scavarda's routes. Now, after a year or two in which to assess the results, Scavarda can state definitely that his route profits are far better, with no competition from dog racing to contend with.

Jacobs Jr., Jack Wajer, Dick Bruce, Al Allison, John Wilson, Les Lerche, Bob Rippey, Perry London, Don Phillips, William Wilson, Bob Mahl, John A. Wilson Jr., Benn Ollman, Chuck Phillips, Ed Tarman, Ben Woods, Bob Obbink, Walt Koelbl, Dan Sabin, Don Smith, Bob (Coffeehead) Larsen, James J. Tiedtjens, Bob Blie, Bob Thompson, George Gerken, Donald S. Van Gore, Ken Windl, Ed Bowers, Ken Kulow, Bob Krueger, Henry Aubuchon, Bernie Strachota, Pete Stokke, Robert J. Karjus, Nate Victor, Caspar Lyday, John Kotecki, Milton Gross and Jay Albrent.

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PHONOGRAPH
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IRWIN MARGOLD, Trimount general manager, and Mrs. Cameron Dewar, wife of BMW's Boston correspondent, drew the winning prize numbers.



NEW ENGLAND OPERATORS gathered at Trimount Distributors for the AMI outlet's big party.

Second Trimount Sales Company Big Challenge Promo Pulls From 4 States

BOSTON—A group of music operators from four States gathered last week at Trimount Automatic Sales Corporation for the second in a series of Big Challenge parties in connection with the AMI sales promotion plan. Refreshments were served at the plant, after which the group repaired to the Red Coach Grill for steak dinners. On returning to the Trimount plant, the drawing was held.

Winner this time was Tom Zaroli of Commercial Music, Providence. He will receive an all-expense, four-day stay at the Hotel Concord in the Catskill Mountains in New York State for two. The first drawing two months ago also went to a Rhode Island operator, Bill O'Brien of Newport, who received one of the minor prizes this time.

Irwin Margold, general manager of Trimount spoke to the group and outlined the AMI policy which also entitles AMI purchasers to participate in the grand national drawing which gives two persons

a trip to Las Vegas or Miami. He also distributed premium prize books wherein lavish gifts are offered for stamps which come with the purchase of each phonograph.

Among those attending with their wives were: Bert Howell of Westwood; Arnold Blatt of Brookline; Louis Migliore of Malden; Luke Levine of Allston; Saul Robinson and Hank Gladstone, N. H.; Bernard Bertram of Berlin, N. H.; John Lazar of Manchester, N. H.; Tom Hall of Goffstown, N. H.; Al Dolins of Hyannis; Al Sharpe of Portland, Me.; Anthony Cinquegrana and Vincent Marzichi of Pawtucket, R. I., and Bill O'Brien of Newport, R. I.

Hosting for the Trimount firm were: David S. Bond president; Irwin Margold, general manager; Marshall Caraa, assistant manager; George Klercy, district sales manager for AMI, and Bosco Trbovich, regional service representative. The next Big Challenge drawing will be held in approximately two months.

BALLY EXEC HERB JONES A COIN EXPERT

CHICAGO — Herb Jones, Bally Manufacturing Company, has practically become a numismatist—and a foreign one at that.

The term refers to people who deal with coins, usually collect them, and Jones has been getting an abundance in the past several months. It seems Bally has been shipping more and more bowling games to France, Belgium, Italy and Japan. Jones is busy designing special coin-plates for the overseas customers.

"Some of the girls at Bally," Jones said, "wish they could accompany a recent shipment to Hong Kong, through the Great Lakes and St. Lawrence Seaway, down the Atlantic coast, through the Panama Canal and across the Pacific.

"One order had me stumped for a while. Our distributor in Beirut, Lebanon, sent a sample of the coin for Bally Bowler machines going to Cairo, Egypt, but neglected to name the denomination. I solved the problem by visiting the consulate of the United Arab Republic. The coin, marked with the Sphinx, is a five piasters piece, worth about 15 cents in American money."



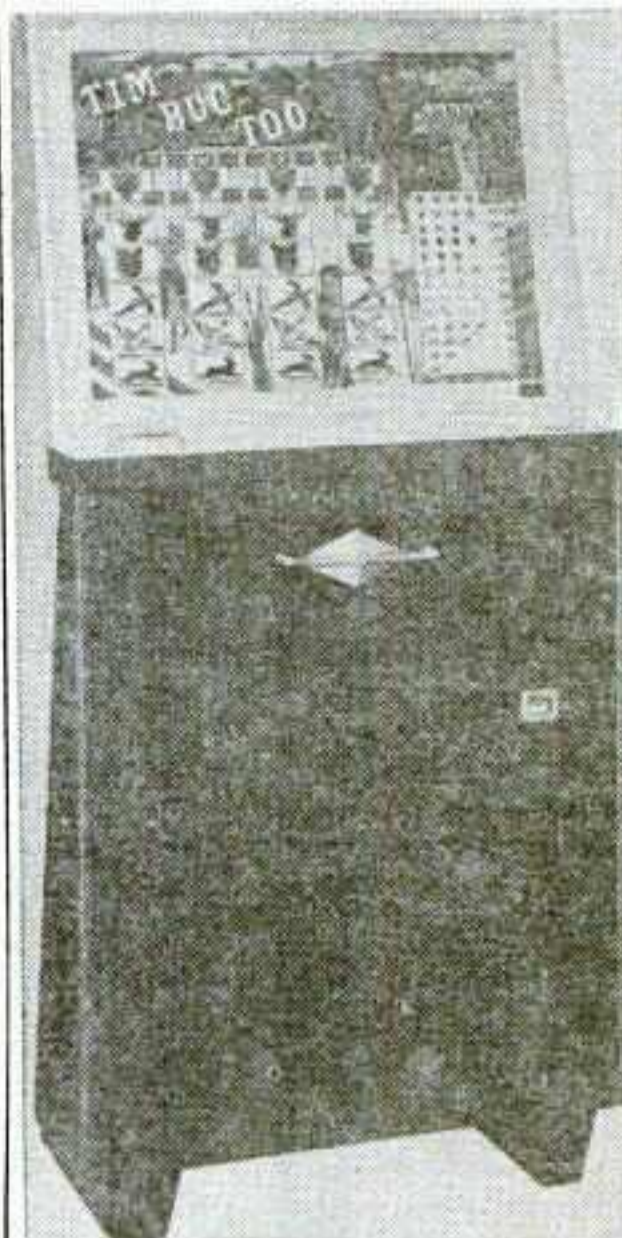
A COIN COUNTING and auditing unit suitable for attachment in route trucks was introduced last week by Johnson Fare Box Company, Chicago. The unit sorts and counts coins and prints individual totals on a form. The unit holds up to \$1,500 in coins and can count \$50 in four minutes. The entire unit can be deposited in a bank at day's end.

DICK WILSON BACK IN CHI

CHICAGO — Dick Wilson, BMW's coin machine advertising manager, returns to Chicago after a two and one-half year stay in New York. Wilson will continue to supervise all coin machine advertising.

A veteran of some eight years with BMW, Wilson was stationed in Chicago before originally being sent to New York as Eastern sales representative, and was later named to his advertising manager's post.

116 Scoring Trys & Free Play on Game



TIM BUCK TOO

CHICAGO—Tim Buc Too, new upright being put out by Games, Inc., here, features 116 ways to score plus a light-the-name feature enabling the player to win free plays.

The back-glass is attractively decorated with Persian towers and circus elephants plus a liberal sprinkling of lush Oriental dancing maidens. The cabinet is attractively finished in two-tone coloring. The activating wheel is in the front-center of the cabinet.

The unit measures 57 inches high, 28 wide and 16 deep.

DONNA KANER PIANO WINNER

CHICAGO — Donna Lynn Kaner, eight, daughter of Leo Kaner, tax counsel for Music Operators of America, beat out 311 contestants for first place in The Chicago Tribune Music Festival Piano concert recently. Donna won superior ratings and gold medals in the preliminaries, semifinals and finals of the contest.

During her brief two and a half year musical career, Donna has received superior ratings in national auditions of the American College of Music and high honors in recording and competitions of the National Guild of Piano Teachers. She will appear in the Illinois State Music Teachers showcase November 5.

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Next Session of Congress Could Be Music Legislation Highpoint

• Continued from page 1

Music recording and royalty questions will be under the microscope of the nation's copyright experts, in and out of government. A revision of the 1909 Copyright Act is strongly in prospect, and one of the recommendations in the recent Copyright Office report was an end to compulsory licensing for recording. Legislation embodying Copyright Office suggestions could reach both Senate and House copyright subcommittees in the course of the next session, and there is even a possibility of hearings beginning. In the past week the work of

getting hard-fought compromises pinned down in legislative wording has begun. Copyright advisory panels from the music industry, including such familiar names as Julian Abeles, Sidney Kaye, Herman Finkelstein and John Schulman, sat down with government and Bar Association people in the first of many meetings to work out legislation acceptable to many conflicting interests.

Broadcasting, music's biggest promotional arm in this era, will be affected both monaurally and stereophonically by FCC moves.

The agency will go into the whole question of independent FM programming in its revamp of the FM service. It will check on how well the FCC's stereo standards are working out in FM broadcast of stereo recording. All types of broadcast programming will get new detailed auditing in new programming forms now being threshed out.

Also by the FCC: There will be decision on whether networks should be allowed to option time, a question of keen interest to indie programmers with more experiment and music in mind for prime hours; plugola rules will be finalized to tell broadcasters when they must acknowledge outside interests, such as music recording and publishing, which benefit from airing. The voluminous programming investigation by the FCC's Office of Network Study will be completed, probing alleged tie-ins and pressures of nets and giant talent agencies to monopolize program control.

Justice Department will continue to be the scene of a tug-of-war on ASCAP-BMI issues. Representative Celler will await response to his demand, earlier in this session, for a report on the competitive positions given the two music licensing groups under their respective consent decrees. Lee Loevinger, head of the Antitrust Division, is the target here. Loevinger has also heard complaints from dissident ASCAP publishers that the revised decree negotiated under former antitrust chief Robert Bicks perpetuated the ills it was supposed to cure.

Representative Celler has also asked FCC Chairman Minnow for an opinion on whether it is fair for broadcasters to be allowed to have music recording or publishing or licensing connections. Also worrying the broadcasters is the Celler bill to compel announcement when any foreign music track is used in American-made programming. FCC would be responsible for administering the law.

In one area of the performing



JOE QUATROCHE, St. Marys, Pa., operator, gets a tail-gate pitc from Michael Anderson Jr. (Mickey Anderson Amusement Company, Erie, Pa.) as the latter toured sections of the Pennsylvania countryside recently, demonstrating the new Rock-Ola Princes phonograph.

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arts, at least, the first session of the 87th Congress accomplished something: Both houses finally agreed on a unifying Cultural Exchange bill to put new life, more funds and security into this valuable promotion for peace and understanding.

A bill to set up a federal advisory council on the arts failed to pass the House last week in spite of strong push by Representatives Thompson (D., N. J.), Lindsay (R., N. Y.), Halpern (R., N. Y.) and others. The bill involved only per diem expenses for a proposed 21-member board and a top annual expenditure of \$100,000. Its purpose is not to subsidize but to "give status and recognition" and advisory help in establishing an identifiable U. S. culture, as it is done in other civilized nations and

in several States here, including New York.

Economy-minded member sniped at it with heavy sarcasm. Representative Smith (D., Calif.) asked on the floor of the House "What are the arts? Here is where I display my ignorance. I do not know . . . I suppose fiddle playing would be in the arts and the painting of pictures would be in the arts. . . ."

A bill to actually subsidize the arts, as this country subsidizes scientific research, rocket testing et al., has naturally had rough going in this chill atmosphere. However, its sponsor, Representative Halpern (R., N. Y.) keeps right on fighting, and will continue to battle for the Arts Foundation bill, to see that the "out-of-the-way" parts of the country, as well as Broadway, have good theater and music.

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WHEN YOU BUY A FLIPPER GAME — BUY THE BEST — BUY WILLIAMS

AMI Names

Continued from page 48

but with experience in the music industry.

Sams recently moved to Chicago in his capacity as A C Automatic vice-president. The latter firm is the sales arm for AMI as well as Rowe equipment. All three are subsidiaries of Automatic Canteen Company of America.

Glover, AMI's new sales executive, is a graduate of the University of Michigan, with a bachelor of arts degree. He was a commissioned officer in the Navy for five years, three of which were spent in the Far East, and two as an instructor of diplomatic history at the U. S. Naval Academy, Annapolis.

Prior to joining AMI in 1956, he spent a year as sales correspondent with Lear, Inc., manufacturer of automatic flying systems. His wife, Beverley, is a part-time teacher in the primary grades, and they have two boys, age six and seven.

Sanford (Sandy) Norian, Phil's replacement, attended the University of Michigan, majoring in music for two years and has been described as a "mean trumpet player." He later switched majors to business administration.

He served in the Army for two years at Fort Meade, Md., working in the comptroller's department, and was later business manager of Outdoor Parking Company, which operates lots in Grand Rapids, and Muskegon, Mich. Norian is 27, married, and has a daughter 4 1/2 and a son 1 1/2.

Denver Op

Continued from page 51

families involved in the day's traffic to show that the restaurant is appealing to this type of traveler. Mueller feels that he has a good bet for making sales.

He makes sure that the location has sufficient space around the cash register to spot the ring vender at the point where the average customer will be receiving his change. Long experience has taught Mueller that doting parents are far more likely to buy a ring for their youngsters if there is a quarter involved in the change they have received from their meal check, and this means, of course, that the vending machine should be as close as possible to the cash register. In most of his locations the machine sits immediately to the right or left of the cash register, close to the rubber-fingered pad on which change is placed by the cashier.

Mueller services all of his locations at least once every two weeks, and completely changes the display, in the front of the machine, to make sure that there is no tarnish or dust, to spoil the eye-appeal of the display. He also distributes a few sample rings among waitresses, cooks, etc., in the restaurant to make sure that each will be appreciative enough to suggest them to their customers.

Mueller likewise runs 1-cent peanut and ball gum machines, but all of these are located on double-header stands elsewhere in the restaurant, usually near the entrance. Merchandising rings and similar charms is a much more exacting job than ordinary peanut and gum operations, he has found, to the point that he uses separate makes of machines for the two, and even keeps separate books on them.

EUROPEAN NEWS BRIEFS

Continued from page 48

of dollar merchandise. However, the coin trade argues that it has failed to receive a fair allotment of dollar exchange, and that in any event increased Austrian purchasing from the United States would in all probability be reciprocated by increased U. S. purchasing of Austrian goods. This much is fact: Austria's 550 operators demonstrate a strong preference for U. S. equipment. At least 80 per cent of the boxes sold in this country are of U. S. manufacture, this despite the fact that a new American box costs around \$3,500.

Seek Longer Kiddie Vacations

HAMBURG—Moppet amusement parks have taken hold at West German resorts this season, and operators believe they could become a profitable sideline if the school vacation period were lengthened. The West German schools' summer vacation is six weeks, compared with three-months in the U. S. However, it is customary to stagger vacation periods among the various Federal States to ease the strain on hotels and traffic. Efforts are being made to stretch the holiday season by an additional month or more through beginning the vacation season earlier and extending it later into September. At present, the 11 West German states begin vacations in June and stagger them through August. Coin machine operators in resort areas would like to see the vacation season open in late May or early June and be staggered through the end of September. Experiments with small fry coin machine fairylands were extremely successful considering the short season. Operators found that parents tend to regard such kiddie amusement areas as a place to park their children, and are willing to supply them liberally with coins.

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- Genco State Fair . . . 225
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- Keeney Ranger . . . 195
- Midway Bazooka . . . 295
- Midway Shoot's Gallery 350
- Midway Deluxe Shoot-ing Gallery, new . . . \$23
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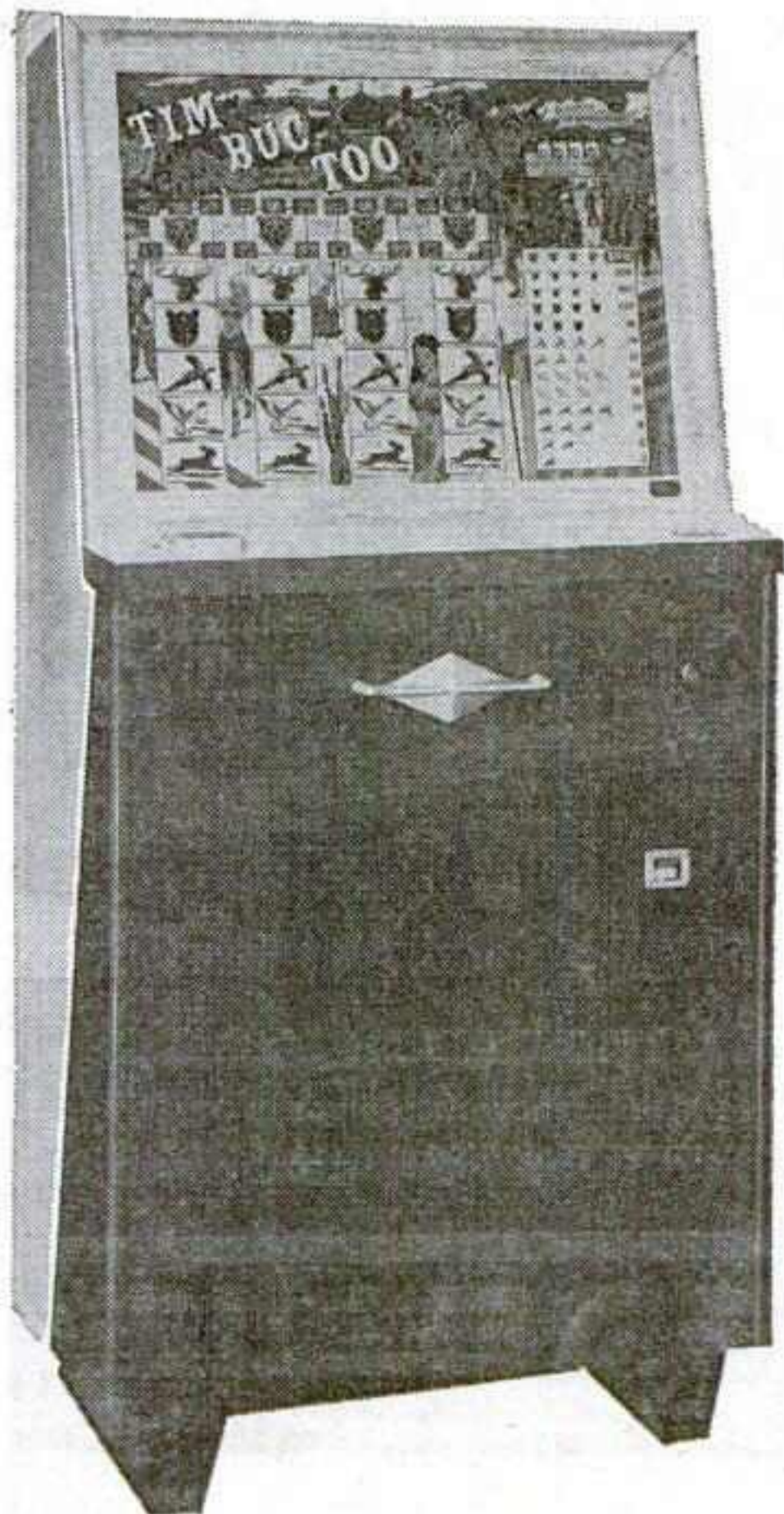
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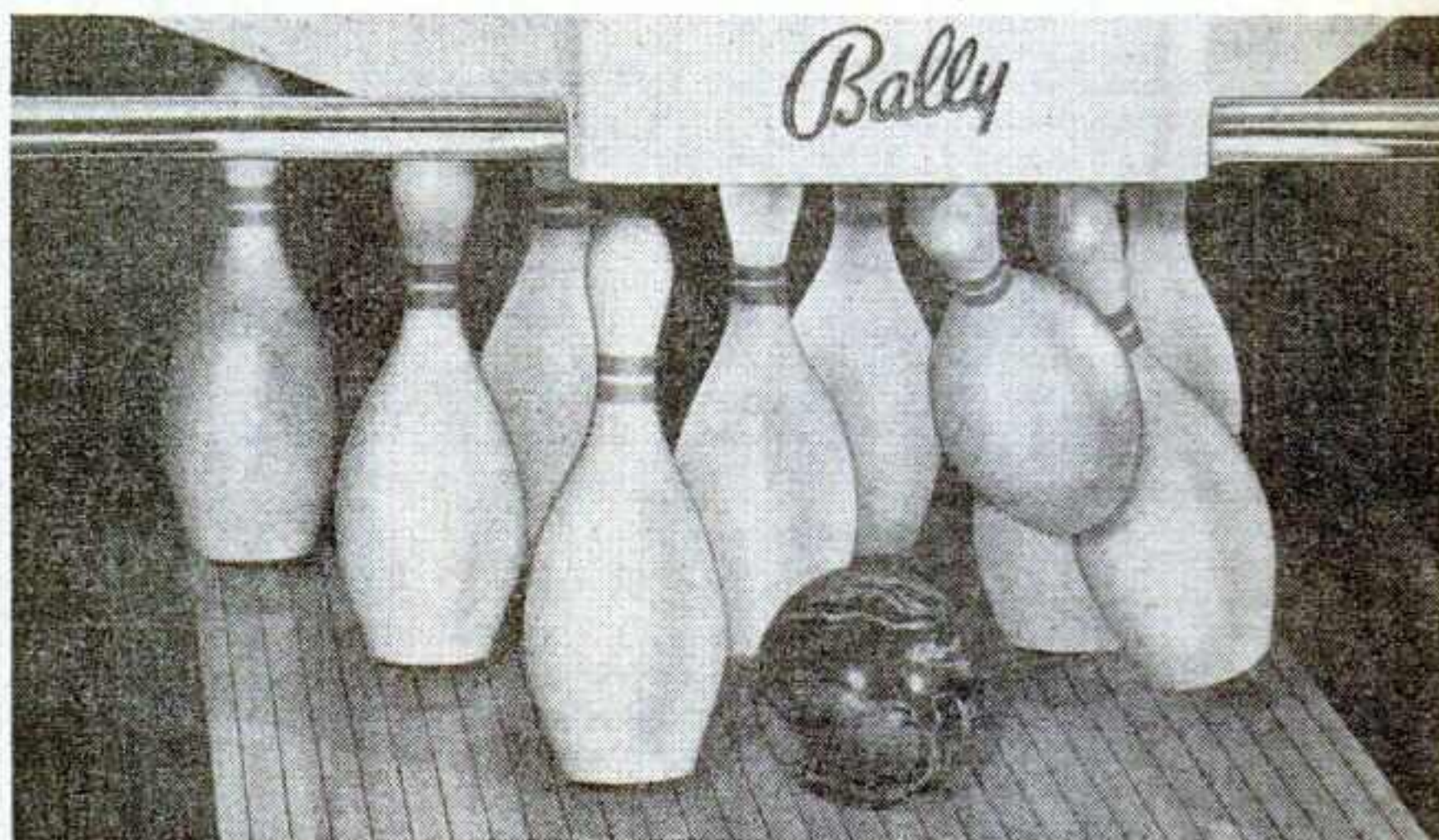
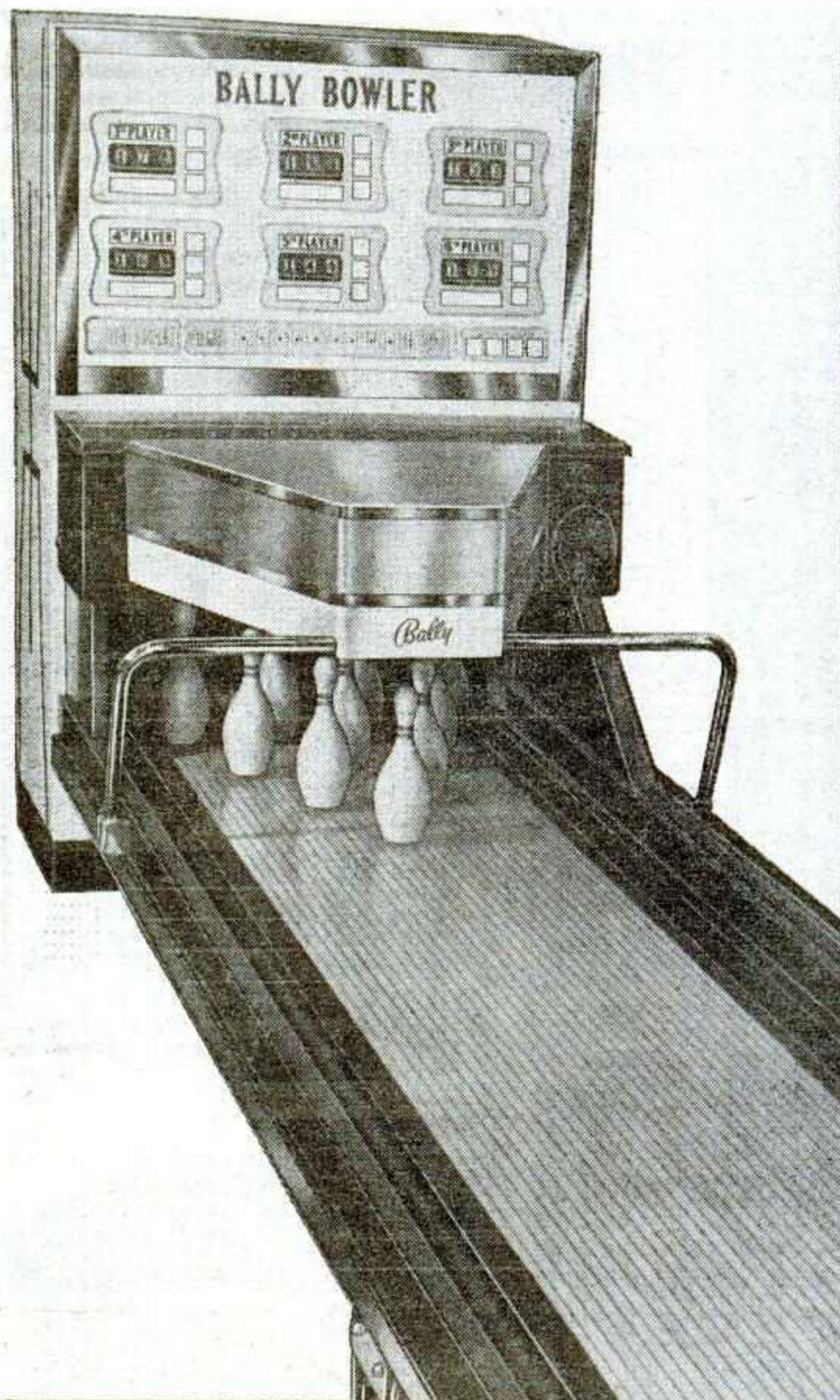


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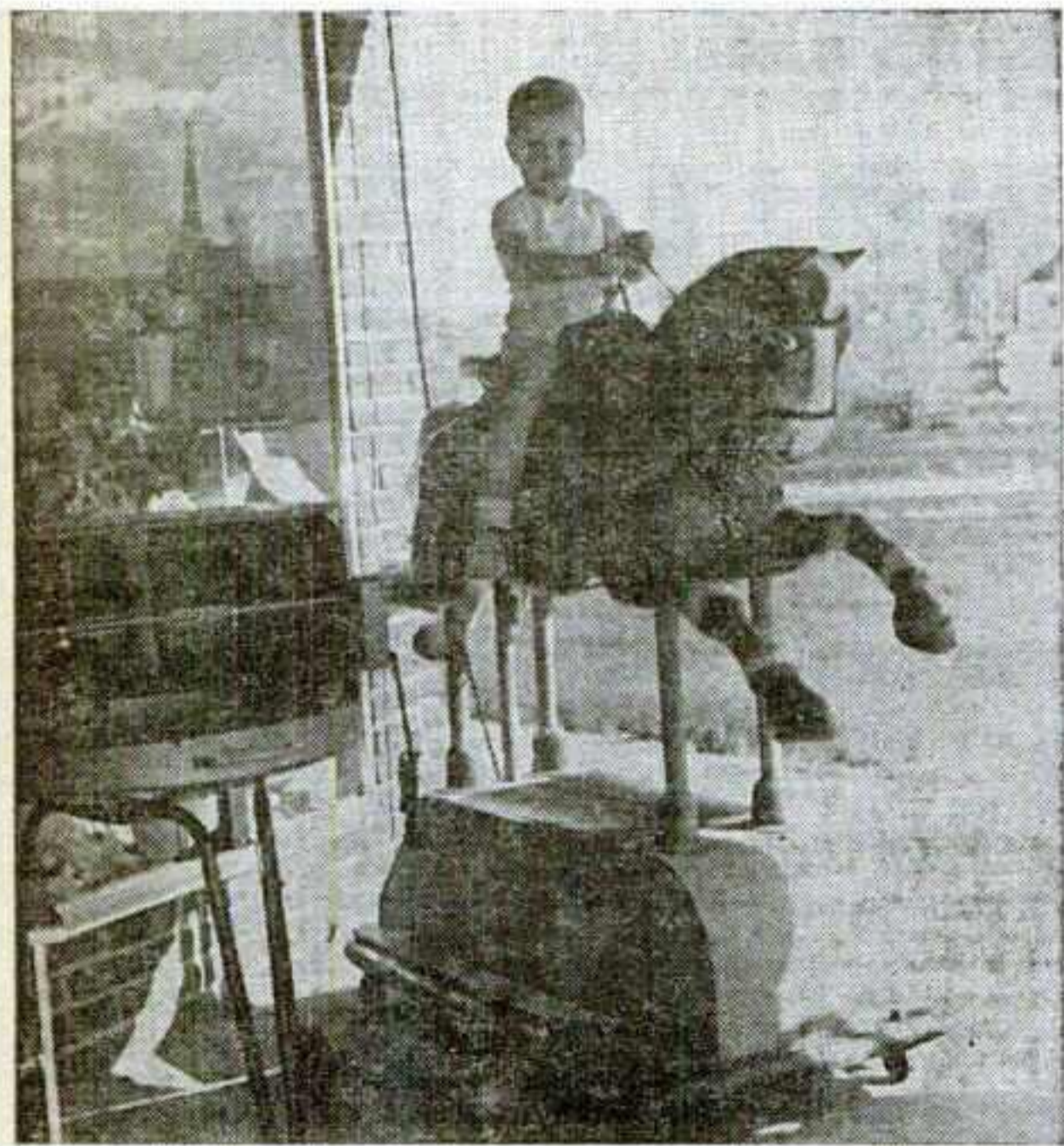
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DENVER—Where kiddie rides are used outdoors—and this is almost essential in these days of retail stores jammed with merchandise—appearances of the equipment is bound to suffer rapidly from strong sunlight, weather, and even vandalism. One operator who has been able to eliminate much of the refinishing problem which this

situation of course brings about is Frank Thorwald, veteran bulk vending and kiddie ride operator covering much of Central Colorado. Thorwald simply mounts his costliest, most prone-to-damage kiddie rides on heavy casters, which permit the location owner to pull the machine indoors with a minimum amount of trouble.

The casters at one end are of the swivel type, which makes it easy for almost anyone to move the ride inside the store doors at closing time and thus cut the weather problem down sharply and eliminate the vandalism threat altogether.

As most kiddie ride operators have discovered, the brightly colored riding horses, racers, motorboats, space ships, etc., are a natural target for whittling, marking and scratching.

If the kiddie ride is both kept in plain view where store personnel can prevent such senseless damage during selling hours, and locked away from the public at night, this sort of trouble is eliminated.

While the kiddie rides are heavy and require a good solid push or pull to move, the average storekeeper, who has fixture appearance upkeep problems of his own, is mindful of the operator's problems as well and likely to co-operate.

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