

June 26, 1961

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BILLBOARD MUSIC WEEK

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

SEMANTICS PROBLEM

Broadcasters Balk at FCC Payola Wording

By MILDRED HALL

WASHINGTON — Broadcasters took some sharp exception to "ambiguity" in the FCC's proposed guidelines on sponsorship identification requirements in its current rule-making on payola.

Additional rule-making covering announcements for broadcast-owned interests gutting plugola on aired shows also took hard knocks from broadcasters, and even louder howls from movie and TV film companies, although deadline for comment on this aspect was moved over to July 10. In the latter rule-making, the Federal Communications Commission proposes to pull all film-making under the anti-payola rule on the assumption that all will eventually go on television.

Strenuous Exceptions

Among the most strenuous exceptions to the proposed list of anti-payola guidelines was one by a group of 17 broadcast companies who claimed that the "reasonable diligence" to prevent payola on the

station, or among program suppliers, is not spelled out.

The term is too "vague and general," say their Washington attorneys, Covington & Burling. The wording could hold individual broadcasters responsible for transgressions by innumerable suppliers in the network, film or taped transcription field, as well as among their own station personnel. Attorneys want to know just what would be required in the way of statements or affidavits secured by broadcasters to show rules have been met, and how often would they be required? The same group also protests the rule-making to put all film under the broadcast rules as ambiguous and over-reaching.

What Is 'Nominal Charge'?

Broadcasters also want to know exactly what constitutes a "nominal charge?" Products supplied "free or at nominal charge" and used in broadcast without special plugging can go without announce-

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RCA Keeps Lead as Hottest in Singles; Columbia Still Out Front on LP Charts

Album Pace Set by Miller and Conniff, Sinatra & Francis

By BOB ROLONTZ

NEW YORK — Mitch Miller, Ray Conniff, Frank Sinatra and Connie Francis led all album artists with top-selling new LP's released between January 1, and June 30, 1961. Mitch, Sinatra, and Connie Francis each had three new albums that made BMW's Best Selling mono LP chart, and Ray Conniff had two. And Mitch, Sinatra and Conniff also had three new albums on the stereo LP chart as well. Other artists who came up with two new albums on the mono charts during the January through June period were Ray Charles, Billy Vaughn, Rusty Warren, the Ventures, Lawrence Welk, and Mantovani.

As was the case last year, Co-

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DIGEST MAKES DEAL OFFICIAL

NEW YORK — As had already been indicated in BMW, The Reader's Digest announced its takeover of the RCA Victor record club operation from the Book-of-the-Month Club. A new, wholly owned subsidiary, Reader's Digest Music, Inc., is now exclusive agent for the record club. The transaction is subject to approval by Book-of-the-Month stockholders.

DeWitt Wallace, Digest editor and publisher, stated in part: "... We are particularly happy that our millions of readers in the United States now have the opportunity to purchase, on a regular and convenient basis, the fine recordings offered through the RCA Victor Record Clubs.

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Singles: Elvis, Fats, Connie, Lee, Anka, Wilson, & Drifters

NEW YORK — RCA Victor is maintaining its pace for the first six months of 1961 as the hot singles company. Last year Victor placed more singles in the top 50 of BMW's "Hot 100" chart than any other label. In that period January 1 to June 30, 1961, Victor placed 11 records in the top 50, more than any other individual label.

Following Victor were four labels with six records in the top 50 each. They are Atlantic, Imperial, Atco and Veejay. And right behind these strong indies were United Artists, Decca, and MGM, with five apiece. Liberty, Columbia, Argo, Coed, King and Warwick had four each. Monument, Brunswick, Scepter, Mercury, Am-Par, Promo and Wand had three each. And Tamla, Canadian-American, Jamie, Cameo, Arvee, Crusade, Nomar, Parkway, Epic, Dolton, Cadence, Warner Bros., Dot, Hi, Tag, Era, Valmor, Big Top, Capitol and Gee had two

(Continued on page 59)

Artists to Ride on Video Specials

By JUNE BUNDY

NEW YORK — Although regular network TV musical shows will be scarcer than ever this summer and fall, record talent will nevertheless garner extensive video exposure, because a flock of one-shot music specials are in the works.

NBC-TV has four specials scheduled for fall. "Happy With the Blues," a musical biography of songwriter Harold Arlen, will be presented on NBC's "Show of the Week" series this fall. The program, which will be taped next month, will spotlight Peggy Lee, Vic Damone, LaVern Baker, Nel-

son Riddle's ork and Arlen himself. "Music of the Thirties," which NBC Special Projects is producing for "Du Pont Show of the Week" October 22, 10-11 p.m. will feature Count Basie and his ork, Dorothy Louden, Bill Hayes, Blossom Dearie and Paul Whiteman as narrator.

Steve Lawrence and Eydie Gorme will be co-starred in "USO — Wherever They Go!" a tribute to the USO, which will be aired on NBC's "Du Pont Show of the Week," October 29. The program will be filmed in West Berlin where the Mr. and Mrs. team will entertain 5,000 G.I.'s in the troop staging area of the U. S. Army Barracks.

The fourth NBC special—teletcast date as yet not set—will be "America's Music," which will spotlight the era when Florenz Zieg-

feld was Broadway's top musical review producer.

NBC's summer musical fare will also include a re-run of the "Project 20" show, "The Great War," which features 19 World War I song hits as part of an orchestral score written and conducted by Robert Russell Bennett.

Victor Borge Special

CBS-TV has scheduled a "Victor Borge" special September 27, 9-10 p.m. and "Carnegie Hall Salutes Jack Benny" the same night, from 10 to 11 p.m. The Borge show will feature concert pianist Leonid Hambro as guest.

"General Electric Theater" on CBS-TV will be doing a number of half-hour music specials this fall, including two original musicals. GE Theater Producer Stanley Rubin is also negotiating with the Kurt Weill estate for rights to his

folk opera, "Down in the Valley," and with Mike Nichols and Elaine May for a half hour "Evening With Nichols and May." Next year, CBS-TV has scheduled a Judy Garland hour-long special in February and Leland Hayward's "The Good Years" January 12.

Meanwhile, the network's summer schedule spotlights "The Spike Jones Show," with singer Helen Greco, starting July 17 from 9 to 9:30 p.m.; and "Glenn Miller Time," starting July 10 from 10 to 10:30 p.m. The latter show features Johnny Desmond and Ray McKinley as co-emcees, canary Patty Clark and the Castle Sisters, a vocal trio.

CBS-Radio network will introduce a new musical series, "The American Scene," covering the cultural picture of the U. S. with or-

(Continued on page 26)

Grundig to Hit Tape Red Tape

NUREMBERG, Germany — Grundig, Europe's largest producer of tape recorders, intends contesting all efforts to prohibit the playing of tape-recorded music, particularly where such efforts are directed at Grundig - built recorders.

The electronics firm takes the position that the music royalty organizations in the various countries have pushed a good thing too far. The exorbitant demands of royalty associations threaten the economic foundations of the electronic as well as music industry, Grundig believes.

Grundig is mobilizing top legal talent in Germany and Britain.

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Dr. Betcke Elected Pres. of Intern'l Phono Federation

LONDON — A German, Dr. Walter Betcke, the head of Deutsche Grammophon GmbH (DGG) of Hamburg was elected the new president of the London-based International Federation of the Phonographic Industry at its recent triennial meeting in Copenhagen. He had previously served as a vice-president of the federation.

He succeeded the late Heinrich Landis, who had been president for the previous four years. Landis collapsed and died following a heart attack as he was returning to his native Switzerland after the meeting.

The IFPI's 10-man supervisory board was also elected at the meeting. In addition to Dr. Betcke, it consists of A. Bernard (ARTECO, Paris), R. Dawes (a director of Electrical and Musical Industries, London), H. Froment (Societe Francais du Son, Paris), J. Gray (Decca, London), W. Hamburger (Nordisk Polyphon, Copenhagen), J. W. A. Langenberg (Philips, Baarn), E. Trinelli (Fonit-Cetra, Turin), M. Rosengarten (Musikvertrieb, Zurich) and Dawson Pane (EMI Records, London).

Record Buying Power Index

Following is an analysis of the Buying Power Index (B.P.I.) of the 33 top markets, showing the percentage sold in each market of four different kinds of record merchandise: Pop singles, C&W singles, R&B singles and Pop albums. This analysis was prepared for presentation at the ARMADA convention.

Distribution Area	Pop Singles	Pop Albums	R&B Singles	C&W Singles
Atlanta	2.60	2.35	4.95	7.80
Baltimore-Washington	6.10	5.90	7.95	7.40
Billings, Mont.	.20	.30	.05	.45
Boston	4.85	5.00	1.05	1.10
Buffalo	2.70	2.60	1.35	.95
Charlotte, N. C.	1.95	1.80	2.65	2.85
Chicago	8.85	9.35	11.60	3.95
Cleveland	4.50	3.60	2.70	2.50
Cincinnati	3.20	2.85	2.45	4.10
Dallas	1.65	1.75	3.10	5.15
Denver	1.60	1.70	.65	3.30
Detroit	3.45	4.20	3.90	2.85
El Paso, Tex.	.45	.30	.05	1.35
Hartford, Conn.	2.90	2.40	1.35	1.05
Houston	2.00	2.15	4.25	7.05
Indianapolis	1.30	1.35	1.60	.95
Los Angeles	7.25	6.90	5.35	4.35
Memphis	1.15	.85	3.10	5.50
Miami	2.90	2.95	2.35	2.75
Milwaukee	1.60	1.25	.65	1.05
Minneapolis	2.20	2.30	.10	1.50
Nashville	1.75	1.60	2.80	5.25
Newark, N. J.	3.00	3.80	1.85	1.60
New Orleans	1.80	1.90	3.10	5.00
New York	12.45	12.85	15.85	4.10
Oklahoma City	1.25	1.60	1.85	3.45
Philadelphia	5.10	5.30	5.40	2.60
Phoenix, Ariz.	.40	.50	.15	.90
Pittsburgh	2.10	1.90	2.40	1.25
Portland, Ore.	.60	.50	.10	.70
St. Louis	2.70	2.45	2.80	3.25
San Francisco	3.75	4.45	2.15	2.65
Seattle	1.70	1.30	.35	1.30

Ember, British Indie, Negotiates With Rank to Handle Rondo Disk Catalog

LONDON—Ember Records has negotiated with Rank Record, Inc., to represent the Rondo catalog in this country. It will mean a further batch of name artists — Frankie Laine, Duke Ellington, Sarah Vaughan, Kay Starr among them — added to the range of Ember, a British indie which today (26) celebrates its first anniversary.

The Rondo line had been assigned to Rank Records for outside the United States. There had not been any releases, however, in this country since the Top Rank label was merged into EMI Records' operation last summer. Ember's first Rondo releases — seven albums — are timed to coincide with the annual mammoth Radio Show in August. Ember will be taking space at the exhibition for the first time. Like the firm's other LP's, they will retail at \$3.50—in the lower range of British prices.

Jeff Kruger, who started Ember a year ago, feels that the acquisition of the Rondo catalog is the most important move so far. He also has British rights to the 20th Century-Fox line and also issues material from King (which leases most of its material to EMI) and Bilbao. In America, he has had some of his British recordings released by 20th and Rank.

In the past year, Ember has released 31 singles, five EP's and 23 albums. Most successful single was the Harry Simeone Chorale's "Onward Christian Soldiers" (re-

leased the previous year on Top Rank) and the best-selling album was "This Is Glenn Miller—Vol. 1"—both came through the 20th tie. Kruger, who claims to be in a position to press more than 100,000 disks a week if needed through ties with three production plants, feels that there is much scope in distributing records made at first by publishers, who have been engaging in this operation increasingly in recent years and are denied the opportunities of starting their own labels, as is the American practice, because of the lack of promotion media and difficulty of distribution. Last weekend, Ember issued two singles both made through such ties—"Love Me," by Grant Tracy, in conjunction with the Aberbach group, and Tommy Sanderson's "Deadline," made for Francis, Day and Hunter.

How was it that Ember, though a modest operation compared with the smallest of the five major British firms, had managed to survive when new disk operations backed by large corporations had folded? "I decided that a record company could only work on the basis of being profitable," Kruger, whose previous industry connections had been as a jazz promoter and music publisher, replied. "There was no room for purely prestige gestures. The staff has been kept to modest levels—but all are very keen. If we have a run, everyone is prepared to stay till midnight to finish shipping if necessary."

Alan Freed Quits KDAY in Dispute Over Paid Spots

HOLLYWOOD — Disk jockey Alan Freed quit his KDAY show while on the air last week in a dispute over paid spots for his own Hollywood Bowl teen-age bash and commercials for a conflicting event.

Freed's version: According to terms of his KDAY contract, he bought time to plug his Bowl appearance Sunday (25), spending more than \$600 in a teaser campaign. Announcements called attention to the June 25 date without revealing what was to transpire on that day. Several weeks ago, when the campaign was to go into its next phase of revealing all the particulars of the Bowl event, the station informed him it will have to drop his commercials because they conflicted with time contracted by local show promoter Hal Zeiger. Last week the station started to broadcast the latter's commercials plugging another event on the same day, thereby leading the listener to believe that the teaser campaign was aimed to push the Zeiger show.

Station KDAY General Manager Mel Leeds' version: No comment.

Freed, who came here following the New York payola proceedings, leaves KDAY after more than a year on the station's staff. He said he is entertaining bids from several stations in the area, but no decision has been reached.

Rep. Celler to Sock Disk Piracy in Talk

WASHINGTON — Rep. Emanuel Celler can be counted on for a hip and hard-hitting talk on record piracy at the ARMADA's annual convention Tuesday (27) at the Diplomat Hotel, Hollywood, Fla.

Congressman Celler (D., N. Y.) has introduced a bill to make record counterfeiting a criminal offense and provide substantial damages for mechanical infringement to replace the meager penalty provisions of the present Copyright Act. The Celler bill would

also apply to any manufacturer or distributor who knowingly handles illegal disks.

As chairman of the House Judiciary Committee, Celler will be in a position to urge favorable consideration of his measure by the Copyright Subcommittee and the full Judiciary Committee. (Both of these committees, like their counterparts on the Senate side, will also soon consider the far-reaching revision of the 1909 Copyright Act which the Library *(Continued on page 55)*

U. S. Import Of Instruments Down in 1960

WASHINGTON — Imports of musical instruments into the U. S. in 1960 were valued at \$20,696,231, a drop of 7.3 per cent from the 1959 import value of \$22,334,514, the Census Bureau reports.

Italy, despite a 30 per cent decrease from 1959, still supplies the lion's share of U. S. musical instruments imported. Italian imports valued at \$7.3 million in 1960, accounted for 35 per cent in value of the U. S. import.

Germany was second, with imports valued at \$3.2 million, representing 15.4 per cent of the total instruments imported. France was third, providing \$3 million, or 14.4 per cent of the musical imports. Japan and the United Kingdom were fourth and fifth place respectively. Japan supplying 9.1 per cent and England 3.3 per cent of the total import market.

Pianos and organs accounted for the major share of instrument imports, nearly one-fourth of all imports being in this category. Value was \$5.1 million in 1960, a slight dip from 1959 figure of \$5.3 million. Of the 1960 imports, Italy sent more than \$2.3 million.

Imports of accordions and concertinas, valued at about \$4.7 million, dipped nearly a third, from a high of \$7 million in 1959. Italy led with supplies valued at \$4.2 million. Accordions and concertinas now account for only 22.9 per cent of the total musical instrument import value.

Imports of stringed instruments have increased by over 28 per cent, valued at \$1.4 million, with Germany supplying one-fourth of the total.

Old Jam Sessions On Victor Albums

NEW YORK — RCA Victor's pop album release for July includes eight packages, highlighted by the jazz of Lionel Hampton, Django Reinhardt, Dizzy Gillespie and Glenn Miller. Hamp's package is titled "Swing Classics," comprising jam sessions of the 1930's and 1940's. "Djangology" presents the noted late guitarist in a session with Stephane Grappelly and the Quintet of the Hot Club of France. "The Greatest of Dizzy Gillespie" comprises sides made in the mid-Forties. "The Great Bands of the '30's and '40's" spotlights Glenn Miller, Ray Eberle, Tex Beneke etc., on sides re-issued from the Bluebird label.

Other packages include "Oh, Gentle Shepherd," by gospel singer Bob Daniels, and two LP's presenting top Victor sacred and gospel artists including Hovie Lister and the Statesmen, George Beverly Shea, Blackwood Brothers, Johnson Family and others.

Bill Would Require Price Disclosures On Phonos, Radios

WASHINGTON—A bill to require "full and fair" disclosure of all charges included in retail price, via a manufacturer label giving suggested price on the item and the components, and covering phonos, radios and all household appliances, has been introduced by Rep. Harley O. Staggers (D., W. Va.).

Failure to comply, or falsifying information, would cost the manufacturer a fine of up to \$1,000. A dealer would be similarly fined if he removed, altered or made illegible the label giving suggested retail delivered price for the article and for each accessory item of optional equipment attached to the appliance at the time of delivery to the dealer. The label must be clear to the consumer and would give a total for the price of the appliance plus the optional parts.

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ABC
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MERC-PHILIPS MOVE CUE TO AM-COL'S CBS LABEL

NEW YORK—The acquisition of Mercury Records by Philips Records of Holland gives the American Columbia the green light for its plans to release its records in Europe and throughout the world on the CBS label. Columbia, many months ago, under the aegis of President Goddard Lieberman, started negotiations with Philips, its licensee in Europe and a few other areas, to have all Columbia and Epic disks issued on the CBS label rather than Philips.

Under this new arrangement, with American Columbia disks being issued on CBS, Philips would have been left without an American source of supply for its label. Thus, Philips started negotiating to purchase an American company, and opened discussions with Mercury. Philips first entered the record business as Columbia's licensee in Europe when American Columbia ended its EMI tie in the 1950's.

Philips Continues

Philips will continue to press and help distribute the Columbia-CBS label in Europe. Columbia may set up a staff in Europe to promote the CBS label and to arrange for controlled release of its U. S. product there.

Philips classical and pop product now on Epic is not expected to be transferred to the American Philips label for some time. Many of these masters will run out their life on Epic, others will move to Philips after available pressings are used up. One of the big prizes in the Philips catalog is the Concertgebouw Orchestra of Amsterdam. Epic, of course, will retain the artists it records here, including the Cleveland Orchestra and Leon Fleisher.

The new American Columbia-Philips contract has not yet been signed, but Lieberman and Philips Records' director Willem Langenberg have just completed talks, and it is expected that the Columbia CBS deal with Philips will be wrapped up within the next three or four weeks. Columbia expects to have its new set-up in operation in Europe by January and its first product out on CBS Records by February-March of 1962.

MERC'S PROUD OF ITS HISTORY

CHICAGO—Mercury Records has far exceeded even the expectations of Irving B. Green, president of the firm and driving force behind its growth, who last week completed the deal which linked his firm with Philips, one of the world's mightiest recording firms. In an exclusive story carried in *The Billboard*, October 13, 1945, first mention ever made of Mercury by a trade paper is found as follows:

"Chicago's potential as a recording center got a bit of a shot in the arm with the announcement this week by Irving Green, local plastics expert, that he is heading a new firm, Mercury Records, which will eventually reach 250,000 disks per month. New firm has a Chicago and a St. Louis pressing plant. Thus far, new label has inked June Richmond, Bill Samuels, Four Jumps of Jive, Sippie Wallace, Karl Jones, pianist Al Ammons and Bob Shaffner and the Harlem Hot Shots, etc."

UA Builds Catalog With Master Buys, Small-Label Deals

NEW YORK—United Artists Records is going all out to build its catalog these days by making master purchases and/or exclusive distribution deals with smaller labels, according to Vice-President-General Manager Art Talmadge. The executive reports that the label is enjoying the biggest sales year in its history.

UA, which recently signed to handle distribution of Boyd Records' "You Can't Sit Down" by Phil Upchurch (No. 39 on the "Hot 100" this week), has now inked an exclusive deal with Boyd, covering its entire catalog.

Upchurch has already cut his first album for Boyd, and Talmadge said UA will rush the package into release immediately. Boyd product covered by the UA deal includes pop, country and rhythm and blues wax.

Masters acquired by Talmadge

Atlantic Unveils Discount Drive

HOLLYWOOD, Fla.—Atlantic Records and its subsidiary label Atco last Saturday (24) unveiled a special 15 per cent discount plan including a 100 per cent dealer exchange privilege on both labels' entire LP catalogs—for the summer. The plan was introduced to Atlantic-Atco distributors at a meeting at the Diplomat Hotel here immediately preceding the ARMADA convention this week.

The summer LP sales incentive program, which will run through August 31, also features a deferred payments plan (30-60-90 days) which distributors will pass on to qualified dealers. The program covers all Atlantic and Atco albums, both monaural and stereo, including new LP releases.

During the meet, Atlantic sales chief Bob Kornheiser told the distributors that the label is dropping its price on the "8000" stereo LP series from \$5.98 to \$4.98. Prices on all other LP series remain the same. Several new merchandising and sales kits were showcased at the distributor meet including special new store and window display material and new LP sales-presentation catalogs, which reproduce each album cover for both Atlantic and Atco.

Atlantic's top brass, Jerry Wexler and Nesuhi Ertegun, introduced the new product. Wexler presented new singles slated for release in the immediate future; while Ertegun debuted 11 new Atlantic albums and two new Atco LP's.

The new Atco LP's spotlight Bobby Darin's "Love Swings," and Ben E. King's "Spanish Harlem." The Atlantic packages include Ray Charles' "The Genius After Hours," LaVern Baker's "Saved," "Wilbur de Paris on the Rivera," John Lewis's "Original Sin," Milt Jackson and John Coltrane's "Bags and Trane," "Robert Clary Lives It Up at the Playboy Club," plus albums by the Slide Hampton Octet, Dave (Fathead) Newman, Carla Thomas, Will Holt and Dolly Jonah, and the Zeniths.

last week (and slated for immediate release on the UA label) include "Sometime" by Gene Thomas on Venus Records and "Battle Cry" by the Cavalrymen, which was cut by syndicated deejay George (Hound Dog) Lorenz.

Mercury Merged to Giant World Trust Headed by Philips, Holland Electronics

Merc Will Now Distribute Large Philips Catalog in U. S.; First State-Side Releases Expected Before End of Year

CHICAGO — Mercury Record Corporation last week was merged into a giant international trust network headed by Philips Incandescent Lamp Works, Netherlands, described in financial circles as "Europe's General Electric" and conservatively rated the third largest electronics firm in the world.

Philips, with sales of over \$4 billion, has as one of its subsidiaries Philips Phonographische Industries, one of the world's largest phonograph recording companies operating in 32 countries.

Plans have already been completed for an international exchange of recorded libraries between Philips Phonographische and Mercury.

The merger was accomplished by Mercury being purchased by Consolidated Electronic Industries Corporation, whose controlling stockholder is the United States Philips Trust.

Negotiations for the transaction were completed in New York by Irving B. Green, Mercury president, and Pieter van den Berg, president of Consolidated Electronics.

The price paid by Philips for Mercury Records is estimated to be about \$6 million. Separate deals were made with Mercury President Irving Green and a separate deal was also reported made for the facilities of National Record Pressings, of Richmond, Ind. Mercury's gross business in 1960 was estimated to be about \$14 million, which was over 30 per cent higher than in 1959.

Philips buy of Mercury marks the third invasion of the American disk scene by European firms. Capitol was acquired by EMI a few years ago, and English Decca has had its London Records affiliate in the U. S. since the early 1950's.

Key to the deal is Philips Phonographische, which has a sizable European catalog that will now be available for distribution in the U. S. by Mercury, and, of course, the sizable assets of Philips Lamp, which will now be behind Mercury as well as Philips Phonographische.

Expansion Planned
Mercury plans an expansion program based on the acquisition of what has been described as a vast classical and foreign popular catalog. Plans are for Philips to maintain separate label identification.

The Mercury library and catalog will continue to be marketed under the present distribution system and the Mercury label.

Plans are also being made to utilize distribution facilities and new marketing practices for the Philips line of merchandise.

Philips Release
First Philips releases in this country, both classical and popular, are expected to be made before the end of this year. Mercury will also undertake the acquisition of American talent and the recording of artists and repertoire for Philips.

In turn, Philips will have exclusive distribution rights throughout the world for the Mercury catalog and library, subject to the present Mercury foreign licensee agree-

ments, which will be serviced as in the past.

Green announced that Mercury's personnel plus its entire distribution and sales staff will remain unchanged.

World Growth
According to Green, the joining of Mercury and Consolidated Electronics was based on a view toward "considerable world-wide growth of Mercury."

Included in the acquisition by Consolidated Electronics are the facilities of National Record Pressings, Inc., Richmond, Ind., which produces Mercury's phonograph records.

Financial details of the transaction were not disclosed, although Consolidated Electronics said it is selling \$1,680,000 of its common shares to facilitate the financing of the acquisition. Sale is being made to the Hartford National Bank & Trust Company, trustees for the United States Philips Trust, the con-

(Continued on page 11)

UA, Distribs Meet To Bow Fall Sales Incentive Program

HOLLYWOOD, Fla.—United Artists Records will meet with its distributors here immediately following the ARMADA convention Wednesday, June 28, to unveil its new fall sales program, "Carnival of Stars," and introduce five new Ultra Audio albums and 10 new UA LP's.

A complete new program, offering special sales incentives, will be presented to the distributors by UA's national sales manager, Andy Miele. The new packages will include releases by Ferrante and Teicher, Steve Lawrence and Eydie Gorme, the Modernaires and Don Costa.

In addition to Miele, the meet will be attended by the following UA executive: Vice-President General Manager Art Talmadge, Executive Vice-President David Picker, Foreign Operations Director Sidney Schemel, National Advertising-Publicity Director Norman Weiser, National Promotion Director Eddie Mathews, Production Director Ron Nackman, Comptroller Sy Mael, and UA's four regional sales managers—Jerry Raker, Wade Whitman, Lloyd Linville and Harry Goldstein.

Verve Moves With Special Sales Plan

NEW YORK — Verve Records has kicked off a special summer sales plan, known as "Operation Early Bird," according to Sid Brand, sales vice-president. The plan covers seven new releases plus the entire catalog and runs until July 31.

Under terms of the deal, Verve offers dealers one free album for every three purchased. A special dating plan calls for one-third payments each in October, November and December, providing accounts are current. In addition, the normal 2 per cent discount also remains in effect. The new release is highlighted by three Ella Fitzgerald packages, including "Get Happy," "Ella Fitzgerald Sings Cole Porter" and "Ella Fitzgerald Sings More Cole Porter." Other sets are by Paul Smith, Jimmy Giuffre, Elsa Lanchester and Phyllis Diller.

Kayes: Selling Classics Opportunity for Dealer

NEW YORK — Dealers with patience, perseverance and a desire to stay in business, have a golden opportunity in the field of classical records, according to Allen Kayes, classical a.&r. chief of RCA Victor Records. Last week, Kaye outlined a number of methods whereby dealers can make classical repertoire pay off, despite inroads on the small indie dealer by other sales outlets for disks.

For one thing, Kayes pointed out, classical artists are more difficult to develop than any other kind of disk performer. Yet, when they have made their mark, they are on the scene for literally years—and often decades. As examples of this, Kayes noted Jascha Heifetz, who came to America in 1917 and is still a big name in the classical world. The same can be said of Artur Schnabel who arrived here in 1910; Fritz Reiner, who started his career in 1921; and Arthur Feidler, who

began with the Boston Pops in 1930.

The problem of the talent managers and the record companies in getting a new artist really moving is "to get that artist off the music pages of the Sunday papers and break them into the general print," Kayes remarked. "In the music sections, you reach only existing buyers, not new ones. But get somebody like Maria Callas or Leontyne Price into the general news and you've got a major new personality who can be merchandised.

"The dealer must be aware of this kind of thing and make it pay off for himself. Personal appearances provide a great merchandising opportunity. Whenever an artist comes anywhere near him for a concert, the dealer should jump fast. He has to advertise and promote. He has to remember that he's in show business and must dramatize the artist in his promotion. The record busi-

(Continued on page 22)

LATE POP SPOTLIGHTS

LONNIE DONEGAN



HAVE A DRINK ON ME (Folkways, BMI) (2:44)—**BEYOND THE SUNSET** (Robbins, ASCAP) (2:33)—Donegan has a hit in Britain with the bouncy country-styled air on the top side here. Other versions are already out but this is one of the best. Flip is the old hit by Red Foley done stylishly with recitation and chorus. Two solid efforts. Atlantic 2108

THE SENSATIONS



A PART OF ME (BMI) (2:30)—**MUSIC MUSIC MUSIC** (Cromwell, ASCAP) (2:45)—Yvones, the lead singer on this older disk, has a great sound in the Dinah Washington tradition. On top, she does a ballad in classy fashion, while the flip is a breezy reading of Teresa Brewer's big hit of another day. Both sides move well. Argo 5391.

INTL. PHONO FED. MEETS, SEEKS DISK PACT WITH EUROPEAN RADIO

To Negotiate Standard Contract With Broadcasting Union; Also Discuss Prospects of Rome Copyrights Conference

By DON WEDGE

LONDON — A new standard contract with European broadcasting organizations is being sought for the use of disks. This was one of the main decisions reached at the triennial meeting of the London-based International Federation of Phonographic Industries in Copenhagen recently. The contract will be negotiated with the European Broadcasting Union which represents the established radio organizations.

Also discussed at some length was the record industry's attitude to the forthcoming Rome governmental conference to establish a "neighboring rights agreement." This is designed to give the same kind of international protection to records that has existed since the Berne convention of 1878 for authors and covers broadcasters, performing artists and the disk industry.

A draft convention was agreed at The Hague in May last year. This involved experts from 16 governments representing various regions. The Rome conference, to

be held in October, will be at diplomatic level. The IFPI hoped that it would result in an agreement that it has been seeking for more than 25 years.

There was considerable discussion after a paper on the private copying of records was presented by Otto Lassen, a Danish barrister who is the IFPI's Scandinavian legal adviser. A solution was sought to the problems presented by such copying both for domestic purposes and, more particularly, for use in cafes and similar semi-public places.

Also the subject of considerable discussion was the new copyright legislation being introduced in Scandinavia. The Danish act had already come into force and the Swedish one is due to start July 1. They have particular significance as they were the first copyright legislation introduced since the British Copyright Act of 1956 and were seen as likely to influence similar moves in other countries.

The IFPI delegates generally seemed pleased with the Danish and Swedish legislation. Most of

their wishes had been met, in some cases after many years of prolonged negotiation.

Grievances of many national groups were thoroughly aired. In particular, there was a lot of talk about the German situation, with the problems and effects of the split between BIEM and GEMA foremost in many delegates' minds. This situation in France and the whole of the American hemisphere was also discussed.

WB Product Show to Hit Road Again on Trek to Key Markets

HOLLYWOOD — Warner Bros. Records will take its product show on the road again this year for an expanded version of last summer's unique railroad whistle-stop tour of key markets. Object is to bring its convention to its distributors and their sales hands, rather than follow the prevalent practice of pulling distributors away from their places of business to some distant convention site.

The label found its approach to be quite successful last year, and, as a result, will include the South and West in its tour, regions which it did not cover by rail car last year. According to WB, distributors

who handle several key lines have complained that their summers have been chopped up with an increasing numbers of trips away from home to attend the various record company conclaves.

Another advantage to the WB method is that distributor salesmen, promotion reps and other personnel have an opportunity to attend its railroad car meetings. If the distributor is invited to some far away convention city, invariably the owner and possibly his sales manager attend, while other key members of his firm must be left behind. Those who remain at home

(Continued on page 20)

Reds Adopt Softer Line on Western Records—Ratio Is Now Four to Six

By OMER ANDERSON

EAST BERLIN — At the same time that they have re-heated the Berlin tension, the Communists have liberalized the playing of Western music in East Germany.

The Ministry of Culture has announced that four Western tunes may now be played in East Germany for every six originating in the Communist bloc.

And the ministry hinted that East Germany may soon approve the wide-open importation of Western disks.

"As long as the development and creation of people's music is fostered and protected," stated the ministry's regulation, "there is no intention to proscribe the playing of music originating outside the Socialist (Communist) lands."

East Germany's foreign trade ministry, quizzed about the cryptic Culture Ministry pronouncement, took an attitude of much-ado-about-nothing. "Attention is being given to the importation of foreign music in the appropriate type and from appropriate sources, and it is to be expected that such music will be imported in increasing quantities," a foreign trade ministry spokesman reported.

Indeed, the first such pilot project has just been completed. The Fortunas and the Gerd Natschinski Orchestra recorded "Everybody's Somebody's Fool" for the East German Amiga label.

Red Radio Interest

At Leipzig, furthermore, the Red Radio Leipzig is evincing unprecedented interest in the Hot 100. The station has organized a dance orchestra conducted by Walter Eichenberg and is taping Western music. One publicized such effort involved a Richard Rodgers medley.

East German authorities freely concede that there is a considerable and expanding reproduction of Western music in East Germany. They point out that to some extent it is the product of the Communist-bloc involvement with Fidel Castro.

This admission suggested the intriguing question whether the Reds were paying copyright fees or whether there was any intent to pay royalties on a formal basis.

"Why should we?" demanded the East German official. "Your government doesn't recognize our diplomatic existence. In the eyes of the United States we are a non-existent State. If this is true, how can you expect something that doesn't exist to pay your musicians and composers royalties?"

With a twinkle in his eye, the official continued, "My private suggestion would be, since your people keep saying we are a Soviet puppet, that your ASCAP contact their colleagues in Moscow."

It was pointed out to the official that there have been reports of widespread and organized "piracy" of Western music by the East Germans, and that such reports were damaging to East German prestige in the West.

Propose Swap

But the official persisted with the line of "There's nobody here but us Soviet stooges." He did say, however, that East German musicians were becoming ever more creative in the Western pop pattern. "Rather than pay royalties," he proposed, "why don't we exchange music—ours for yours?"

The Western visitor who regularly calls on Communist music authorities can discern at a glance the recent inroads of Western music into Communist culture. It used to be that the Communist functionary's office was innocent of anything so incriminating as Western pop. However, just the reverse now seems the case.

Indeed, it seems almost de rigeur for the hip Communist musicmaker to have his desk casually adorned with U. S. pop platters and sheet music.

The Red culture chiefs indirectly confirmed that East Germany is considering authorizing publication of some type of regular Red "Hot 100" list, a

list which presumably would more or less accurately mirror East German music popularity and would include Western and Communist tunes indiscriminately.

The dummy for such a list was on the desk of the official to whom I put the question. "This is an old list," he observed. "It goes back some months, but you will find it interesting. It could be that we may put out something like it or authorize one of our cultural organizations to publish such a list."

On the East German list, which the official said was compiled late last year, were, in order: Baciare (Christel Schulze); Rote Rosen und Blaue Traume (Peter Beil); Einer Wird bei dir Bleiben (Fred Forhberg); Mustafa (Leo Leandros); So ein Milano Mandolino (Willy Hagara); Herzen, die Immer Allein Sind (Erhard Jusa); Wir Wollen Neimals Auseinandergehn (Heidi Bruhl); Damals (Baerbel Wachholz); Va Bene (Peter Kraus).

The official continued, "Of course, there's far too much Western-oriented music on that list. We are willing to let Western music be played in our country, but our main objection to your music is that you tend to force it down the throats of foreigners."

Air Bombardment

"We certainly will never permit Western music to drive out our own folk music, and that is our big problem in compiling a popularity list. We are too close to Western radio stations that flood us with Western music."

It used to be that Communist cultural sachems were difficult to reach for interviews on Western music, and when reached, they seldom had a tolerant word for U. S. pop. But a noticeable change has taken place in their attitude in recent months, and, in West Berlin, members of the U. S. diplomatic mission are speculating on the motivations.

The State Department has a team of experts from various fields who collectively comb East German life in its many facets, seeking clues as to future Communist cold war moves. This team's cultural expert offered an analysis of Communist East Germany's new-found tolerance of Western top pop.

"East Germany has been groping after a formula to brighten up Communist life without letting the gaiety get out of hand. As we see it, the Reds would like their people to be happy as long as they don't get any wicked Western ideas."

"Music is the great popular cultural medium, and, as we are finding out more all the time, it is a great political force in that it influences mass moods and attitudes."

"During our own airlift in 1948 we learned that the right pop music helped to buoy up the city's population, and we accumulated considerable experience in this direction over our own radio station here—RIAS (for Radio in the American Sector)."

"Now the Reds have a morale problem of their own, and, of course, they are trying to swallow West Berlin with Krushchev's proposal for a 'free and independent' city. This idea is outrageous but it seems more reasonable when presented with background music, so to speak."

Western authorities revealed that there is an almost wide-open traffic in Western disks across Berlin's "Little Iron Curtain" separating the Eastern and Western parts of the city.

East Berlin customs police appear no longer to object to the purchase of Western disks in West Berlin, even in semi-commercial quantities. Such purchases used to be a jail offense.

But now the East Berlin authorities merely glance at the titles, laugh, and wave on the Communist cats. At the Brandenburg Gate, a customs inspector, after glancing at a West-Berlin-bought disk, chided an East Berlin youth, "You're wasting your money. You could buy the same record much cheaper in our own shops."

Musician Entertainer Groups Seek More Subsidy and Wider Safeguards

WASHINGTON—Musician and entertainment groups are pushing for more music subsidy at home and more protection for recordings, artists and musicians throughout the Western Hemisphere.

On the home front, the AFL-CIO and the Musicians' Union testified in Washington recently for a bill to provide matched funds to States for cultural performance programs. Acting with neighbors south of the border, entertainment unions joined 67 delegates from 17 Western Hemisphere countries to set up plans for an Inter-American Federation of Entertainment Workers.

Would Unite All Unions

The federation for the Western Hemisphere would unite unions in all entertainment fields, from recording to movies, "to foster, encourage and promote genuine cooperation." It will try to insure union members protection in their professional relations when performing outside their own countries. The Hemisphere Federation hopes to work out reciprocal arrangements for exchange of artists, and protection for royalties and artists in the so-called "runaway" areas.

Among the delegates to the recent week-long meeting in Costa Rica, Stanley Ballard, secretary of the U. S. Musicians Union, was

chosen co-ordinator of the conference, which was sponsored by music union groups of Costa Rica and Mexico. Another meeting is scheduled to cement the organization later this year. Among the delegates from the U. S. were Herman Kenin, of the AFM; Dave Conaway, of AFTRA; Jackie Bright, of the Variety Artists; George Smith, of Broadcast Employees; Hy Faine, of Musical Artists, and Richard Walsh, of the Theatrical State Employees.

On the home front, the AFL-CIO is pushing for passage of the Thompson (D., N. J.) bill to create a federal advisory council on the arts (performing), and provide matching funds up to \$100,000 a year for any State operating a cultural program. AFM President Kenin told a House Education Subcommittee, of which Thompson is chairman, that the first job of the advisory council, that of assessing the nation's cultural needs, would "rattle every window in the nation."

Columbia Grabs 3 Sound-Track LP's To Release Shortly

NEW YORK — Columbia Records has landed three sound-track albums and will issue them early next week. One is the track from the new flick, "The Guns of Navarone." The second is a track from "Snow White and the Three Stooges." And the third is the track from "The Young Savages."

In addition to these albums, the diskery is also releasing new albums by Polly Bergen, Chico Hamilton and Ray Bryant. New classical Masterworks sets include a record premiere, the opera "Aniara" by Karl-Birger Blomdahl, and a new set by the New York Philharmonic with Leonard Bernstein. There is also a Latin-American set featuring Sarita Montiel.

The firm's new low-price Harmony release is "Sleepy Time Songs" with the Norman Luboff Choir.

NAB to Hone Radio-TV Code

WASHINGTON—A single overall authority for both radio and TV codes has been decided upon by the board of directors of the National Association of Broadcasters at the suggestion of NAB president, LeRoy Collins. This will pull the radio code observance out into the open after a long period when the spotlight has been centered on the TV code adherence.

Stiffening of the radio code would be welcomed by record industry if it would cut down on the plethora of commercials and allow more time for the playing of

(Continued on page 38)

COLUMBIA

KING



"BIG RIVER, BIG MAN"

B/W SWEET LOVIN'
4-42043 also available on single **33**

**KING-SIZE TALENT...
KING-SIZE SONGS...
KING-SIZE SALES...**

ON COLUMBIA RECORDS 

Managed by Tillman Franks Enterprises 604 Commercial Bldg. Shreveport, La.

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Talmadge Points to ARMADA's Results In War Against Counterfeit Racketeers

By ART TALMADGE
President, ARMADA

The past year has been one of hard work for all of us, and therefore it is most gratifying that we can point to tangible results in those areas which are of vital importance to ARMADA.

The trade and lay press has been filled with stories of the fight against record counterfeiting, and the fact that we have not only been able to uncover some of the under-cover avenues of this practice, but actually can point to the first criminal conviction, gives us substantial hope for the future.

The logical follow-up is, of course, the fight for enactment of legislation against counterfeiting. This is not only a time-consuming and costly endeavor, but it requires the co-operation of all facets of the recording industry. With ARMADA serving as the hub of the wheel, we feel certain that this program, both at the State and federal levels, will also be brought to a successful completion in the not too distant future.

Celler's Help

In this regard, it is our good fortune to have Congressman Emanuel Celler as our major speaker at this year's convention. As you know, Congressman Celler has introduced anti-counterfeiting legislation at the federal level, and we are happy to have him on hand to explain to all ARMADA members just what his proposed legislation is, and how it will affect all of us.

The fight against counterfeiting, as important as it is to the entire record industry, was only one phase

of our operation of ARMADA during the year. In the 1960-1961 period we were able to solidify our membership and to show increases among both the manufacturer and the distributor members. Thus, as ARMADA becomes one year older, it looms larger and larger as the one vital organization in the industry, an association where we can all meet on a common ground.

During the year we developed and implemented a new group insurance plan which has been made available to all ARMADA members, and which offers considerable benefits to executives and key employees of all our member organizations.

BMW PRESENTS B.P.I. ANALYSIS

HOLLYWOOD, Fla. — An analysis of the Buying Power Index (B.P.I.) of 40 top record markets, showing the percentage sold in each market of five different types of record product, will be presented at the ARMADA convention here this week. This detailed B.P.I. report appears in full elsewhere in this issue. Billboard Music Week has exclusive pre-convention publication rights to the study.

To offer our members the most complete coverage of the industry, we developed and implemented a new membership category, called Affiliate Membership, which now makes it possible for all allied interests in the industry to be a part

of ARMADA. While the vote privilege is still confined to full members, Affiliate members can participate in our meetings and discussions, and can also meet on a common ground with other facets of the industry.

As you will note from the convention program, we have developed a full schedule of events for our meeting this week. Aside from our general meetings we will offer a series of symposiums which we feel certain will be of great value to all ARMADA members. We hope you will all participate in each and every session which has been scheduled, and that you will help us make this the best convention our industry has ever seen.

It has been my privilege to serve as president of ARMADA during a period in which "activity" was the byword, and "action" the password. I know that we have only begun to scratch the surface and that ARMADA, through the strength it is building day by day, will continue to serve the phonograph industry in a vital capacity for many years to come. In this regard I know that I want to be a part of that growth and activity, and I hope each and every member will feel the same way.

In closing, I would like to pay special tribute to the officers, board members and members who devoted so much of their time and energy to ARMADA during the past year. It was through their combined efforts that we were able to make such remarkable progress. It is only through such co-operation from the entire membership that we can continue to progress in the future.

EDITORIAL

Spirit of ARMADA

ARMADA has been fortunate in its leadership. Art Talmadge has brought to the president's post a measure of enthusiasm and vigor, coupled with a knowledge of industry problems. He has carried forward the tradition of dedication and service which was implicit in the attitude of ARMADA's founders, notably Ewart G. Abner, the organization's first president.

ARMADA's efforts have already borne fruitful results—and these are recapped in other stories in this issue. The chief challenge, however, lies immediately ahead. As the industry grows, it is faced with problems of increasing complexity. The development of new markets, the need to develop new merchandising approaches, the growing necessity of better inventory controls, the need to achieve stability in a business which tends to be feverish and sporadic—these are only some of the areas which demand the industry's best brains and effort. There are many more.

In the history of business—as in all history—men rise when situations and crises call them forth. ARMADA can help this process. For in addition to its role in sponsoring protective legislation, it functions as a sounding board whereby important industry segments may analyze trends and blueprint proper courses in sales, merchandising, promotion, etc.

The ARMADA membership list is loaded with men of talent and capability. What is necessary is that the organization and its members maintain a spirit of unselfishness; an awareness of the fact that general industry well-being will, in the last analysis, benefit the individual. This is the chief goal for which the ARMADA leadership must strive. Failure in this regard can only lead to the frustrating backbiting which has reduced many conventions and trade organizations to impotence.

Disk Industry Rises From Inertia to Action

By SIGMUND H. STEINBERG,
of Blanc, Steinberg, Balder & Steinbrook, ARMADA Legal Counsel.

Although less than a year ago ARMADA assumed the burden of prosecuting record counterfeiters and ridding the industry of them, much has been accomplished in that short space of time. Prior thereto, the prevalent opinion in the industry appeared to be that record counterfeiting was an evil which could not be stopped and had to be endured. When I addressed the ARMADA's convention a year ago in Atlantic City I strongly disagreed with this conclusion, as also did Attorney General David Furman of New Jersey. We recommended that ARMADA could and should undertake the task of combatting the counterfeiters.

Prior to that convention, we were instrumental in obtaining the first indictments in Hackensack against Bonus-Platta-Pak, Robert Arkin and Milton Richmond, and in Newark against Record Pak and Sidney Mittelman. These arose out of counterfeiting of Cameo Records, represented by our law firm.

We were pleased to note the enthusiasm with which the members of ARMADA voiced their support of our recommendations, and agreed to provide a fund for carrying it into effect by voluntary assessment. When Art Talmadge, ARMADA's newly elected president, requested that we become ARMADA's counsel to continue

the campaign against counterfeiters, we gladly accepted the appointment.

New Jersey Indictments

In the short space of one year, additional indictments were obtained in Hackensack, N. J., for the counterfeiting of Laurie, Warwick and Audicon Records. Twenty-two persons have been indicted throughout the country. Three were actually tried and sentenced in Hackensack. Two of those convicted are now serving a year's sentence in the State prison. To the best of our knowledge this was the first time a jail sentence had been invoked. The other indictments are still pending, and the defendants are awaiting trial.

Legislation prescribing increased criminal penalties for counterfeiting has been prepared and sponsored by ARMADA in various State legislatures and the United States Congress.

From a modest beginning in Atlantic City in June 1960, the name ARMADA has become synonymous with effective action against the counterfeiters. As ARMADA's counsel, our firm has vigorously pursued this goal. We have been concerned with four facets of the problem: first, uncovering the counterfeiters and gathering the evidence; secondly, initiating and obtaining criminal prosecutions; third, commencing civil suits for damages, and fourth, drafting and sponsoring adequate corrective State and federal legislation. We were successful in uncovering counterfeiters and assisting local prosecutors in Bergen and Essex counties, New Jersey; Brooklyn and Utica, New York, and Los Angeles. We worked closely with the local prosecutors and their staffs to obtain the best results, to whom a great deal of credit is due.

Two Judgments

Civil suits were instituted against the counterfeiters. Judgments have been obtained in two suits, the third is still pending.

The criminal statutes of every State in the United States, as well as that of the federal government, have been carefully studied. In most cases the existing legislation has been found to be inadequate. We prepared model State, civil and criminal statutes and have also prepared suggested federal legislation.

As a result of our contact with the investigation and prosecution by the district attorney of Los Angeles, we were successful in getting

(Continued on page 11)

SECRETARY'S VIEW

Association Fills Gaps On Distributor Scene

By NELSON VERBIT
Secretary, ARMADA

For the past 12 months I have been privileged to serve as secretary of ARMADA. This has truly been a vital period in the short history of our association, and one in which we have "come of age" as an important facet of the record industry.

From a distributor's viewpoint, ARMADA has filled a big, gaping hole in our industry, for it has provided us with a common meeting ground where the various phases of our business can meet on an all-inclusive basis, discuss our problems as they relate to each individual area and to the industry as a whole, and, most importantly, do all of this in an atmosphere of cordiality and good fellowship.

Again, speaking as a distributor, ARMADA has provided us with one single meeting area, thus eliminating the necessity of continued travel and the resulting expense. I can, for example, meet with other distributors as well as with manufacturers, both those that I represent and those I do not serve, and from these meetings I am much more informed on our business on a current basis than it would be humanly possible for me to be and still conduct my own day-to-day operation.

Feel They Belong

I have also noted during the past year a "feeling of belonging" developing among ARMADA members—a feeling of belonging to an exciting industry, and an even more exciting growth of an association. With this type of feeling I know that ARMADA can and will be a

true "Voice of the Record Industry" as it continues to grow.

This year there has been a great deal of time, effort and plain hard work put into the planning and developing of our convention. I am certain that each and every one of us will not only gain a great deal from attending the various sessions which have been scheduled, but that we will add much to the future growth of our organization by our participation.

As an officer of ARMADA I would like to thank those who worked so hard during the year to help us make the progress we are all so proud of, and I know that the coming year will find ARMADA showing even greater gains in all areas of its operation.

8 Mfrs. Slate Sales Confabs

HOLLYWOOD, Fla. — Eight manufacturers are holding sales meetings here at the Diplomat Hotel immediately preceding and following the ARMADA Convention this week. (See separate stories elsewhere in this issue for details on the various meets.)

Atlantic and its subsidiary label Atco met with its distributors Saturday afternoon, June 24. Valmor Records also held its distributor meeting Saturday, while Cameo Records and VeeJay Records conducted their distributor conclaves Sunday, June 25.

On Wednesday, June 28, Time Records will hold its distributor meet in the Diplomat's Embassy Room at 9 a.m.; United Artists, 5 p.m. in the Diplomat's TV Room; Jubilee, 9 a.m., Thursday, June 29, in the Card Room, and Stereoditties Records, the same day, at 5 p.m., in the Embassy Room.

1961 ARMADA Convention Program

Diplomat Hotel
Hollywood, Fla.
June 25-27

Sunday, June 25

9:00 A.M.—Executive Board Meeting.
12:00 Noon-8 P.M.—Registration, Lobby, Diplomat East.

Monday, June 26

8:00 A.M.—Registration, Lobby, Diplomat East.
8:15 A.M.—Breakfast, Les Ambassadeurs Room (Badges required for admittance).
9:30 A.M.—General Meeting, Convention Hall (Badges required for admittance).
9:35 A.M.—Invocation by Rabbi Benno Wallach.
9:40 A.M.—President's Annual Report, Art Talmadge, United Artists Records, New York City.
10:00 A.M.—Treasurer's Report, Harry Schwartz, Schwartz Bros., Washington, D. C.
10:15 A.M.—Report by Sigmund H. Steinberg, Blanc, Steinberg, Balder and Steinbrook, Philadelphia, ARMADA Legal Counsel.
10:45 A.M.—Executive Secretary's Report, Jordan Ross.

11:00 A.M.—Insurance Program for ARMADA Members discussed by Kenneth K. Walsh, Manager, Group Department, Philadelphia Life Insurance Company.

11:45 A.M.—Appointment of Nominating Committee.

12:00 Noon—Appointment of ARMADA Annual Awards Committee.

12:30 P.M.—Luncheon, Les Ambassadeurs Room (Badges required for admittance).

2:00 P.M.—General Membership Meeting Convenes.

2:05 P.M.—SYMPOSIUM: Inventory Control, Nelson Verbit, Moderator.

2:50 P.M.—SYMPOSIUM: Communications Between Manufacturers and Distributors, Amos Heilicher, Moderator.

3:45 P.M.—SYMPOSIUM: The Problem of Transshipping, Sigmund H. Steinberg, Moderator.

4:30 P.M.—Adjournment. Members may attend exhibits in the adjoining Exhibit Hall.

6:30 P.M.—Cocktail Party for all registered members and guests, Cabana Pool Area (Admittance by Badge only).

7:30 P.M.—Convention Dinner for all ARMADA members and guests. Special Entertainment by Woody Woodbury, Courtesy Stereoditties Records. (Badges required for admittance).

12:00 Midnight—Sneak Preview of GOODBYE AGAIN starring Ingrid Bergman, Yves Montand and Tony Perkins, for all ARMADA members and guests, Courtesy United Artists

Records. Tickets available at registration desk, Diplomat East Lobby.

Tuesday, June 27

8:00 A.M.—Breakfast, Les Ambassadeurs Room (Badges required for admittance).

9:00 A.M.—General Membership Meeting.

9:05 A.M.—SYMPOSIUM: Disk Jockey Promotion, Harry Apostoleris, Moderator.

10:45 A.M.—SYMPOSIUM: Sales Incentive Programs, Al Bennett, Moderator.

11:25 A.M.—SYMPOSIUM: The Long Play Sales Program and List Price, Irwin Fink, Moderator.

11:50 A.M.—SYMPOSIUM: Merchandising at the Local Level, Milt Saltstone, Moderator.

12:40 P.M.—Adjournment.

1:00 P.M.—Luncheon, Les Ambassadeurs Room (Badges required for admittance).

2:30 P.M.—Convene final General Business Meeting.

2:35 P.M.—Report on New ARMADA BPI (Buying Power Index).

3:05 P.M.—Nominating Committee Report.

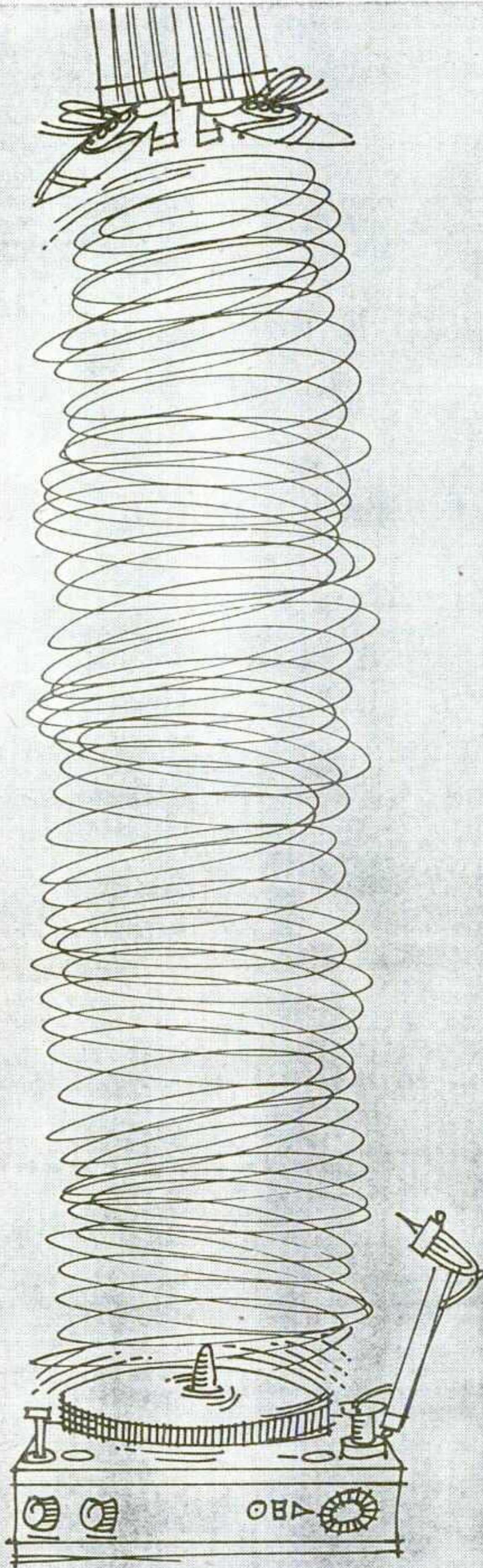
3:15 P.M.—Election of Officers.

3:30 P.M.—Installation of New Officers.

4:15 P.M.—Adjournment of 1961 Convention.

7:30 P.M.—Banquet, Les Ambassadeurs Room (Badges required for admittance).

Guest of Honor: Congressman Emanuel Celler. Invocation by Rev. J. Bender Miller. Comedy Star, Pat Harrington Jr.



WHOOSH! ANOTHER HAPPY "INDIE"! He just finished a recording session at RCA Custom! When you see a record man whose spirits soar—and there are so many at the ARMADA convention—it's a good bet you're looking at a man who records at RCA Custom. Ask him about RCA Custom. He'll rave about our ingenious engineers... then ramble on about the spacious, sound-perfect recording studios... then perhaps rhapsodize about the extra something he gets out of our advanced equipment. Finally, he'll probably extol our lightning-fast service, from microphone to master. If you visit ARMADA, get the whole happy Custom story at Booth Six. Prepare to come out smiling. **RCA CUSTOM RECORD SALES**

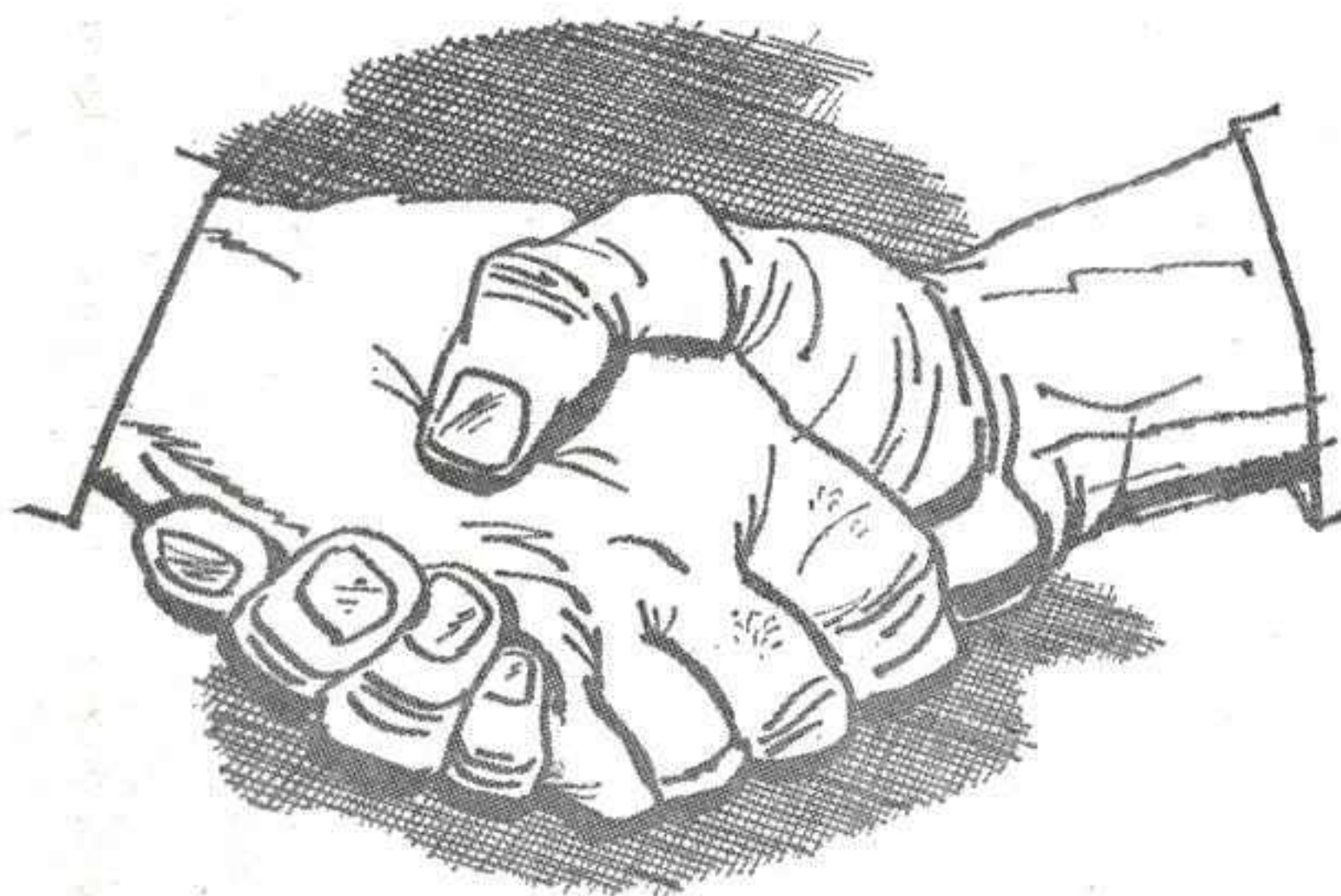


A Special Message Published on the Occasion of
the 3rd Annual Convention of the American Record
Manufacturer and Distributor Association



Teamed Up—

*For a Better, More Profitable
Record Industry for All!*



Keeping an industry sound, healthy and growing is a team operation from top to bottom.

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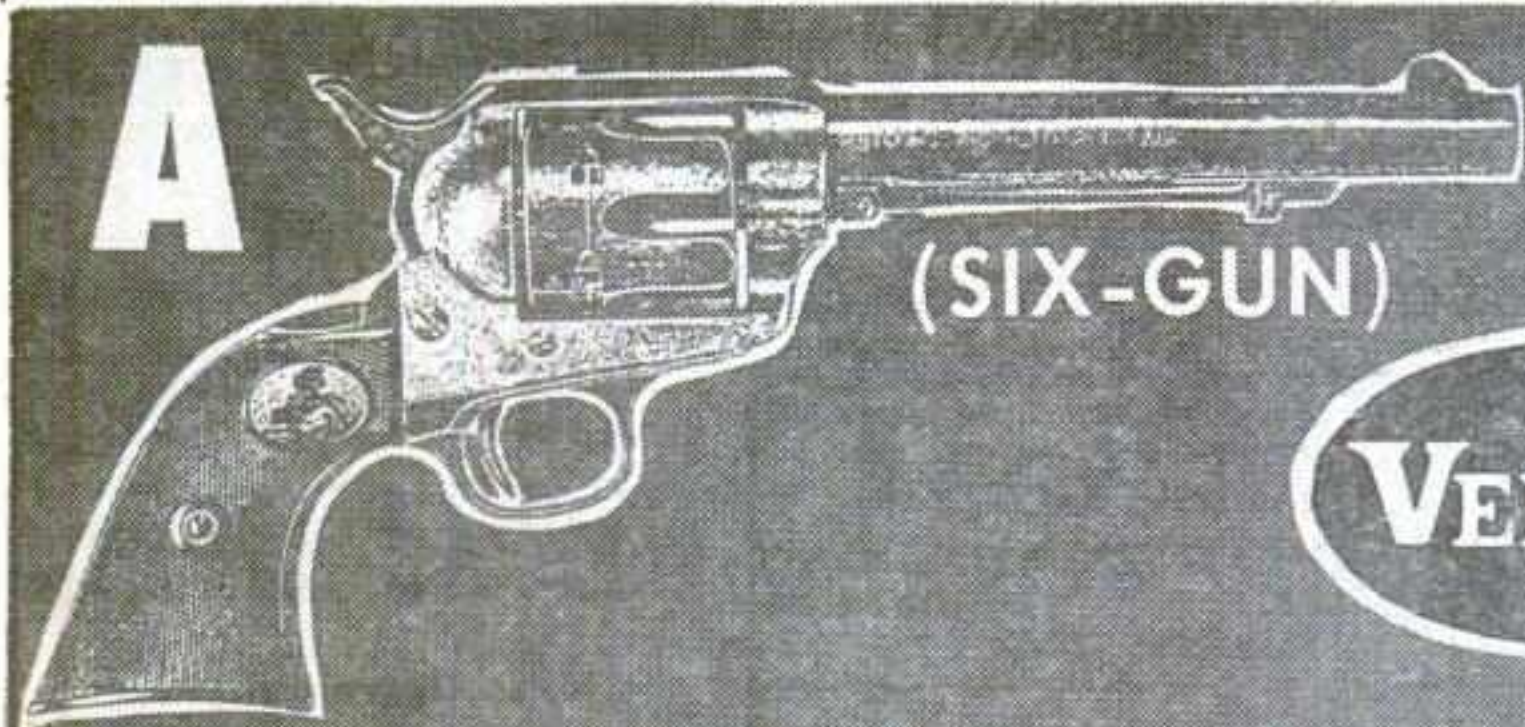
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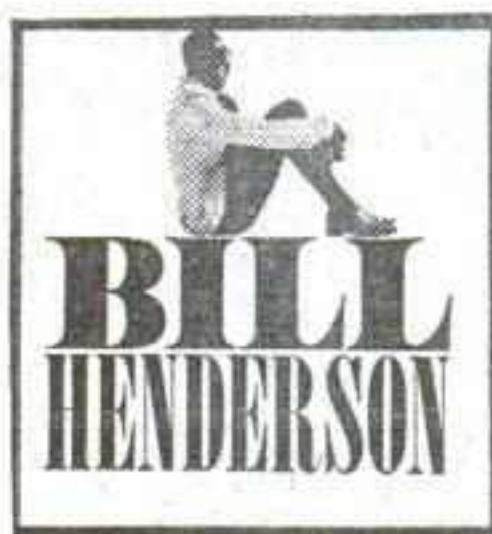
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HERE'S LOOK AT ARMADA TWO-YEAR-OLD HISTORY

NEW YORK—The American Manufacturers and Distributors Association (ARMADA) was officially formed at 11:31 a.m., June 7, 1959, when over 200 people—representing 70 manufacturers and distributors—assembled in Chicago for the organization's first convention.

Fittingly, the four men who had spent the previous year getting ARMADA started were all elected to office. Ewart Abner Jr., VeeJay Records chief, was voted president; Sam Phillips of Sun Records, vice-president; Harry Schwartz, treasurer, and Nelson Verbit, secretary.

In June 1961, at ARMADA's Atlantic City convention, Art Talmadge, vice-president-general manager of United Artists Records, was elected president, and Bob Chatton, vice-president. Verbit and Schwartz retained their old offices.

The 1960 ARMADA convention basically revolved around the problems of disk counterfeiting, which had become a serious threat to the industry by that time. ARMADA's determination to combat counterfeiting was clearly expressed to the membership during the meet.

During the 1960-1961 year, ARMADA brought to fruition the fight against counterfeiting by materially assisting in the first successful conviction of counterfeiters in a criminal court; the introduction of legislation against counterfeiting on a State and federal level and displayed the determination to continue these efforts by giving every assistance to legislators and law enforcement officers in future activities in this area.

During the past year, ARMADA, which previously limited its membership to distributors and manufacturers, decided to extend the organization through the formation of a new membership classification to be known as affiliate membership. Eligible for this category were allied interests which included printers, album cover manufacturers, publications and broadcasters.

ARMADA continued its program of service to the industry in 1961 by developing an insurance program for its membership and by working toward the establishment of an annual meeting ground which would provide all phases of the recording industry with an opportunity to meet and study their various problems together.

In this regard, efforts were made to bring into active participation in the convention leaders of the industry and to further bring to the membership first-hand information on up-and-coming federal legislative events by presenting Congressman Emanuel Celler as the featured speaker at this year's convention banquet.

As ARMADA opens its third convention, its membership has increased by almost one third during the past year, and the industry-wide interest in the convention is reflected in the heavy pre-convention registrations, which indicate ARMADA's 1961 convention will chalk up a record attendance.

Mercury Merged to Giant World Trust

Continued from page 3

trolling stockholder of Consolidated.

Corporate Details

The corporate set-up of Philips Lamp is involved. Besides the United States Philips Trust, Philips Lampe's holdings include two other trusts and subsidiaries and affiliated companies in some 58 countries. Assets are in excess of \$5 billion.

Products range from lighting bulbs and electronic tubes and television sets to industrial equipment, telecommunications equipment, phonograph records and recording equipment, nuclear instrumentation and pharmaceutical and chemical products.

The firm has working agreements with International General Electric, Western Electric, Radio Corporation of America, International Business Machines, American Telephone & Telegraph and others.

189,000 Employees

Its employees number some 189,000, about 69,000 of which are in the Netherlands, Philips Lamps' home office.

Standard & Poor's Corporation,

Disk Industry Rises

Continued from page 6

the attorney general of California to introduce in the California Legislature a statute to increase the penalties for counterfeiting trademarks in that State.

Although much progress has been made in the past year, the task is far from completed. Many skirmishes and battles have been won, but the war must still be waged. ARMADA has conclusively demonstrated that record counterfeiters can be uncovered and prosecuted. However, the penalties must be increased to make it less worth while for anyone to engage in this nefarious practice.

financial analysts, describe Philips' postwar expansion as most impressive and prospects for further growth as bright. Shares of the firm are traded internationally.

At the close of 1960, 35 per cent of Philips' assets were located in the Netherlands, 47 per cent in other European countries, 13 per cent in the Western Hemisphere and 5 per cent in other countries.

U. S. Holdings

The United States Philips Trust, of which Philips Lamp is the sole beneficiary, owns various interests in the United States and Canada. These include North American Philips and 36 per cent of Consolidated Electronics Industries which, in turn, owns 67 per cent of Philips Electronics & Pharmaceutical Industries.

As of December 31, 1960, the U. S. Trust was valued at over \$41,415,000, employs about 211,000.

Consolidated itself has yearly sales of some \$92 million, 5,300 employees (U. S.), 4,300 shareholders, and its close ties with Philips Lamp have been termed a constructive factor in the firm's growth.

U. S. Library's Catalog Ready

WASHINGTON—The Library of Congress catalog of its music and phonorecords, representing the cumulative list of works on the library's printed cards for 1960 is available. The paper-bound annual, plus the semi-annual 1961 issue are for sale by the Card Division, Library of Congress, Washington 25, D. C., for \$4.25 plus 25 cents postage.

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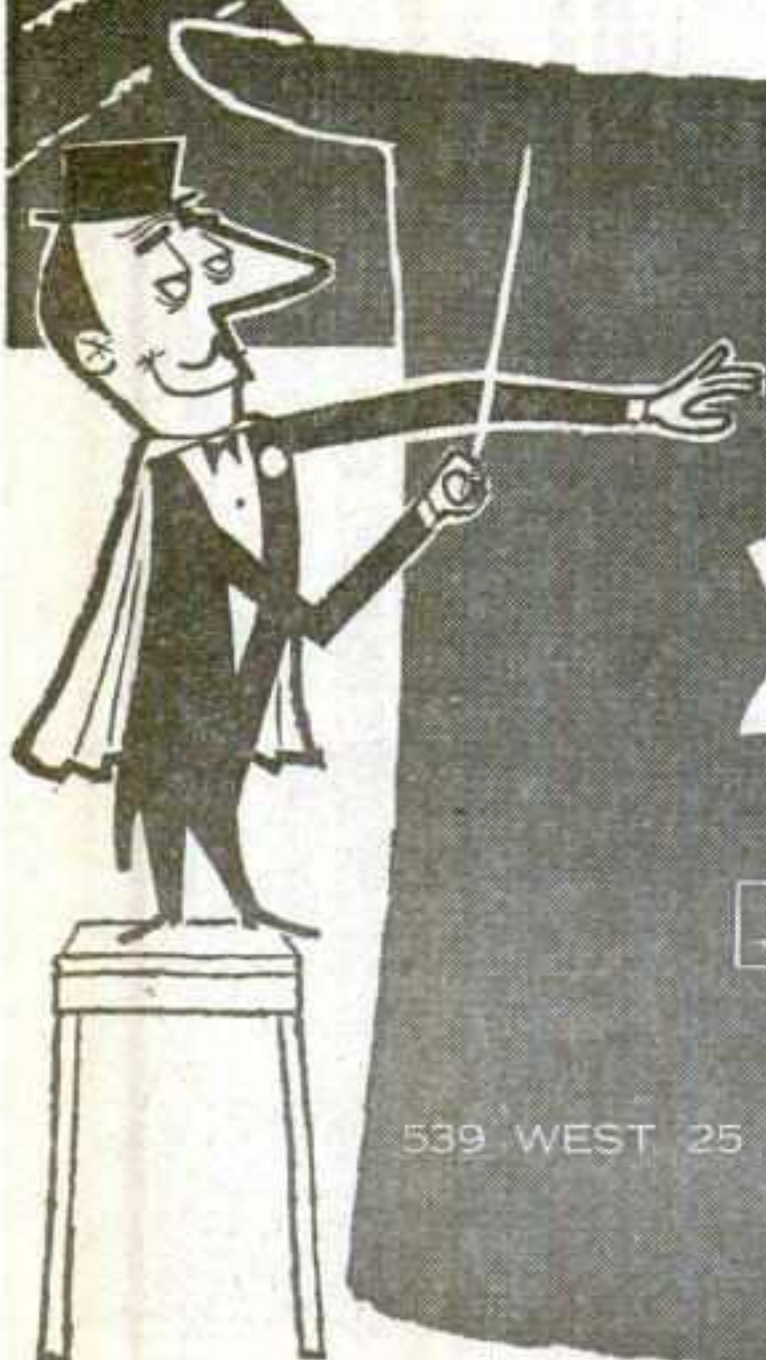
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MUSIC AS WRITTEN

New York

The **Four Freshmen** have signed with the new booking firm, Viscount International Productions (VIP), the **Fred Dale** firm. . . . **Don Robey**, head of Peacock and Duke records, became the father of a boy, **Don D. Jr.**, last week. . . . Lawyer **Walter Hofer** became the father of a son, **Eric**, last week. . . . Publicist **Irwin Zuker** became the father of twins, **Judi Michele** and **Shari Lynne**, a fortnight ago. . . . **Bobby Boyd**, of Boyd Records, has signed **Randy Page**, and will release his disks through the United Artists label. Boyd cut a new album with **Phil Upchurch** last week called "You Can't Sit Down." . . . **Flip Black**, eldest son of Big Three executive **Ted Black**, is joining the Big Three firm for the summer, after which he will return to school.

Ray Rivera has signed with **Aubrey Mayhew's** Estate label. . . . **Fred Miles** has signed **Cecil Collier**, also known as **Kid Haffey** in Philadelphia, to a recording contract for his label, Fred Miles Presents. . . . **Blue Mitchell** is the Artist of the Month at Riverside Records, and the jazz label is running a big promotion for the trumpeter. . . . **Phyllis Diller** is now on Verve. . . . **Tito Puente** has joined Roulette and will record for the firm's L-A label, Tico. . . . **Aaron Schroeder** has set a new publishing firm in England in collaboration with Bron Associated Publishers of Great Britain. . . . The 20th Fox label has signed warbler **Frank Chervall**. . . . Life magazine has added a record review section. . . . Sun Plastics Company in East Newark, N. J., the **Moe Silver** pressing plant, celebrates its 16th anniversary this month. **Bob Rolontz**

Hollywood

Dot's **Randy Wood** recorded **Wink Martindale** singing "Black Land Farmer" Wednesday night (21). The rural-flavored single is being rushed into release. **Billy Vaughn** provides the orchestral setting. Flip side is a Vaughn original, "Make Him Happy."

Capitol is ordering high-gear production on **Judy Garland's** "Judy at Carnegie Hall" double-LP package aimed at hitting the New York-New England market area with de luxe boxed sets of the singing lady's April 23 concert. Reason for the rush, Capitol claims, is "an unprecedented flood of advance orders" apparently concentrated in the Eastern area. Rest of the country will get the package in mid-July.

World Pacific is issuing a three LP release, paced by a comedy package, "The Best of Crazy Ads," recorded by **Bruce Spencer** and based on the Citadel Press' "Crazy Ads" book. Other albums feature **Les McCann** as a balladist and the **Curtis Amy-Paul Bryant** tenor-organ combine. . . . In a deal with Jay-Em Records' president, **Bernard DuBoff**, Liberty Records leased the master to **Jimmy Meng's** "True and Faithful" and will release it under the Liberty label. Jay-Em is getting production credit. . . . Liberty Sales Manager **Don Bohanan** switched distributors in New Jersey from Essex to **Jerry Winston's** Wendy Distributors. Wendy gets the full Liberty line, its Dolton subsidiary and the **Robert Rheims** Christmas chimes catalog. **Lee Zhito**

Chicago

RCA Victor has moved to new quarters in the Merchandise Mart, involving relocation of offices for several RCA personnel. Included in the shift are **Bob Krueger**, distributor field man; **Charlie Boyd**, rack jobber sales, and **Stan Pat**, Midwest director of radio-TV relations. Pat's new office will be at 333 N. Michigan, Suite 528. . . . **Bonnie Kroll**, free-lance promo gal, is working hand-in-hand with Garmisa Distributing, Inc., to "Garner" sales for **Erroll's** new LP. It's the pianist's first waxing in three years. **Mid Malek**, Marquette Record Shop, and his family returned last week from a two-week vacation in Pennsylvania, visiting relatives.

The Del-Fi pacting of Canadian artist **Bobby Curtola** to a five-year contract was a personal triumph for **Earl Glicken**, label's sales head, who personally conducted negotiations. Glicken leaves Chicago this week for promo trips to Cleveland, Philadelphia and New York, following which he'll attend the ARMADA convention in Miami. . . . **George Costello**, Midwest manufacturing manager of Columbia Record Productions, was in town last week for a confab with the firm's sales office here. . . . Janie Recording Company has signed **Dolph Hewitt**, singer, to an exclusive recording contract. Hewitt is a member of WGN's "Barn Dance" cast. Janie also has set "Barn Dance" members **Bob Atcher** and **Red Blanchard** for recording sessions within the next few weeks. . . . **Johnny Pate** is leaving his disk at Associated Booking to do free-lance a.&r. work, arranging and producing. Pate was a.&r. man on **Ralph Marterie's** hit, "Bicardi." He's also remembered for his "Swinging Shepherd Blues" hit two years ago. . . . Universal Recording Studios is under way with its expansion program. Plans call for two additional floors to house studios and high-speed tape duplication, reduction and editing rooms. **Gloria Manlong**

Cincinnati

Hugh Watkins, representative of **Steve Keith's** Acme Records, Manchester, Ky., and personal manager to the label's **Jay Fanning**, in town last Wednesday (21) to arrange for Cosnat Distributing to handle the Acme line in this sector. First item placed with Cosnat is Jay Fanning's new release, "Your Girl," penned by country songwriter-artist **John Loudermilk**. Steve Keith returned to Manchester last week after setting up distributors for his label in Atlanta, New York, Miami, Houston, St. Louis, Nashville, Memphis and Oklahoma City. Watkins plans to set up a local office soon. . . . **Alan Mink** has left the Mercury Records branch in Cleveland to become associated with Trans-American Distributing Corporation in the same city. Alan will cover the Ohio territory, including Cleveland, Cincinnati, Dayton, Springfield and Columbus. Looking exceptionally good for the firm at the moment, Mink reports, is **Matt Monro's** "My Kind of Girl," and **Dean Barlow's** "Love, Is That You?" Albumwise, the firm's big item is **Andy Stewart's** "A Scottish Soldier," Alan says. **Bill Sachs**



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TOGETHER and TOO MANY RULES

K 13019

picked as a winner by all the trades!

Connie's latest is her greatest!

MGM RECORDS
THE STARPOWER LABEL



FOLK TALENT & TUNES

By BILL SACHS

Smokey Montgomery, in cooperation with the Fort Wayne, Ind., Park Board and the American Federation of Musicians, Local 58, will produce the Annual Country Music Festival to be held at Franke Park, Fort Wayne, Sunday, July 16. Amateur singers and musicians, backed by pro bands from the area, will compete in various categories, with the winners getting an all-expenses-paid trip to the "Grand Ole Opry" in Nashville.

Pat Boyd, fem c.&w. deejay at WLAV radio, Grand Rapids, Mich., handled emcee chores at the Home Acres Jubilee there June 16. Appearing were the Bearded Beauties, of Norton, Va., and teamed to keep festivities glued together were Don Holly (Skippy Records), Dallas; Johnny Colmus and the Starliners plus Larry Lee. Johnny Meder, country deejay at WBCH, Hastings, Mich., had the same group in Hastings Sunday (18) and brought them back last Sunday (25), along with Del Wood, Bobby Williams and Hillous Butrum. On Saturday nights the original package may be seen at the Tamarack Barn Dance, Howard City, Mich.

Tex Williams and the Texans leave the Village Ballroom, Newhall, Calif., June 28 to begin an extended tour of niteries in Nevada, opening with an eight-day stand at Ely, Nev., July 1. They follow with a four-week engagement at Harrah's Club, Reno, Nev., opening July 12. Mid-August finds them at Jackpot, Nev., and August 22 they open at

the Showboat, Las Vegas. The group returns to Williams' Village Ballroom in Newhall September 8 for a big homecoming celebration. Williams and the Texans are booked for four weeks at Harrah's Club on Lake Tahoe on the Nevada-California line, starting November 16.

Young Capitol Records singer Cathie Taylor will be the June 30 guest on "Five-Star Jubilee," network TV seg emanating from Springfield, Mo. Cathie's most recent appearances have been on "The Chevy Show," with Roy Rogers, and on Art Linkletter's "House Party." Her latest single has been released by Capitol as a follow-up to her two folk albums.

Hoyt Axton, son of Mae Boren Axton, prominent country music songwriter, has a new release in keeping with the Civil War Centennial. One side, which Hoyt wrote in collaboration with his Mom, is titled "Georgia Hoss Soldier," and is published by Gabe Tucker and Pappy Daily, of Houston. Flip is a song of Hoyt's own arrangement called "The Drinking Gourd." Hoyt, who recently completed his stint in the Navy, is now working club dates on the West Coast. He plans on returning to college in the fall.

Bill Clifton, who this season is managing Oak Leaf Park, Luray, Va., announces the following bookings: Carl Story and the Chuck Wagon Gang, July 2; Bill Monroe, the Stanley Brothers, Mac Wiseman, Bill Clifton, Jim and Jesse and the Country Gentlemen, July 4; Grandpa Jones and

Billy Walker, July 9; George Morgan, July 16; Carl Butler, Bill Harrell and Buzz Busby, July 23, and Flatt and Scruggs and Mother Maybelle Carter, July 30. Roy Acuff, Red Allen and Luke Gordon played the spot last Sunday (18). Cowboy Howard Vokes and His Country Boys took the jaunt to Luray June 11 to appear with Buck Owens and Bill Clifton.

Bill Anderson, Decca recording artist and former disk jockey at WJJC, Commerce, Ga., was welcomed home to Commerce June 9 in what was officially proclaimed Bill Anderson Day. A parade was staged in his honor, the mayor presented him with the key to the city, and a near-capacity crowd jammed the local auditorium that night for a show which starred Anderson, Del Wood and the "Dixie Jubilee" cast from Atlanta. Anderson was a member of the original staff of WJJC, having been there from the station's first day of broadcasting in June, 1957, through April, 1959. Weldon Pruitt, now the c.&w. disk jockey at WJJC, handled the Anderson promotion.

Orks of Amsterdam, Cleveland Spotlit In Epic July Issues

NEW YORK — A new album with the Cleveland Orchestra under George Szell, and another set with the Concertgebouw Orchestra of Amsterdam spotlight the Epic releases for July. Firm is also issuing a pop set with Joan Shaw and an international LP called "Welcome to Tyrol." A jazz set with the Johnny Coles Quartet completes Epic's July issue.

TALENT TOPICS

CHICAGO

The Playboy Club goes on a comedy kick with its current show. Veteran Moms Mabley (she's 64 and records for Chess) is appearing in the third floor Library, and a pair of newcomers, Gina Wilson and Jackie Gayle, are holding forth for the Penthouse audience. Remainder of the show features Andy and the Bey Sisters (RCA Victor), vocal trio; Beverley Wright, vocalist with a folk-music touch, and Reneaux, magician. The Bob Davis and Harold Harris trios furnish jazz interludes. Miss Wright, incidentally, opens in Winnipeg July 17.

Lurlean Hunter, scheduled to appear at Jack Karey's (WCFL) recent Veterans' Hospital benefit, canceled at the last minute. Singer Nick Noble came in to pinch-hit and saved the show. . . . Chet Atkins (RCA Victor) was in town last week with RCA's Stan Pat. The diskery hosted a dinner and cocktail party for Atkins at the Italian Village. . . . Rex Allen (Mercury) kicked off his scheduled two-month personal appearance tour last week at Eureka, Calif. Allen next moves to Molalla, Ore., for the Molalla Buckeroo Rodeo, July 1-4. Traveling with him is his musical trio, the Men of the West, and his horse Koko. . . . Ray Charles comes to the Regal Theater July 7 for a week. He'll have his augmented orchestra backing him. Nick Biro

CINCINNATI

Sarah Vaughan, pianist Teddy Wilson and the Les Brown ork will dominate a one-day out-door jazz festival at the Dayton, Ohio, Speedway July 23. . . . Deke Moffitt, for many years house band leader at the Albee Theater here and Beverly Hills Country Club, Southgate, Ky., now operating a Dairy Queen spot in the heart of Dayton, Ky., while doubling as musical director of the Bellevue, Ky., school system. . . . Young Dan Cox, a newcomer to showbiz, is rockin' 'em with his folk singing at the Caucus Room downtown. . . . Tony Salamack, who formerly conducted his own bands and combos in the area for many years, is now serving as Northern Kentucky rep for Hiram Walker Distilleries. Bill Sachs

Pat Boone Travels South Africa Way; 4 Lads to Hawaii

NEW YORK—Pat Boone leaves next week on a personal-appearance tour of South Africa, starting in Durban on July 12 at the Ice Dome. After that he will play Johannesburg, Port Elizabeth, and Salisbury and Bulwayi in Rhodesia. The tour will cover 10 days, after which Boone will return to Hollywood to start filming "State Fair."

Another important act is traveling abroad this week, too. The Four Lads, who just completed a Dixieland album a.&r.d by Joe Sherman, are off to Hawaii. Japan and Philippines for a Far-Eastern tour.

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I DON'T NEED YOU NO MORE

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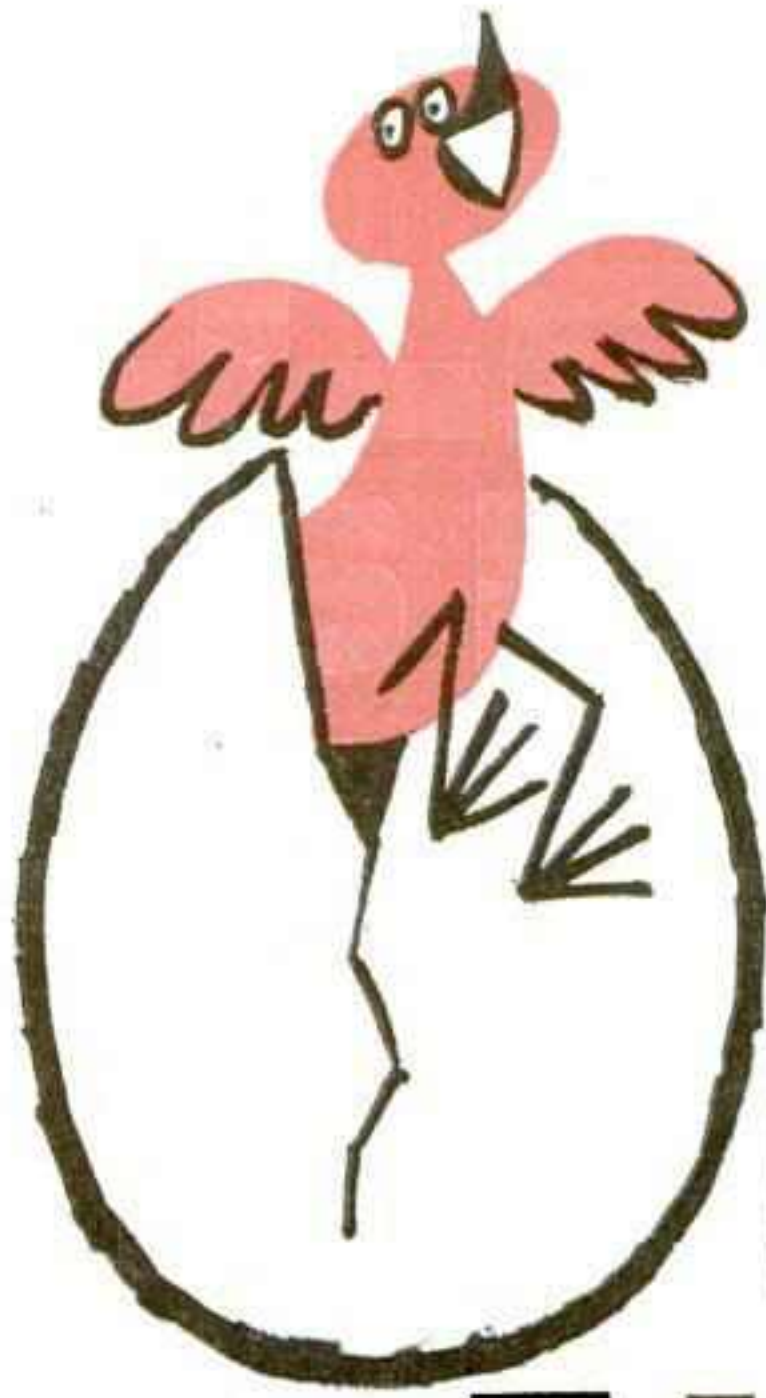
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ABC-PARAMOUNT





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Hurry! Hurry! Hurry! Early Birds are wise birds! Here's your opportunity to get in now on the most exciting sales program yet by a major label. Everything is on sale at terms you just can't pass by. Now is the time to stock up on such best-selling Verve albums as those by Ella Fitzgerald, Shelley Berman, Jonathan Winters, Phyllis Diller, and the whole, wonderful roster of jazz and comedy artists. Sell these Verve albums through the Summer and stock up for the Fall under a fabulous new bonus and dating deal. And don't forget, Early Birds get extra help by a merchandising and advertising program that will keep your Verve stock moving and your register ringing through the hot summer days.

And Here's Our Plan:

- 1** The entire Verve catalog is included. No hold-backs, no special exceptions. **EVERY** record by **EVERY** artist is included in the deal.
- 2** The more the merrier. There's a big **33-1/3%** bonus in merchandise (that's one album free for every three you buy) to help you spark Summer and Fall sales and put punch in your profits.
- 3** The Industry's best dating plan.* Buy now, pay much, much later: **1/3** in **OCTOBER**, **1/3** in **NOVEMBER**, and **1/3** in **DECEMBER!**
- 4** Cash in on **BIG** national and regional advertising, and exciting point-of-sale material.

*For qualified dealers providing account is current.



BE AN EARLY BIRD! *The time is NOW!*

Chancellor Charts Expansion Moves, Seeks New Talent

HOLLYWOOD — Chancellor Records has set an expansion and reorganization program, keynote of which is a search for young talent. Whereas in past years the label has concentrated on developing singers into actors, Chancellor now plans to try and turn established actors into singers.

The plan also places emphasis on stepped-up efforts by President Robert Marucci to "wrap up deals with movie studios to produce and release scores from films."

Marcucci, in collaboration with his artist and repertoire chief, Russ Faith, wrote, produced, and re-

corded "You're Only Young Once," from Fabian's movie, "Love in a Goldfish Bowl"; "Oppositions Attract," from Frankie Avalon's film, "Sail a Crooked Ship"; and "If You Knew," from Fabian's picture, "North to Alaska."

Among the Hollywood actors with whom Chancellor is talking disk pacts are George Hamilton, Sean Flynn (son of the late Errol Flynn), Mickey Callan, Chuck Courtney and Reed Sherman. New talent signed to the label includes Lada Edmund of Broadway's "Bye Bye Birdie" musical; Carlo Gerace, and the Fabulous Four.

The firm's personal management company, MDB, has expanded, through the hiring "for executive training in the management field" of two young Philadelphians — Thomas Marotta and Tony DeSantis.

Jack Tracy Returning As Merc's A&R Chief

NEW YORK—Jack Tracy, long-time figure in the jazz world, returns to Mercury Records' Chicago home office to his old job as jazz a.&r. chief, it was learned last week. Tracy left Mercury approximately two years ago to join Chess Prod. Corporation, where he was a.&r. director for Argo, the Chess fraters' jazz wing.

DETROIT — Walter Drake, veteran record man formerly in retailing and more recently with Music Systems, Inc., the combination rack jobber one-stop and distributor, has joined with longtime promotion man Irv Biegel in opening their own distributorship, Abby Distributing, 15379 Livernois, here.

NEWS REVIEW

Nat Hentoff Pens 'Jazz Life' Book

NEW YORK—A new book has been penned by critic and social commentator Nat Hentoff, called "The Jazz Life." In actuality, this is the first book written by Hentoff alone. Three previous books were done with collaborators: "Hear Me Talkin' to Ya" and "The Jazz Makers" with Nat Shapiro, and "Jazz" with Albert McCarthy.

This latest Hentoff opus incorporates new material with expansions of articles done for various magazines like Esquire and Harper's that covers various controversial areas of the jazz scene. Drug addiction, night clubs, critics, festivals, social conditions and individual musicians all come in for

scrutiny. Hentoff's appraisals run from raps to raves.

Besides the stimulating and controversial areas covered, the book is dotted with personal remembrances and observations by the author which add much to the work.

(Hentoff, Nat: "The Jazz Life," Dial, New York, 255 pp., \$5.) Jack Maher.

Award Injunction To Con. Music Pub

NEW YORK—A preliminary injunction has been awarded to Consolidated Music Publishers, Inc., by the United States District Court of the Southern District of New York as relief against Ashley Publications in a suit involving alleged infringements of a work entitled "Easy Classics to Moderns."

The suit developed over the similarity between two musical education books, "Easy Classics to Moderns" produced by Consolidated and "Easy Classic to Contemporaries" published recently by Ashley. Both works are substantially made up of material in the Public Domain, however, both contain instructional material for the playing of the music, which Consolidated claims is copyrightable.

Judge Thomas Murphy in awarding the preliminary injunction, he pointed specifically to seven selections in the Consolidated publication which showed "Substantial appropriation by defendant."

Jerome's Interest In Globe Disc Sold

NEW YORK — Veteran record executive Irv Jerome has sold his interest in the Globe Disc Distributing Company here to Jerry Roth and Mac Cooper.

Globe distributed the Echoes' hit waxing of "Baby Blue." Jerome served as sales chief for Roulette Records and MGM Records. He was with Capitol Records for several years, and headed up its now defunct subsidiary label, Prep Records.

Coral Signs the Demensions

NEW YORK — Coral Records has signed the vocal group, the Demensions. The group had a substantial hit last year with "Over the Rainbow." Set for immediate release was the group's first single with the label, "Again" and "Count Your Blessings." Henry Jerome, a.&r. producer for Coral, who signed the Demensions, described the group as of all-market caliber, "a teen-age group with an adult approach."

WASHINGTON — Peak Records, Ltd., of New Zealand, wants license to manufacture records and tapes. The company distributes records throughout New Zealand and says it has browser bins in stores in all main centers.

Peak's normal method of operation is to obtain metal master disks from its principals overseas, together with any label copy. In the case of albums, copies of the art work for the covers are obtained. The firm engages custom printers to prepare cover printing but does its own promotion.

Peak Records is interested in all types of music in the album field, but is not interested in single records unless the disk has reached Top 10 in the U. S. Reciprocal licensing of New Zealand product by American firms is invited. Anyone interested is invited to write to Peak Records, Ltd., 80 Chester Street, Christchurch, New Zealand.



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If you've ever really wanted something different—something to captivate an audience—you can have it with the new Ecco-Fonic... the portable echo-reverb chamber that gives you an entirely new concept in sound. With a simple flick of a switch—your performance will have all the true presence and full dimension that was only possible in a major recording studio with expensive equipment. Ecco-Fonic produces an exciting stereo-echo effect and picks up previously lost ranges in sound. Whether you sing or play an instrument, your act will take on new glamour and excitement. You'll love the reaction of audiences and you'll love the increased bookings you get when you use the new Ecco-Fonic. See it demonstrated at your local music store or write for the free demonstration record today.

Ask your favorite music dealer to see and hear. Ecco-Fonic at the Music Industry Trade Show in Chicago

Ecco-Fonic

\$289⁹⁵



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HEAR THE EXCITING NEW WORLD OF ECCO-FONIC SOUND

Prove to yourself Ecco-Fonic's full dimension sound is a must on the stairway to star billing. Hear the depth, beauty and richness made possible with Ecco-Fonic. Get this amazing free demo record today!

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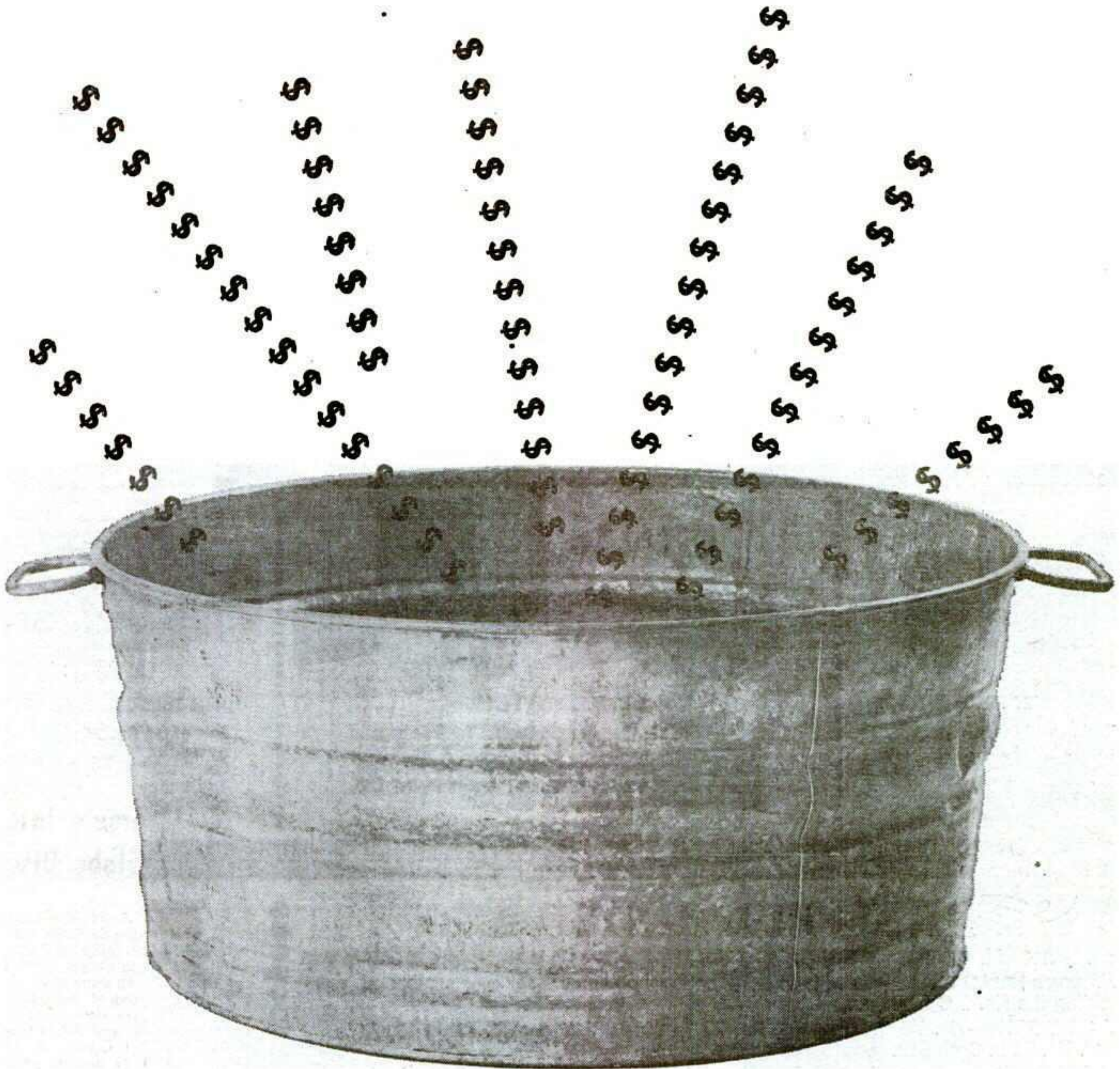
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| MIKE RONCONE | "JUNK YARD" c/w "TRAIN RIDE" | NO. 4589 |
| DANIEL A. STONE | "LITTLE MISS COOL" c/w "IT MUST BE RAINING" | NO. 4590 |

SURE TO MAKE YOU BUCKETSFUL OF MONEY!



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UP TO \$10,000 IN CASH & PRIZES

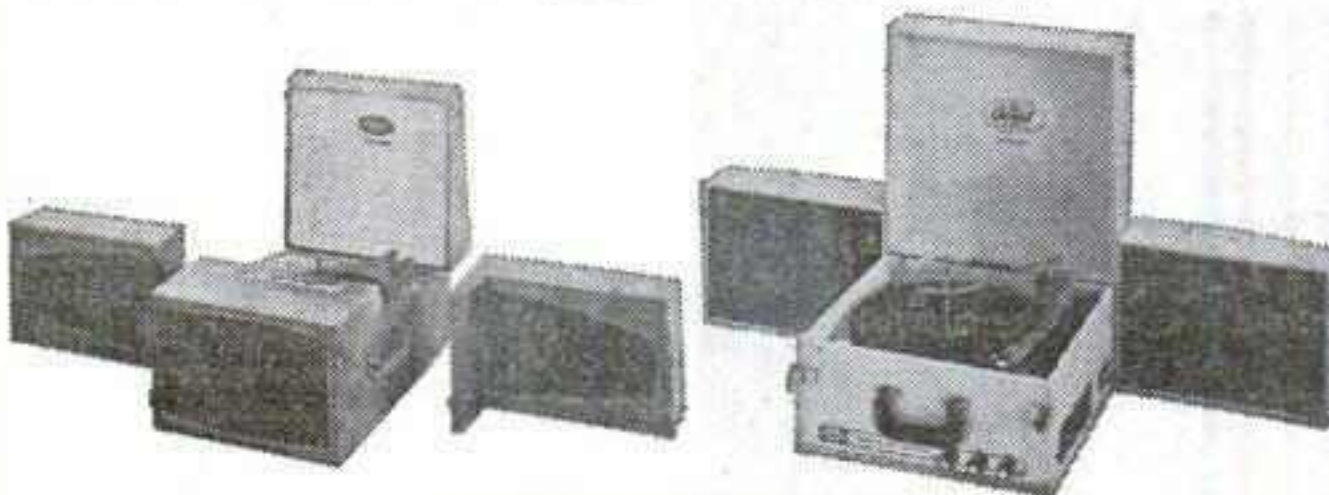
EIGHT CONTESTS! A NEW CONTEST EVERY OTHER WEEK!

It's a cinch to win. Here's all you have to do. Just check the list of ten hot Capitol singles releases listed below. Then rank them in the order you think they'll sell next week. Check them off, guess at the sales figures for your number one choice only and send in the entry. Simple as that. You can enter every contest. Should you win one week, you're still eligible to enter another contest 2 weeks later. Here are the prizes, official rules, entry blank, and hints. The rest is up to you...and you can win \$500 in each contest!



FIRST PRIZE

\$500 in cash! One winner every contest!



2ND AND 3RD PRIZES

Second Prize is the fabulous Capitol Tri-Fi Automatic Stereo Phonograph! Model 132! Capitol's finest portable. Biggest sound you've heard in a stereo portable. Third Prize is Capitol's Stereo Portable Model 126, with detachable speakers.



4TH THROUGH 10TH PRIZES

Sets of ten Capitol albums, featuring Nat "King" Cole, Peggy Lee, Frank Sinatra, The Kingston Trio, and many other top Capitol recording stars.

HELPFUL HINTS

ON THE NATIONAL CHARTS

Faron Young's HELLO WALLS—listed high on all national pop charts for over six weeks. Still holding the No. 1 C & W spot.

RIGHT OR WRONG—No. 76 in Billboard, No. 71 in Music Vendor, No. 71 in Music Reporter. No. 91 in Cash Box.

A LITTLE FEELING, now No. 67 in Cash Box, No. 57 in Music Vendor and No. 53 in Music Reporter.

OKLAHOMA HILLS, Hank Thompson, listed on all national C & W charts—No. 10 in Billboard, No. 16 in Cash Box, No. 11 in Music Reporter and No. 19 in Music Vendor.

HILLBILLY HEAVEN, Tex Ritter, listed on the C & W charts—No. 30 in Music Reporter, No. 27 in Billboard.

PICKED TO BE HITS

TAKE A FOOL'S ADVICE, Nat Cole—Billboard's "Spotlight Winner" and Cash Box "Pick of the Week," in the June 12th issues.

I'LL NEVER BE FREE, Kay Starr—Billboard "Spotlight Winner" and Cash Box "Pick of the Week," in the June 5th issues.

STAR BRIGHT, The Four Cal-Quettes—Cash Box "Pick of the Week" and Music Vendor "Hit Pick," week of June 5th.

BOSTON BEANS, Peggy Lee—Billboard "Spotlight Winner," week of May 29th.

REGIONAL BREAKOUTS

RIGHT OR WRONG, Wanda Jackson—hit status in Detroit, St. Louis and Dallas. Listed as a "Top Market Breakout."

HILLBILLY HEAVEN, Tex Ritter—hit status in Seattle.



Peggy Lee

YES INDEED! c/w BOSTON BEANS

Record No. 4576

Peggy's hottest new single in months. Handle this one like legal tender...it's money in the bank.



ENTRY BLANK

FOR SALES JUNE 30-JULY 6

Check the list of ten hot Capitol singles releases listed below. In the boxes at the left, rank them in the order you think they'll sell next week. For your number one choice only, guess at the sales figure in the space at the right of the listing. Send the entry blank to Capitol Singles Sweepstakes Contest, Box 73, Hollywood 51, California.

- HELLO WALLS Faron Young—4533
- I'LL NEVER BE FREE Kay Starr—4583
- OKLAHOMA HILLS Hank Thompson—4556
- TAKE A FOOL'S ADVICE Nat King Cole—4582
- A LITTLE FEELING Jack Scott—4554
- RIGHT OR WRONG Wanda Jackson—4553
- STAR BRIGHT The Four Cal-Quettes—4574
- THE WAY YOU LOOK TONIGHT The Letterman—4586
- YES INDEED! Peggy Lee—4576
- HILLBILLY HEAVEN Tex Ritter—4567

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Al Levine

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357 Lyons Ave. Newark, N. J.

WAVERLY 3-6333

Jack Kosloff

ONE STOP MAN WANTED!

Are looking for a man extremely well experienced in the complete operation and management of a phonograph record one stop and rack business for the Southern California area. Must be familiar with all phases of this type of business. Send complete resume and photograph. Mail to Box A-240, Billboard Music Week 1520 N. Gower Hollywood 28, Calif.

"MR. TALENT"

Now at the Copa June 22-July 4

BOBBY RYDELL

All the Flavor of a Hit!!!

DOES YOUR CHEWING GUM LOSE ITS FLAVOR

(on the Bedpost Overnight)

by **LONNIE DONEGAN**

and his Skiffle Group on Dot Records

MILLS MUSIC, INC., N. Y. C. 19

YOCKS FOR VOX JOX

Introducing "DEEJAY MANUAL," a complete gagfile containing patter, bits, ad libs., gimmix, letters, station breaks, etc. Budget priced at \$5.00.

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Pressure Group Tries Blackout Of Freberg U.S.

HOLLYWOOD—A well organized pressure group campaign is attempting to black out the Stan Freberg "United States of America" satirical LP from the San Diego market, Capitol Records' last week claimed. After Station KOGO (NBC) announced it would air the album nightly, it was hit by an avalanche of protests, forcing it to cancel its plan. It has aired only tracks from the LP.

Station KPRI (FM) played the LP several times on its Saturday comedy program, and reaped a similar bitter response. According to the report, some threats were made to boycott the station's advertisers, forcing KPRI to drop the LP. Pattern of the protests indicates an organized pressure drive, Capitol said.

Two of San Diego's top disk dealers, Thearle's and Southern California Music, have failed to reorder the LP, while other dealers in the city are enjoying a brisk business with the controversial album, Capitol said. Thearle's President Harry Callaway was not available for comment at press time.

Prestige Surveys Dealers on Service

HOLLYWOOD—Prestige Records, the New Jersey-based jazz label, last week surveyed some 5,000 dealers to question them on everything from distributor relations and service to how much jazz product each retailer handles. Dealers received a questionnaire with 16 queries.

Some of the questions: What do you think of our distributor? Do you get prompt and courteous service? Are many items back-ordered? Any complaints about the Prestige line? Other questions concerned possible sales aids the label could furnish the dealer, asking merchants whether they could use album fronts, catalogs and jazz bulletins in quantity.

Questionnaire also asked: What jazz label does the best all-round job? Who are the five best selling jazz artists on other labels? Approximately how many Prestige records do you carry in stock? It also asked dealers to vote their preference on jazz singles in 45 or 33 speed, and whether they like jazz samplers.

Saul Holiff to Promote Johnny Cash Abroad

LONDON, Ont.—Saul Holiff, head of the Volatile Attractions Company here, leaves early in July for an extended promotional trip to the Far East on behalf of country singer Johnny Cash. On the tour, Holiff will pave the way for a series of one-nighters to be played by Cash in the Philippines, Singapore and Japan, starting late in October.

Beginning September 25, prior to the Orient jaunt, Cash will revisit Toronto and other Eastern Canadian cities, and will also play Newfoundland for the first time.

TV REVIEW

'PM East' Solid Artist Showcase

The new late-night TV series produced by Westinghouse Broadcasting Company is apt to become a most sought-after promotional avenue for recording talent, based upon the show Wednesday (14) featuring Sam Cooke. The 90-minute program originates partially in New York, that portion being called PM East," with the remainder stemming from San Francisco and titled, naturally, "PM West." Beginning last Tuesday, the show was aired via WNEW-TV, Channel 5 in New York, and in perhaps a dozen other top markets. It is apt to spread into a substantial number of additional key markets soon, as a refreshing, adult, entertaining program.

The format on Wednesday was very simple: the first hour, from New York, was devoted completely to Sam Cooke. It was part interview, part monolog, part performance, and part discussion with people close to the singer, such as manager Jess Rand and the RCA Victor producing team of Hugo and Luigi. Taking nothing away from the last-named trio, the show was best when Cooke was on camera. He proved a relaxed, likable, intelligent performer, with genuine magnetism.

The interviewing was handled by Mike Wallace and Joyce Davidson. Wallace for the most part has shed the hard, nearly ruthless interviewing technique with which he is associated and probed sympathetically but effectively to help bring out the personality of the subject. Only once was there a flash of the old Wallace, when he turned abruptly on Cooke and snapped, "Sam Cooke, who are you?" The "new" Mike Wallace is apt to wear better than the old.

Miss Davidson, who abets and spells Wallace, is a baby-faced blonde with a naive technique. This gambit has worked wonders for many females in real life, and as a TV approach it seems to be paying off for Miss Davidson, too. There is less certainty, however, about the potential longevity of public patience with wide-eyed females.

For Sam Cooke, without doubt, the show was an unalloyed smash, and one which should pay off where it counts most—at the record counter. The 11 p.m. starting time assured that the show's exposure was among adult viewers, who may not have been exposed to him before.

On Tuesday, June 20, the New York Show's theme will be rock and roll, with the participants including Paul Anka and d.j. Buddy Deane, among others. The San Francisco portion of the show June 20 and 21 will be devoted to Red Nichols and His Five Pennies. Terrence O'Flaherty, TV critic of The San Francisco Chronicle, runs the show and turns out to be one of the most charming, witty and delightful TV personalities around. He's been spending his time on the wrong side of the camera all these years. Sam Chase.

★ ★ ★

LEGIT REVIEWS

Barnes People Lack Material

The Billy Barnes people—all eight of them—are delightful, but they would have been a lot more enjoyable if they had had sketches and songs of a higher calibre than they received in the new revue, "The Billy Barnes People." The show, a follow-up to 1959's "The Billy Barnes Revue," opened at the Royale Theater in New York last Tuesday (13). Perhaps the biggest trouble with the latest Billy Barnes effort is that it takes a moral point of view in many sketches, and in doing so seems to have sacrificed entertainment values.

To get back to the Billy Barnes people, the cast of eight—half of whom were in the previous Barnes opus—are exceptional performers. Joyce Jamison and Patti Regan are outstanding among the girls, and Dick Patterson and Dave Ketchum are gifted comics. This is not to slight the other four members of the cast. Jo Anne Worley, Ken Berry, Jack Grinnage and Jackie Joseph are also talented artists.

They, aided and abetted by excellent staging and pacing, manage to extract the last ounce of laughs from generally weak material. Only in a few cases, such as the take off on "Camelot," or the skit about today's sex-drenched movies, does the writing rise above the level of the uninspired.

From the music standpoint, the same holds true. It is doubtful if the revue will mean much on records when it doesn't come over very strongly in person. This is a shame, too, for with a little less moralizing, a little more inspiration and some good songs, the talented cast could have turned the "Billy Barnes People" into a very appealing revue. Bob Rolontz

★ ★ ★

New British Musical Promising

The spotlight on the search to find a British musical play to match "Oliver" has swung to Tin Pan Alley. Two exploitation men—Hal Shaper of Robbins and Monty Stevens, formerly with Mellin Music—combined with a film writer, Roy Harley Lewis, to write a new version of Charlotte Bronte's "Jane Eyre." It is currently being tried out at the Theater Royal, Windsor, and is virtually certain to move into the West End—though it will probably need to be redirected and reorchestrated.

Diane Todd, who played the lead in the U. S. national tour of "My Fair Lady," has the title role, and emerges as the outstanding British girl singer in the legit field. The Shaper-Stevens combination has produced an exceptionally good collection of songs. Four—"One Summer Sunday," "Growing Pains," "New Year's Eve" and "Love Came By"—have outstanding commercial possibilities.

Lewis and Shaper's book condenses the massive Bronte novel into the confines of a 160-minute show, retaining the compelling rags-to-riches love story with its strong emotional appeal. At the time of writing, most rights are still available or in negotiation except British stage production. Don Wedge.



OFFICIAL CAPITOL SINGLES

SWEEPSTAKES CONTEST

RULES

1 Listed are ten Capitol single records currently on release. Based on your knowledge of industry trends, guess the correct consecutive order of these ten Capitol singles from No. 1 on down, according to their national popularity as determined by gross Capitol branch sales to all outlets during the period June 30 through July 6, 1961.

2 After estimating the consecutive order of anticipated sales rank of these ten singles for the time period mentioned above, you are then to guess the total number of records that you feel your No. 1 choice will sell through Capitol branches to all outlets during that same period, and enter this figure in the space provided. In the event two contestants have listed the same number of records in their proper consecutive order, the contestant whose figure is closest to the actual sales figure for the No. 1 best-selling single during the period stated above, will be declared the winner; and if two such contestants guess the same closest sales figure, duplicate prizes will be awarded.

3 Entries must be submitted on the official entry blank in this ad. Mail all entries to: Capitol Singles Sweepstakes Contest, Box 73, Hollywood 51, California. Entries must be post-marked on or before July 2, 1961, and received on or before July 7, 1961. Winners for this week's contest will be announced in Billboard and Cash Box on or about July 24, 1961.

4 Judging of entries will be supervised by the nationally famous contest division of the Reuben H. Donnelley Corp., with sales statistics certified by the auditing firm of Haskins & Sells.

5 This contest is open to all categories of record dealers and their employees, radio station personnel, and members of allied industries, except persons residing in areas where such contests are prohibited, taxed, or otherwise regulated by law, and except employees of Capitol Records, Inc., its subsidiaries, distributors, advertising agencies, and Reuben H. Donnelley Corp., or their families.

6 By submitting your entry in this contest, you agree that no claim of any kind, either in connection with the outcome of this contest or otherwise, will be made by you or on your behalf against Capitol Records, Inc., or any of its subsidiaries or advertising agencies. Any submitted entry not complying with each or all of the above rules will be considered ineligible. Judges' decision will be final. No entry can be returned.



CAPITOL RECORDS, INC.



SWEEPING THE COUNTRY!

NAT KING COLE'S

Capitol Recording

"MAKE IT LAST"

Words by **GLADYS SHELLEY**

Music by **BEE WALKER**

Comet Music Corp.

ATLANTIC



has something
to brag about . . .

We're distributing
a Big, Big
HIT!!!

LAST NIGHT

The Mar-Keys

SATELLITE #107

★ Thanks, JIM STEWART, for another big smash!

Distributed exclusively by . . .



ATLANTIC RECORDS

1841 Broadway, New York City 23, N. Y.

Audio-Visual Idea In Works by Fox, Sutherland Team

NEW YORK—Sam Fox Publishing Company, Inc. and the Educational Films Division of John Sutherland Productions, Inc., will jointly produce a new audio-visual concept in music education.

The concept involves an extensive series of educational films on school music subjects, as well as correlated publications and recordings. Films will utilize animated and live action. All phases of music instruction will be encompassed, starting with the grade school level.

The project will be under the supervision of Dr. Richard Berg, noted music educator, who will draw upon the resources and staffs of both companies.

AGAC Adds Council Men; Airs Insurance

NEW YORK — The American Guild of Authors and Composers named two new members of the AGAC Council last week. At the same time, the availability of a new life insurance plan for members was made known. The latter is available to members 70 years of age and under, and offers insurance ranging in amounts from \$4,400 to \$40,000. The insurance is already available here and is expected to be ready shortly in California, once the plan is approved by the State Insurance Commission there.

Virgil Thomson and Hal David have been named to the Council of AGAC. They take the places formerly occupied by Edgar Leslie and Arthur Schwartz, who recently were named honorary Council members.

MUSIC REVIEW

Bobby Rydell Scores at Copa

Short, slim Bobby Rydell, a youngster from Philadelphia, became the latest in a series of youthful pop singers to conquer New York's venerable Copacabana last week. Working to an opening night audience of teeners, tourists and press, Rydell scored with an assortment of songs and impressions.

Following a fast-paced opening of "I've Got a Lot of Livin' to Do," and a couple of disk clicks, "Sway" and "Black Magic," the lad moved into a smartly styled special material seg. prepared by Noel Sherman, in which he lampooned the idea of the so-called good songs coming back. As example of these fine old tunes, he offered "Cement Mixer," "Hut Sut Song," "Mairzy Doats," "Three Little Fishes," "Aba Daba Honeymoon" and "Open the Door Richard."

Next came revivals of Rydell's own hits, all of which were received like old friends. The lad can sing standard material, too, as he showed with sock readings of "Homesick That's All," "Old Man River" and "Mammy." The high point, perhaps, was reached with a series of great impressions of people like Skelton's Clem Kadiddlehopper and Bobby Darin. The latter, particularly, fractured the customers.

Rydell does need to learn how to handle his spoken material in a less "memorized" and more relaxed way. He also might well employ more standards and smart ballad material and a bit less of the special ideas. These are minor drawbacks, however, to an otherwise impressive performance. Ren Grevatt.

WB Product Show to Hit Road

• Continued from page 4

fail to be exposed to the manufacturer's enthusiastic presentation of new product.

Warners is leasing a Pullman car for its multi-market meetings. The car provides transportation for its key executives as well as their living quarters, is the showroom for its new product, and the meeting place for the distributors and their personnel.

WB brass aboard will include President Jim Conklin, Engineering Director Lowell Frank, Merchandising Chief Joel Friedman, and Comptroller Ed West. Assistant to the President Herb Hendler will attend several meetings. District sales managers for each region will join the tour when the car enters their respective territories. These include Fran Howell (West), Stu

Woodruff (East), Reggie Tobin (South), and Bob Summers (Midwest).

The tour starts in Los Angeles, July 7, will go to El Paso, Tex., Dallas, St. Louis, Detroit, Baltimore, Chicago, Minneapolis, Seattle, San Francisco, and back to Los Angeles July 24. Last year's train and tour started from Minneapolis, and covered the Midwest and East only. The other regions were covered by special flying side trips to their key centers.

The car will be equipped with audio equipment, filmstrips projection gear, plus sample product displays. During the meeting, the WB troupe will outline the label's fall program to the distributors, unveil new product, and discuss new sales ideas.

DOUBLE..

PICKED FOR A HIT!

THE FOUR SPORTSMEN

PITTER-PATTER

b/w

GIT UP PAINT
Sunnybrook 4A

D.J.'s: Write us
for sample copies

A PHILADELPHIA BREAKOUT!

FRAN LORI

A TEENAGE PRAYER

b/w

THE YOUNG CAVALIERO

Sunnybrook 3A



DYNAMITE

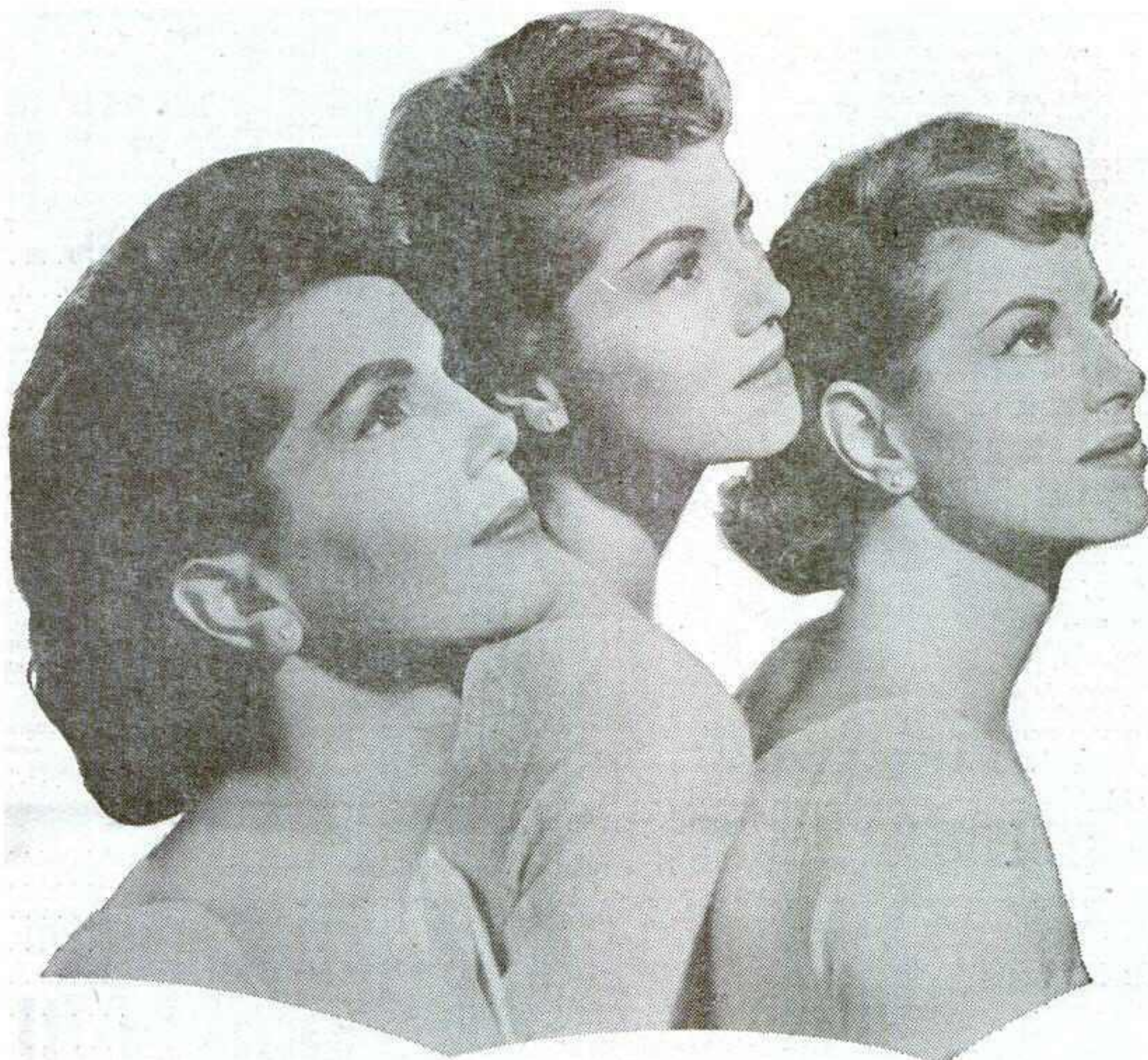
Sunnybrook

RECORDS

6600 North Broad St.
Philadelphia, Pennsylvania
Phone: LLivingston 8-5010

THE **BIG** FOLLOW-UP TO "JUST FOR OLD TIME'S SAKE"...

the **McGUIRE SISTERS**



TEARS ON MY PILLOW

C/W

WILL THERE BE SPACE IN A SPACE SHIP

62276



Sale of Classical Product Golden Opportunity: Kayes

RCA A.&R. Chief Points Up Advantages For Dealers With Patience and Foresight

• *Continued from page 3*

ness is the only one I know of where the product is a human being, and that fact in itself provides a unique chance for a dealer.

"A dealer should realize, too, the nature of his market. The biggest buying body for classical records is the 20-to-36 year age group. Kids go through high school strictly on a diet of pop. Then when they go to college or start new jobs they become conscious of other kinds of music. They go for jazz, of course, and often they prefer the newest or most controversial artists and music. The same thing happens in the classical field. This is the very reason it's not true, as many people say, that another version, maybe the thirtieth, of a Beethoven's Fifth Symphony doesn't have a chance.

"The new, perhaps little-celebrated artist may be the very one that young people somehow identify with. And for that reason, a new version can be sold if it's properly merchandised. Youth and people through the twenties don't want to conform. They seek out the new."

Kayes Pointers

How can a dealer attract and hold customers? Kayes has various answers. "A dealer can build good will and convert it into business by staging a regular series of record concerts. He should invite 100 or so to his store or any convenient place where records can be played. Adults of all ages will appreciate the idea, but it's especially applicable to the youth element we were talking about.

"Naturally, the concerts are free. Play them segments of a number of new recordings. Give a talk on each record, its artists and material. Answer questions. A dealer may get only five new customers out of the 100 guests, but these will, before long, pay him many

times over the cost of his little concert.

Necessary Items

"A dealer should have listening booths, well-educated and oriented clerks and charge accounts, the things that discount stores often do not have. He should build a mailing list of his charge customers and send out a mailing from time to time, announcing that he's sending the recipient a record he thought he would be interested in. Most of those getting the record—either by mail or personal delivery—will probably keep it. If they don't want it, they can bring it back.

"If a dealer finds himself in a shopping center, he can offer the young mother shopper a baby-sitting service. She can leave her little ones in a play-yard or play pen that he has set up for this purpose. When she comes to pick up her child, that young mother is likely to buy one or more records.

"One of the most important things a classical dealer can do is to build an image of quality and class for his store. Liberty Music Shops have done that, and they do a great deal of business by phone because their customers trust them. Any store can do the same through store layout, courtesy and offering extra services.

"The brand name is important, whether it's the name of a store or a record label. Brand buying usually stands for quality-conscious buying. Someone who spends a small fortune for a fine stereo phonograph is buying quality, and he wants to buy his records in an atmosphere of quality. Despite the fact that there is admittedly a slower turnover in the classical field and a slower orientation of the market, a dealer can do very well with classical merchandise if he approaches it this way."

MOTHER NATURE NO HELP

Dealers at Eastern Resorts Face Tough Sales Challenge

By JACK MAHER

POINT PLEASANT, N. J.—An unseasonably cool early summer which has held down beach attendances, plus expanded super-market and rack competition, and the record clubs, promise to give record dealers in Eastern beach resort areas one of their toughest disk-selling seasons in 1961. Most of them expect to have to pull out all the available merchandising stops to survive. In one five-mile area of the Northern New Jersey Shore, for instance, there are 12 rack operations of different types to one independent dealer.

Easy access, service, display and proper inventory, along with a break in the weather, are the most necessary things for a resort disk dealer. A proper balance of all five and a little luck can provide the margin of survival, they have learned.

Since the various rack operations take a lot of the cream of the pop business from the individual dealer in these swim and sun locations, today's resort merchandiser has learned to order with particular care, stocking items that the rack operations do not carry in depth.

He also attempts to match them in price and provide facilities and services that they do not.

A dealer who has survived against mounting rack odds, and who is making plans now for the future, is Sigmund Cywar, who operates Melody Land on Richmond Avenue in Point Pleasant Beach, N. J. At the present time, Cywar operates two stores in Point Pleasant—he once had another in a nearby shopping center—but will consolidate his whole operation in the one Melody Lane location soon. Between the two stores, he sells everything from records to radio, TV and accessories.

Cywar's store is easily accessible because it is completely surrounded by a large parking facility. He provides listening facilities for the individual customer and goes out of his way to have his sales people take a personal interest in the needs and questions of the customer.

Cywar also finds that he has special inventory problems. Since he does approximately 90 per cent of his yearly volume with the summer residents of Point Pleasant, he

(Continued on page 24)

JENSEN BOWS SNAP-IN KITS

NEW YORK — New snap-in cartridge kits for distributors and dealers have been devised and are being circulated by the Jensen Company. The aim of the new snap-in feature is "to reduce inventory and stimulate greater turnover," says Mike Remund, sales manager of the firm. The distributor kit offers replacement for 432 cartridge types with just eight cartridges. The snap-in cartridge kit includes appropriate needles for each cartridge and includes a phono guide that shows how Jensen snap-in replacements can be used in various makes of phonos.

Admiral Corp. Ups New Radio, Stereo Phonograph Lines

CHICAGO—The Admiral Corporation has introduced its 1961-1962 line of radios and stereo phonographs here. Four portables and eight consoles comprise the new phono line, while 11 new radio units have been announced.

The Admiral stereo line again will feature the so-called "phantom third channel" idea in which sounds from left and right are blended to give the acoustical impression of coming from the center. Low end of the console line is the Winthrop at \$239.95 which includes AM-FM tuner. Another model, the Sovereign, the next highest in the price line, features speakers on swivel hinges. These can be removed for wider stereo separation. Three Imperial models comprise the top of the console line.

The four portable units range from \$69.95 to \$159.95. Lowest priced of these has a second speaker in the removable lid. Two others employ the wing-speaker concept, while the fourth comes in a two-piece luggage-type unit with twin speaker enclosures which clamp together to form one of the luggage units.

There are 11 units in the radio line, including the Avalon table model at \$9.95, an FM table model at \$29.95, and a luggage type radio-monaural phono combination at \$69.95. The company is placing its heaviest concentration on national advertising in the last five years behind its phono and radio product.

Emerson Preems Phono, Radio Line

JERSEY CITY, N. J.—Emerson Radio and Phonograph Corporation has introduced a new line consisting of 11 phonograph, and 15 radios, including five table models, three clock sets and seven transistor portables.

Among the phonos are included a self-powered transistor unit, two monaural portables, five stereo portables and three console stereos. All models carrying FM will be equipped to receive stereo multiplex programming.

Table model radios range from the low-end \$14.88 unit to the de luxe AM-FM set at \$79.95. The clock radios range from \$19.88 to \$29.88. Highlights of the transistor line is an eight-transistor, vest-pocket unit at \$29.88.

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 3/27/61 Issue	Brand	% of Total Points
1	1	Zenith	16.5
2	2	Magnavox	14.8
3	3	RCA Victor	10.0
4	6	Emerson	7.7
5	4	Motorola	7.6
6	10	Channel Master	6.2
7	9	General Electric	4.5
8	—	Toshiba	3.1
9	—	Philco	3.0
9	—	Ambassador	3.0
		Others	23.6

BEST SELLING CLOCK RADIOS

Position This Issue	Position 3/27/61 Issue	Brand	% of Total Points
1	2	RCA Victor	26.8
2	3	General Electric	24.1
3	1	Zenith	13.1
4	4	Motorola	7.8
5	6	Admiral	6.5
6	—	Emerson	4.1
6	5	Granco	4.1
8	8	Philco	3.7
		Others	9.8

NEW DEALER PRODUCTS

Three-Way Stereo Combination

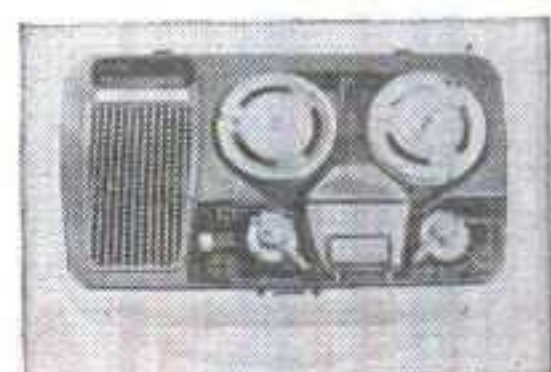
This new Admiral stereo phonograph is being advertised as a three-in-one music reproduction unit. The company is exploiting its versatility in being either an all-in-one unit, or with speakers swiveled outward (as shown), or with speakers removed and placed up to 12 feet from either side of the main cabinet.



The unit is called the Sovereign, and contains six matched stereo speakers. The set also has a combination FM-AM tuner and provisions for optional multiplexing of FM stereo. The Admiral-made record changer, besides

normal four-speed play, has such features as automatic two-way shut-off nylon record brush, and a level indicator (for level adjustments of the unit's legs) which aids in accurate balancing and tone arm tracking.

All-Transistor Tape Recorder



Grundig-Majestic is introducing new all-transistor tape

recorder the TK-1 Attache, which will be a companion product to its popular Niki recorder. The set is completely battery operated and weighs eight pounds. It also contains a level indicator which aids in the proper balancing of sound control. The size of the unit is 11 3/4 inches, by 7 inches by 4 1/2 inches. The retail sales price is \$129.95.

NEW FOR '62!

HERE ARE TWELVE GOOD REASONS TO SEE YOUR DECCA® SALESMAN



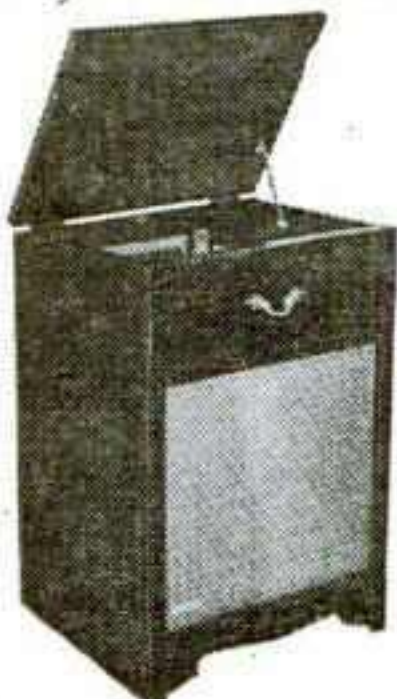
STEREO

THE ALLEGHENY VI

DP-313
(Mahogany)
\$129⁹⁵

DP-314
(Walnut Finish)
\$134⁹⁵

Self contained Stereo — Transformer-powered amplifier—Four speakers.



STEREO

THE RAMSEY II

DP-333
(Mahogany)
\$99⁹⁵

DP-334 (Walnut Finish)
DP-335 (Fruitwood
Cherry Finish)
\$104⁹⁵

Full Stereo—Complete with self-storing remote speaker—Hand-rubbed cabinet.



STEREO

THE DEVON II DP-298

Full-Stereo, High Fidelity portable—Separate speaker baffles — Transformer-powered amplifier—Deluxe changer. **\$129⁹⁵**



STEREO

THE BENTON V DP-286

High Fidelity, Full Stereo portable—Full size speaker baffles —Angled control panel—Hand-some covering. **\$109⁹⁵**



STEREO

THE SHELDRAKE DP-660

Budget priced High Fidelity — Full Stereo. **\$79⁹⁵**



STEREO

THE ANNIVERSARY IV DP-652

Full Stereo with two full sized wings only **\$59⁹⁵**



STEREO

THE TUXEDO DP-651

Budget priced Full Stereo — Complete with self-storing remote speaker only **\$49⁹⁵**



THE PERRY V DP-641

Best-value monaural automatic on the market. **\$42⁹⁵**



THE SEAFORD V DP-589

Deluxe monaural manual — Front speaker — Outside controls—Turnover cartridge. **\$24⁹⁵**



THE PALM BEACH IV DPS-13

Handsomely designed—Sturdily constructed — Four-speed motor—Turnover cartridge. **\$19⁹⁵**



VOCALION VP-30 TRADEMARK

Unusual value at an amazingly low price—And a great traffic builder.



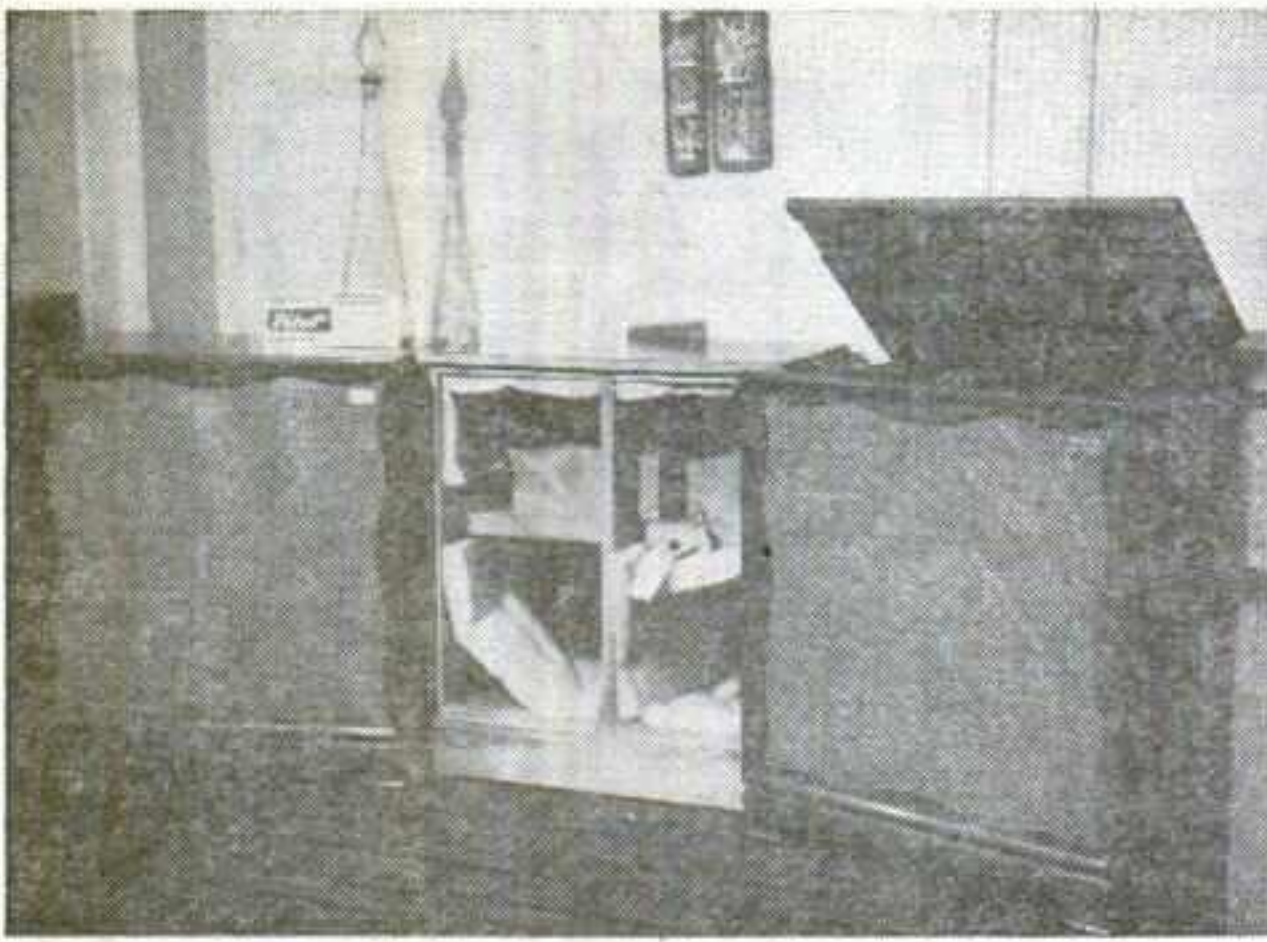
STEREO

THE DEMONSTRATOR DP-613

High Fidelity, Full Stereo manual with separate speaker cabinets — Transformer powered amplifier — Transcription arm —Total of 4 speakers. **\$149⁹⁵**

FOR IMMEDIATE DELIVERY

All prices Suggested List—Slightly higher in South, Southwest, and West. All automatics plus 45 RPM spindle.



TYPICAL "EXPLODED" DISPLAY of a speaker unit, employed by House of Music, Salt Lake City. Mesh screen is removed to show hardwood interior, application of sound proofing and the use of good acoustical materials, excellent workmanship and careful wiring. The store also "explodes" other types of components as a means of "selling up" the customer to a higher price tag.

'Exploded' Samples Ease Stereo Speaker Sales

SALT LAKE CITY—The time-tried system of using "exploded" examples to sell new automobiles will work just as well toward the sale of better-priced stereo speakers, according to Ron Zenger and Dwayne Brandt, partners at the House of Music here.

Brandt and Zenger, young partners who both have electronic backgrounds, have consistently traded customers up to the better-price brackets where stereo components are concerned. While there are budget-priced components on display in a separated studio at the rear of the store and on the shelves throughout the components department, these are kept mainly for comparison purposes.

"We let our prospects hear every component and its results in each price level, stepping him up gradually as we go," Ron Zenger said, "patching in one component after another after the basic phonograph has been selected, and trusting in the customer's response to the obviously higher quality of reproduction to sell him on buying in the quality brackets."

Along with the aural sell-up process, it is likewise necessary to use the "visual process," the Salt Lake City partners have found. "By that, I mean that there are many differences in the quality of components

which are visible to the naked eye," Zenger said. "We have found that if we 'explode' an example of each stereo speaker in each price bracket and let the customer simply look at the results, that he is that much easier to sell up."

Pictured, is a typical "exploded display" which is used in the speaker showroom to demonstrate workmanship in a fine line of matched speakers which House of Music sells consistently. On the

(Continued on page 45)

Dealers Face Tough Sales Challenge

• *Continued from page 22*

must carry a wide variety of LP's encompassing most every taste. He must also try to guess what vacationers will be buying. In recent years there has been a large influx of college students, which means he must stock albums popular with the college crowd. Among the pop sellers are the Kingston Trio, Belafonte and the like. He must also stock a wide variety of jazz, country and western, society dance-type albums and Broadway shows.

Each year, too, he finds that he must display as many of these LP's as possible. At his present Melody

Lane location, some 625 albums are exposed on self-service tiers along the walls, face outward, in stacks of from 10 to 12.

The most serious problem Cywar faces is meeting the supermarket price. He has found that he must maintain a \$2.98-to-\$3.98 range for most of his albums. This means a huge turnover during the July 4-to-Labor Day season. It also means that he must get as much of a break as possible in buying. Special manufacturer deals and the DISC record-buying dealer co-operative formed last year have been most helpful to him, he says.

The weather plays an important part too. A fair and warmer Friday (which gets the people to the resort area) and a cloudy Saturday (which keeps people off the beach) are an ideal combination. Sun worshippers plan parties and parents look for the new things to hold the offspring's interest when the weather is bad.

Even under ideal weather conditions, Cywar has found that he must augment his disk income by selling other merchandise. He also rents television sets, sells transistor radios, batteries and standard radio tubes. He has a full line of needles and record accessory products, and even a harmonica or two. He also sells toys, stereo equipment (Webcor and RCA) and television sets. Like the records, these are important to him, for he first began his career in the business as a radio service store.

In spite of the rather grim aspects of his particular area (there are 12 rack operations within a five-mile radius around his store), Cywar sees some room for optimism. He has noticed over the past six months that many people who were regular customers in the past are once again stopping by to buy records.

"They say they're dissatisfied with the record clubs and the supermarkets," he says. "They say they want to hear what they're buying."

Shapiro Toasts LP Price Cut

JERSEY CITY, N. J.—Veteran disk retailer Lou Shapiro, proprietor of Music Center here and secretary-treasurer of SORD, issued a statement from his bed in Christ Hospital at week's end, relating to the Detroit discount situation. Shapiro arrived in the hospital Tuesday (20) when his doctors became alarmed over the fast pace of his heart. Latest reports described his condition as good.

Referring to statements from Los Angeles distributors (BMW June 19) on the price-cut picture to the effect that as long as disk clubs exist and make it necessary for majors to maintain a high price line, small firms could not be expected to make the first move, Shapiro remarked: "Having been in the record business for nearly 40 years, I can remember the old price on some pop records.

"Majors were pricing their 10-inch single records from 75 cents to \$1. Then Decca came out with 10-inch records for 35 cents and three for \$1. What happened then? The other big companies brought their records down to the lower price to meet the competition. We had at the time such great names as Glenn Miller, Harry James, Guy Lombardo and Bing Crosby, all selling for 35 cents. And this was brought about by one company. I say, as far as the present goes, let's bring down the inflated LP prices. I hail Detroit for starting this price break."

DISK DEALS FOR DEALERS

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

CONCERT-DISC—Limited time only. Started May 8, 1961.

Dick Schory's "Re-Perfusion" album is specially priced to the consumer at \$2.98 (mono or stereo) instead of \$4.98. Dealer maintains full mark-up.

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

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

CAPITOL—Expires June 30, 1961. Started June 1, 1961.

Label is offering its complete catalog of 34 Hollywood Bowl albums on a special "Dollar Off" discount to the consumer. Includes new Bowl LP in June release and two "duophonic" versions of earlier releases. See page 2, June 5 issue, for details.

DOT—Expires June 30, 1961. Started May 1, 1961.

"Second Summer Sale." Albums will be specially priced to the consumer: \$4.98 stereo LP's at \$3.98; \$3.98 monaural LP's at \$3.29 and \$1.29 EP's at 98¢. Dealers will receive 90-day billing benefit. Program covers complete catalog. See page 1, April 17 issue, for details.

KING—Expires June 30, 1961. Started May 18, 1961.

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

MGM—Extended through June 30, 1961. Started May 1, 1961.

Deal is offered to the dealers through the distributors of buy five LP's and receive one free of the same selection. Program covers the 17 albums of the MGM May release.

PRESTIGE—Expires June 30, 1961. Started June 1, 1961.

Dealers are offered through the distributors a 10 per cent discount on the label's 7000 jazz album series. See page 3, June 5 issue, for details.

RIVERSIDE-JAZZLAND—Expires June 30, 1961. Started May 22, 1961.

"Summer Sales Spectacular." Distributors are offered two albums free for every 10 purchased. Program covers entire Riverside and Jazzland catalogs plus May and June releases and 10 LP's in the label's new 7500 pop line series. See page 4, May 29 issue, for details.

TAMLA—Expires June 30, 1961. Started May 15, 1961.

Distributors are offered one album free for every six purchased. Program covers complete catalog.

DECCA—Expires July 7, 1961. Started June 6, 1961.

"June is Jolson Month." Dealers are offered one album free for every six purchased on the label's Al Jolson catalog of nine albums. Details available through the label's distributors. See page 39, June 5 issue, for details.

LIBERTY—Expires July 10, 1961. Started May 8, 1961.

Special 20 per cent discount programs to back up two Liberty LP releases: Gene McDaniels' "100 Pounds of Clay" and original sound track of "One-Eyed Jacks." Discounts are available on each for minimum orders of five LP's (stereo or monaural) plus 20 per cent off on recorders.

CARLTON-IMPACT—Expires July 15, 1961. Started May 8, 1961.

"Summer Special" merchandise program. Distributors are offered one free LP for every four purchased on the new Carlton Charlie Parker "400" and "800" series and same deal on Carlton's new "Provocative Stereo" line called Impact.

ROULETTE—Expires July 15, 1961. Started June 1, 1961.

"Summer Sales Plan." Through the distributor the dealer is offered two albums free for every 10 purchased. Program covers five albums in the June release plus entire catalogs of Roulette, Roost, Tico and Gee labels.

AUDIO FIDELITY—Expires July 21, 1961. Started June 21, 1961.

Ten per cent discount on two LP's: "Sound Effects, Vol. 2," and "Roman Holiday," with Jo Basile.

LIBERTY—Expires July 31, 1961. Started June 19, 1961.

Dealers are offered five-month billing, 20 per cent discount and a 100 per cent return as part of a special program supporting its Premiere LP series. Minimum order is 20 Premiere albums of the seven titles in the line in any assortment. See page 3, June 19 issue, for details.

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

"Summer Sale-a-Rama." Program offers the current mid-June release, the label's Perfect Presence series, the EP series and the Wing series on a one-free-for-every-five-purchased basis. Remainder of the catalog comprised of all 12-inch LP's will be offered on a one-free-for-seven-purchased basis. See page 3, June 12 issue, for details.

VERVE—Expires July 31, 1961. Started June 20, 1961.

"Operation Early Bird." Dealers are offered one album free for every three purchased. Program covers entire catalog plus seven June releases. See separate story, current issue, for details.

ATLANTIC-ATCO—Expires August 31, 1961. Started June 26, 1961.

"Summer LP Sales Incentive Program." Available through distributors, the label offers a 15 per cent discount on the entire LP catalogs of both labels, including new LP releases. See separate story, current issue, for details.

RIVERSIDE—No expiration date. Started February 6, 1961.

Dealers buying the Riverside Pre-Pak, a browser box containing 100 jazz singles, will receive a bonus of four albums from the LP catalog. See page 49, February 6 issue, for details.

TIME—No expiration date. Started April 1, 1961.

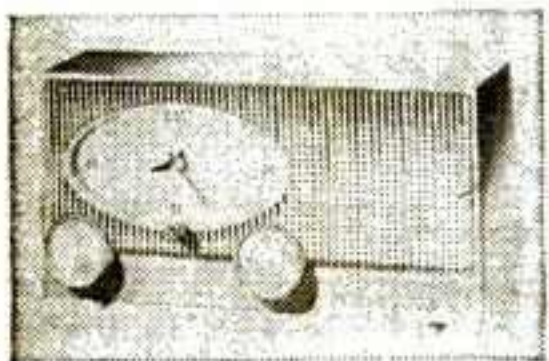
Dealer is offered one LP free for every six purchased. Program covers complete catalog.

MONITOR—No expiration date. Started June 19, 1961.

Three 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.

NEW DEALER PRODUCTS

New Clock-Radio With Style



Another featured piece of equipment in the New Admiral line is this new clock-radio that has the Wake-to-Music control. It has three-positional control for on, off and automatic setting; fingertip tuning, four-tubes and a four-inch speaker. The radio is designated as Y3137 and comes in beige.

Transistor Radio in Royalty

The Royal 50H is a new all-transistor, shirt-pocket-size portable radio debuted recently by the Zenith Corporation. The set is 4 3/8 inches by 2 and 11/16 inches by 1 1/4 inches. At normal volume it will play up to 75 hours, the firm says on two standard penlite batteries. The radio is available in solid white or black or in two tones that combine beige, Chinese red and charcoal gray with antique white. The set sells for \$26.95.



ALBUM COVER OF THE WEEK



SOUTHERN HORIZONS—Joe Harriott Quintet and Sextet, Jazzland JLP 937S. Black and white study of a lovely lady. Photo by Mike Cuesta. Should attract the customers to the jazz counters.



CHANGE OF PACE—Johnny Griffin, Riverside RLP 9368. A most unusual cover in full color of an abstract "still life" including a body-less Johnny Griffin. An eye-catcher! Photo by Donald Silverstein. Album design: Ken Dear-doff.

ANOTHER BIG GUN FROM DIMITRI TIOMKIN



THE ORIGINAL SOUND TRACK RECORDING ON COLUMBIA RECORDS

VOX JOX

By JUNE BUNDEY

COLLEGIATE REPORT: George T. Mascott Jr., general Manager of WDCR, Dartmouth College station, Hanover, N. H., was supposed to be one of BMW's college panelists a couple of weeks ago, but unfortunately, his answer arrived too late for the issue. In answer to the question, "Apart from sending you record releases, how can record manufacturers best serve college-station disk jockey shows?" Mascott wrote: "College disk jockey shows would appreciate information on artists—possibly an expansion of BMW's 'Artists' Biogs' feature. Another good idea—one that would be useful to all disk jockeys—would be to place the release date on all album and single release labels. This would permit a disk jockey to easily recognize a new or fairly new album release, and would also be a helpful guide if a special music show was presented where a chronological presentation would be effective."

GIMMIX: Dale Kemery, WRAW, Reading, Pa., spotlighted disks with "teen and college appeal" earlier this month for a special "June Graduation" week feature. He played such topical wax as Marty Robbins' "Cap and Gown" and the Fleetwoods' "Graduation's Here." ... Dale Brodt, KHE, Cherokee, Ia., is looking for albums by Les Paul and Mary Ford, particularly those the duo recorded during their Capitol days.

Jack Palvino, WBBF, Rochester, N. Y., reports that the "WBBF Family Prom" last May 26 (an annual affair which entertains from 8,000 to 10,000—admission free) featured Gene Pitney, Junior Waters, Al Grey and Duke Spinner's ork. "To compensate for some of the larger stomachs on the deejay staff, or at least cover them," cracks Palvino, "matching blazers and slacks were worn."

GAB BAG: Gary Lesters, WVNJ, Newark, N. J., writes, "In an effort to help curb juvenile delinquency, I have been asked to conduct six teen-age hops during the summer. These affairs are free to teen-agers and are being undertaken completely without funds. I'm seeking artists with teen-age appeal to appear as guests on any of the following dates: July 19, July 28, August 11, August 25, and September 8. I'm not looking particularly for name talent, but for any talent with a record they lip-sync."

CHANGE OF THEME: Gal jockey Randi Rambo has taken over the all-night show at KILT, Houston. She formerly handled a similar late stanza on WSGN, Birmingham, and was the recipient of two Alabama radio awards. ... Another femme deejay—Gloria Mildenerger, CKOV, Kelowna, Canada—reports that CKOV has started a new show based on a family survey of musical tastes every weekend. Miss Mildenerger is also CKOV's librarian. ... Freddy Martin and ork debuted on ABC Radio network June 10 from 9 to 9:25 p.m. EDT. Martin's weekly Saturday night show will emanate from the Pacific Ocean Park Pavilion in Santa Monica, Calif.

Ty Boyd has succeeded Grady Cole, morning man at WBT, Charlotte, N. C., for the past 31 years. Cole has been promoted to the post of special assistant to the general manager of the Jefferson Standard Broadcasting Company. He will act as roving good will ambassador for WBT radio and WBT, Charlotte, N. C., and WBTW, Florence, S. C. Boyd, not yet born when Cole first took over a WBT mike, was accorded a big sendoff in his new post by WBT and CBS Radio Spot Sales a few

(Continued on page 38)

**Stations, Flicks
In Joint Promo
At Movie Spots**

NEW YORK—Stations WABC and WINS here are the most movie-minded outlets in Manhattan. Both stations have been working closely with local film theaters on joint-promotions for openings of new pictures.

Deejay Herb Oscar Anderson, WABC, hosted a "Gal Friday's Preview" of MGM's new Shirley Maclaine-Laurence Harvey movie, "Two Loves," last week at 7 a.m. Anderson did his early morning disk show from the lobby of the Rivoli Theater from 6 to 10 a.m. and interviewed early-bird members of the audience, asking them what they thought of the picture. The girls were served coffee and doughnuts and were in their offices by 9 a.m.

The rest of WABC's jockeys—Scott Muni, Charlie Greer, Farrell Smith and Fred Hall—were active

(Continued on page 38)

**TOP 40 TEAMS
WITH RELIGION**

TULSA, Okla.—The Reverend Forrest G. Connelly is starting a new station, KTOW, here, which will combine Top 40 programming with a religious format.

The new outlet's deejay line-up will be as follows: Fred (Daddy G) Gartrell, formerly with KWPR, Tulsa, and the manager of Bill's "T" Record Shop here; veteran rhythm and blues jock Frank Berry (ex-KFMJ, Tulsa); Sylvester (Little Syl) Berry (ex-KAKC, Tulsa); Thomas (The Swingmaster) Jones (ex-WGES, Chicago), and Eugene Wild Child) White (ex-KAKC, Tulsa).

The 24-hour stations will operate from Sand Springs, Okla. (with Larry Eck Blackwell as operations chief), from 6 a.m. to 8 p.m., and from remote studios in North Tulsa from 8 p.m. to 6 a.m. Frank Berry will handle the night operation.

**PROGRAMMING
PANEL**

THE QUESTION

How can a record promotion man best handle the situation when one of his favorite deejays submits a bad "demo?" (Submitted by William Moore, Disneyland Records, New York.)

THE ANSWERS

**JIM HARRIOTT
WMCA, New York**

This is a true test of diplomacy. The promo man wants to soothe the ego, and at the same time, tell the truth. The promoter naturally doesn't want to miss out on being first on a good, commercial product, and the deejay wants an honest opinion from someone he respects or he wouldn't have submitted the disk in the first place. If there's a possibility of recutting to get a better sound, the promotion man should say so (and duck!).



**WINK MARTINDALE
KRLA, Pasadena, Calif.**

No matter how close the friendship and no matter how "important" the deejay, if the record doesn't come up to hit standard in the opinion of the promotion man, the truth on the part of the promo man will save a great deal of time and effort for both men. The deejay is usually frank and honest in expressing his opinion upon hearing the wares of his friend; thus, this should work both ways without malice.



**NEIL MCINTYRE
WHK, Cleveland**

Disk jockeys in general take undue advantage of the relationship between themselves and the record promotion people. We must always remember that these men are serving the radio industry. The industry, I feel, at times, withdraws all bounds and forces this function all out of proportion. However, if the disk jockey has approached the promotion with any record, he is placing confidence in the promotion man's opinion. Then, I am sure, he will accept and respect an honest answer.



**JIM LOWE
WNBC, New York**

The fact that disk jockeys hear more pop music than anyone else tends to minimize their becoming interested in a commercially unfeasible record. (It might be bad all right, but probably not uncommercial). However, should a disk jockey come up with a bomb, the promotion man should have enough integrity and honesty to inform him. He would be doing everybody concerned a favor.



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.



NEIL SCOTT

Nineteen-year-old Neil Scott, waxing on the Portrait label, was born February 3 in Brooklyn. He attended the High School of Performing Arts in New York and began his show-business career five years ago as an actor. He has appeared in off-Broadway shows and played in a film called "Crazy Rock," with Al (Jazzbo) Collins. His vocal coach, Al Griner, convinced Scott that he had a shining future in the recording field. His prophecy came true. Scott is currently clicking with a tune titled "Bobby," which is making the climb on the Hot 100. Young Scott is managed by Bill Darnell and David Stole and is presently plugging his debut disk through personal appearances at record hops and on TV. His talents are many, including a little songwriting and playing the saxophone.

THE REGENTS

The recording group known as the Regents is comprised of Sal Cuomo, Charles Fassert, Tony Gravagna, Guy Villari and Don Jacobucci. The boys all hail from the Bronx, New York, where they began singing together just for enjoyment.



A local record shop proprietor, Lou Cicchetti, heard the group and decided that boys were hit material. He took them and their rendition of a tune called "Barbara Ann" to Roulette Records. The boys were signed up and their tune released on Roulette's reactivated Gee label.

The disk has garnered a lot of action and is currently making a strong bid for top honors on the Hot 100. The Regents will have an album released soon, tagged "Barbara Ann" of course.

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 ten years ago this week. Here's how they ranked on Billboard's charts then:

**POP-5 Years Ago
JUNE 30, 1956**

- Wayward Wind, Gogi Grant, Era
- Moonglow & Picnic, Morris Stoloff, Decca
- I Almost Lost My Mind, Pat Boone, Dot
- Standing on the Corner, Four Lads, Columbia
- I'm in Love Again, Fats Domino, Imperial
- I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
- Moro, Perry Como, RCA Victor
- Heartbreak Hotel, Elvis Presley, RCA Victor
- Ivory Tower, Cathy Carr, Fraternity
- On the Street Where You Live, Vic Damone, Columbia

**POP-10 Years Ago
JUNE 30, 1951**

- Too Young, Nat King Cole, Capitol
- How High the Moon, Les Paul & Mary Ford, Capitol
- Jezebel, Frankie Laine, Columbia
- On Top of Old Smoky, Weavers, Decca
- Sound Off, Vaughn Monroe, RCA Victor
- Loveliest Night of the Year, Mario Lanza, RCA Victor
- Rose, Rose I Love You, Frankie Laine, Columbia
- My Truly, Truly Fair, Guy Mitchell, Columbia
- Mockin' Bird Hill, Les Paul & Mary Ford, Capitol
- Mister & Mississippi, Patti Page, Mercury

ROCK & ROLL-5 Years Ago-JUNE 30, 1956

- Fever, Little Willie John, King
Treasure of Love, Clyde McPhatter, Atlantic
Hallelujah, I Love Her So, Ray Charles, Atlantic
Roll Over Beethoven, Chuck Berry, Chess
Corrine, Corrina, Joe Turner, Atlantic

- Please, Please, Please, James Brown, Federal
Love, Love, Love, Covers, Atlantic
Rip It Up, Little Richard, Specialty
Ivory Tower, Otis Williams, DeLuxe
Candy, Big Maybelle, Savoy

**Disk Talent TV Exposure
Assured by 1-Shot Specs**

• Continued from page 1

chestra and choral music, poetry and literature, starting July 2 from 10 to 10:25 p.m. The initial program, "Pilgrimage," will feature Muir Mathieson conducting an American Overture of John Paul Jones, the Mormon Tabernacle Choir and the Philadelphia Orchestra.

Steve Allen, who has always afforded extensive video exposure to recording artists, will start a new TV series on ABC-TV this fall, with best selling LP comedian Bill Dana (Jose Jimenez) signed as chief writer. Pat Boone and Dick Clark are

also set for ABC-TV specials sometime this year.

One of the newest and most effective exposure outlets for record artists is Westinghouse Broadcasting's "PM East and PM West" show, which is syndicated in 10 key cities on a Monday-through-Friday basis. The hour and a half show recently aired an hour-long set with Sam Cooke and RCA Victor artist and repertoire biggies Luigi Creatore and Hugo Perette. New disk talent has also been accorded lengthy exposure on the program.



WISHING WON'T BUILD YOUR MUSIC-RECORD- EQUIPMENT SALES

READ AND ACT ON THE LATEST SOUND SALES OPPORTUNITIES FOR PHONO-RECORD DEALERS

Detailed and Documented in the

**BILLBOARD
MUSIC WEEK**

**DEALER (NAMM)
CONVENTION ISSUE**

COMING July 17

This is the big Issue for phono-record-accessories dealers . . . a potent package designed to serve the greatest number of dealers with an up-to-date listing of the profit opportunities for phonographs . . . tapes . . . radios and accessories.

DEALERS:

The Dealer (NAMM) Convention issue has the answers to some of your most perplexing problems:

- What new and successful selling techniques am I missing?
- What new profit opportunities are currently open to record-selling dealers?
- What should I know about the phono sales trends in the months to come?
- What do dealers and suppliers think of the FCC decision on Multiplex stereo-recording? How will it affect tape equipment sales for the phono-record dealer?
- What is the dealers' role in the coming radio sales picture?
- How can I build accessories sales and profits?
- What phonographs sold best through record-selling stores? What tape recorders? Accessories?
- How do my sales compare with the averages of other dealers?

MANUFACTURERS:

Plan now for your BIG Dealer Convention (NAMM) sales campaign . . . Billboard Music Week dealers want to know about your products . . . your sales plans . . . your strong promotion program. That's why they're sure to give your important advertisement top-level attention and long-term readership in the Dealer Convention Number dated July 17.

RESERVE YOUR SPACE NOW! ADVERTISING DEADLINE: JULY 12

Write, wire or phone your Billboard Music Week representative TODAY

**BILLBOARD
MUSIC WEEK**



New York
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Chicago
188 W. Randolph
Central 6-9818

Hollywood
1520 N. Gower
Hollywood 9-5831

ALBUM PROGRAMMING & BUYING GUIDE

TOP LP'S BY CATEGORY

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

VOCAL LP's

Title (Label)	Mono (Stereo) Top LP Rank
Male Vocalists	
ALL THE WAY (Cap)	7 (9)
ANKA AT THE COPA (ABC)	95
PAUL ANKA SINGS HIS BIG 15 (ABC)	58
CHET ATKINS' WORKSHOP (RCA)	127
BELAFONTE AT CARNEGIE HALL (RCA)	38 (40)
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)	57
BROOK BENTON GOLDEN HITS (Mer)	102
BOBBY'S BIGGEST HITS (Cameo)	76
CALYPSO (RCA)	99
COME DANCE WITH ME (Cap)	134
COME FLY WITH ME (Cap)	111
DARIN AT THE COPA (Atco)	114
BOBBY DARIN STORY (Atco)	33
DEDICATED TO YOU (ABC)	40
GENIUS HITS THE ROAD (ABC)	94
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	6 (27)
GUNFIGHTER BALLADS & TRAIL SONGS (Col)	148
HEAVENLY (Col)	132
BUDDY HOLLY STORY (Cor)	69
JOHNNY HORTON'S GREATEST HITS (Col)	48
HYMNS (Cap)	63
I'LL BUY YOU A STAR (Col)	50
IT'S PONY TIME (Park)	110
JOHNNY'S GREATEST HITS (Col)	35
JOHNNY'S MOODS (Col)	138 (35)
NEARER THE CROSS (Cap)	124
NICE 'N' EASY (Cap)	60 (42)
NO ONE CARES (Cap)	113
ONLY THE LONELY (Cap)	149
RICK IS 21 (Imp)	34
RING-A-DING DING (Rep)	9 (20)
SINATRA'S SWINGIN' SESSION (Cap)	28 (17)
TOUCH OF YOUR LIPS (Cap)	111
TWIST (Park)	126
BOBBY VEE (Lib)	109
WARM (Col)	98
Female Vocalists	
CONNIE FRANCIS AT THE COPA (MGM)	65
EMOTIONS (Dec)	53
ITALIAN FAVORITES (MGM)	64
LATIN A LA LEE (Cap)	108
BRENDA LEE (Dec)	117
MACK THE KNIFE (Ver)	73
ROARIN' 20's (WB)	61
THIS IS BRENDA (Dec)	119
Duos and Groups	
ANOTHER SMASH (Dolton)	142
BEST MUSIC ON/OFF CAMPUS (Col)	87
ENCORE OF GOLDEN HITS (Mer)	23
FROM THE HUNGRY I (Cap)	62
HAWAII (CA)	145
HERE WE GO AGAIN (Cap)	93
KINGSTON TRIO (Cap)	39
KINGSTON TRIO AT LARGE (Cap)	92
MAKE WAY (Cap)	8 (13)
SOLD OUT (Cap)	91
STRING ALONG (Cap)	89 (46)
TONIGHT IN PERSON (RCA)	22 (49)
Choruses	
FIRESIDE SING ALONG WITH MITCH (Col)	70
FOLK SONG SING ALONG WITH MITCH (Col)	121
HAPPY TIMES SING ALONG WITH MITCH (Col)	16 (12)
MEMORIES SING ALONG WITH MITCH (Col)	25 (39)
MITCH'S GREATEST HITS (Col)	82
MORE SING ALONG WITH MITCH (Col)	56 (34)
PARTY SING ALONG WITH MITCH (Col)	51 (15)
SATURDAY NIGHT SING ALONG WITH MITCH (Col)	36 (45)
SENTIMENTAL SING ALONG WITH MITCH (Col)	67
SING ALONG WITH MITCH (Col)	19 (24)
STILL MORE SING ALONG WITH MITCH (Col)	45
TV SING ALONG WITH MITCH (Col)	29 (29)
Mixed Voices	
OLDIES BUT GOODIES (OC)	83
12 PLUS 3 EQUALS 15 HITS (End)	103

CLASSICAL & SEMI-CLASSICAL LP's

BETHOVEN: Wellington Victory (Mer)	(44)
THE LORD'S PRAYER (Col)	140
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 (RCA)	85

INSTRUMENTAL LP's

Title (Label)	Mono (Stereo) Top LP Rank
Mood and Dance	
BEST OF THE POPULAR PIANO CONCERTOS (WB)	
BLUE HAWAII (Dot)	30 (36)
CALCUTTA (Dot)	75 (43)
ITALIA MIA (Lon)	5 (6)
LAST DATE (Dot)	46 (33)
MEMORIES ARE MADE OF THIS (Col)	136
MR. LUCKY GOES LATIN (RCA)	52 (50)
MUSIC FOR LOVERS ONLY (Cap)	77 (28)
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)	129
SAIL ALONG SILVERY MOON (Dot)	54 (14)
SAY IT WITH MUSIC (Col)	143
SONGS TO REMEMBER (Lon)	133
SOUL OF SPAIN, VOL. 1 (Somerset)	86
STARS FOR A SUMMER NIGHT (Col)	105
TEMPTATION (Kapp)	15 (5)
TILL (Kapp)	79
WONDERLAND BY NIGHT (Dec)	128
Jazz	
DREAMSTREET (ABC)	27 (10)
EXODUS TO JAZZ (VJ)	144
PETE FOUNTAIN'S NEW ORLEANS (Cor)	42
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)	130
LIKE LOVE	96
TIME OUT (Col)	137
Teen Beat	
ENCORE (CA)	112
WALK, DON'T RUN (Dol)	120
Percussion and Sound	
BONGOS (Com)	74
PERCUASIVE PERCUSSION, VOL. 2 (Com)	(31)
PERCUASIVE PERCUSSION, VOL. 3 (Com)	135 (25)
PROVOCATIVE PERCUSSION, VOL. 1 (Com)	147 (8)
PROVOCATIVE PERCUSSION, VOL. 2 (Com)	(32)

SHOW MUSIC

Original Cast	
BYE BYE BIRDIE (Col)	41
CAMELOT (Col)	1 (2)
CARNIVAL (MGM)	13 (21)
DO RE MI (RCA)	97 (16)
FIORILLO (Cap)	116
FLOWER DRUM SONG (Col)	118
GYPSY (Col)	66
IRMA LA DOUCE (Col)	104
MUSIC MAN (Cap)	90 (38)
MY FAIR LADY (Col)	32 (11)
THE SOUND OF MUSIC (Col)	20 (7)
SOUTH PACIFIC (Col)	59
TENDERLOIN (Cap)	49
UNSINKABLE MOLLY BROWN (Cap)	26 (47)
WEST SIDE STORY (Col)	37 (48)
WILDCAT (RCA)	11 (30)
Sound Track	
THE ALAMO (Col)	68
BEN-HUR (MGM)	55 (26)
CAN CAN (Cap)	115
EXODUS (RCA)	14 (1)
G. I. BLUES (RCA)	4 (37)
GIGI (MGM)	106
KING AND I (Cap)	84 (41)
NEVER ON SUNDAY (UA)	3 (18)
OKLAHOMA! (Cap)	71 (19)
PORGY AND BESS (Col)	88
SOUTH PACIFIC (RCA)	31 (22)
STUDENT PRINCE (RCA)	44
Music From Musical Films and TV	
FILM ENCORES (Lon)	141
GONE WITH THE WIND	78
GREAT MOTION PICTURE THEMES (UA)	2 (3)
MR. LUCKY (RCA)	101
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	18 (4)
PETER GUNN (RCA)	81

COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)		43
BUTTON-DOWN MIND OF BOB NEUHWART (WB)		12
BUTTON-DOWN MIND STRIKES BACK (WB)		24
EDGE OF SHELLEY BERMAN (Ver)		139
HERE'S JONATHAN (Ver)		47
INSIDE SHELLEY BERMAN (Ver)		72
KICK THY OWN SELF (RCA)		122
KNOCKERS UP (Jub)		10
LAUGHING ROOM (Stereodd)		80
MOMS MABLEY AT THE U. N. (Chs)		17
REJOICE DEAR HEARTS (RCA)		125
SINSATIONAL (Jub)		21
SOLID AND RAUNCHY (Hi)		123
SONGS FOR SINNERS (Jub)		146
WONDERFUL WORLD OF JONATHAN WINTERS (Ver)		150
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereodd)		107
IN LIVING BLACK & WHITE (Colpix)		100

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

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

YELLOW BIRD



Lawrence Welk. Dot DLP 3389—Maestro Welk has put together an entertaining program of instrumentals here, including his current single, "Yellow Bird." Others featuring the string and harpsichord lead include such diverse titles as "Heartbreak Hotel," "Don't Worry (Like All the Other Times)" and "Marianne." Listenable wax all the way with good jockey appeal.

MOODY RIVER



Pat Boone. Dot DLP 3384—Pat Boone, hot as a pistol again with his waxing of "Moody River," has a potent new album here that should appeal strongly to his many fans. In addition to his hit, the set contains a flock of pop standards, including "Georgia on My Mind," "Love Makes the World Go 'Round," "Blue Moon," "Corinna, Corinna" and "I've Told Every Little Star." Boone sings them all with his usual charm. Solid wax.

LA DOLCE VITA AND OTHER GREAT MOTION PICTURE THEMES



Ray Ellis and His Ork. RCA Victor LSP-2410RE (Stereo & Monaural)—This Ray Ellis album, containing the hit tune from the flick "La Dolce Vita," could be a winner for the ork leader. In addition to the current hit song, the set also contains lush and lovely ork and chorus arrangements of "Tara's Theme," "Love Is a Many-Splendored Thing," "Exodus," "Ruby," plus nine others. Strong wax that fits the current trend.

Jazz

KID ORY! FAVORITES!



Good Time Jazz M12041-2—This package of two disks contains 17 selections associated with the legendary trombonist. With Ory on the sides are Alvin Alcorn, trumpet; Phil Gomez, clarinet; Cedric Haywood, piano; Julian Davidson, guitar; Wellman Braud, bass, and Minor Hall, drums. The tunes and performances really take one back to the great days. Included are "High Society," "Do What Ory Says," and "Oh Didn't He Ramble"—great jazz songs, marches, dirges, blues—redolent of the golden era of New Orleans. Liner notes by David Stuart, Nesuhi Ertegun, Kid Ory and Ralph Gleason trace Ory's career.

Spoken Word

LINCOLN'S SPEECHES & LETTERS (2-12")



Carl Sandburg, Roy P. Basler. Spoken Arts 806-807—Here's a fine, handsomely packaged item for dedicated collectors of Lincolnia. Poet Sandburg, perhaps more closely identified with Lincoln than other men today, is both thought-provoking and sincere in his comments on the great Civil War President. Basler is equally effective with his readings of Lincoln's speeches and letters ranging from the familiar "Gettysburg Address," to such obscure items as an "Address at a Sanitary Fair in Baltimore."

Spiritual

WONDERFUL



The Back Home Choir. Vee Jay LP 5011 — Here's a joyous album of spirituals featuring a variety of fine vocalists and rich, moving choral work by the 36-voice choir. Standouts are William Thomas' feelingful "Blue and Bye," and Carrie Smith's distinctive, poignant reading of "It Took a Miracle." Strong package for the field.

POP LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ YELLOW BIRD
Roger Williams. Kapp KL 1244—Lush, rippling keyboard stylings are featured here on a flock of pleasant ballad stylings, some of them from movies. Included, of course, is the title tune, Williams' current single effort. Others featured are "Two Different Worlds," "Forgotten Dreams," etc. Various orks support the piano stylist, under the batons of Frank Hunter, Marty Gold and Gene Von Hallberg. Good programming fodder here.

JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ FUSION
Jimmy Giuffre 3. Verve V 8397—Jimmy Giuffre has nine very intimate and personal performances in this, his latest album. Giuffre plays clarinet in a soft kaleidoscope of improvisations that are avant-garde in character and, while parts of compositions are written, have a free-form, abstract quality. The other two members of his trio are Paul Bley, piano, and Steve Swallow, (Continued on page 44)

Burnin' up the Charts!

WEEK ENDING
JUNE 18

★ STAR PERFORMERS—Selections registering greatest upward progress this week.

Ⓢ Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. mono single version is available.

▲ Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart	THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	2	1	5	TRAVELIN' MAN	Ricky Nelson, Imperial 5741	8	41	58	68	81	TELL ME WHY	Belmonts, Sabrina 500	4	81	74	75	83	"CUPID"		3
2	7	14	31	MOODY RIVER	Pat Boone, Vee-Jay 100	7	42	39	40	65	HALFWAY TO PARADISE	Tony Orlando, Epic 9441	7	82	87				2	
3	1	3	7	RUNNING SCARED	Roy Orbison, Monument 100	8					HEART AND SOUL	Cleffones, Gee 1064	4	83					2	
4	6	13	28	STAND BY ME	The Drifters, Atlantic 100	8					RAININ'	Fats Domino, Imperial 5752	5						2	
5	9	15	38	RAINDROPS	Ray Charles, Atlantic 100	8					BEAT OF MY HEART	Gladys Knight, Fury 1050	5						2	
6	18	32	56	THE WRITIN'	Sam Cooke, RCA Victor 7883	8					PAIT OF MY LOVE	Steve Lawrence, United Artists 291	5						2	
7	5	9	17	I FEEL	Sam Cooke, RCA Victor 7883	8					OLD BLACK MAGIC	Bobby Rydell, Cameo 190	5						1	
8	21	43	63	EVERYBODY	Sam Cooke, RCA Victor 7883	8					WILD IN THE COUNTRY	Ella Presley, RCA Victor 7883	5						1	
9	33	65	99	QUARTER	Sam Cooke, RCA Victor 7883	8					TOLD EVERY LITTLE STAR	Linda Scott, Canadian-American 123	5						5	
10	26	42	71	BOLL WEEVIL SONG	Brook Benton, Mercury 71823	8					WALK WITH ME BABY	Etta James, Warner Bros. 5220	5						4	
11	22	33	46	THOSE OLDIES BUT GOODIES	Little Caesar and the Romans, Mercury 71823	8					MY KIND OF GIRL	Mutt Moon, Warwick 636	5						1	
12	4	4	6	MAMA SAID	Shirley Bassey, Scepter 100	8					WAYWARD WIND	Goof Grant, Era 3046	8	92						1
13	16	20	35	BARBARA ANN	Regina, Gee 1065	8	63	83			JIMMY MARTINEZ	Marty Robbins, Columbia 42008	3	93	71	73	74	SPRING FEVER	Little Willie John, King 5503	5
14	17	25	48	YOU ALWAYS HURT THE ONE YOU LOVE	Claunce Henry, Argo 5388	5	54	60	70	82	ANNA	Jorgen Ingmann, Aico 6195	4	94						1
15	14	16	9	HELLO MARY LOU	Ricky Nelson, Imperial 5741	7	55	61	69	77	I DON'T MIND	James Brown, King 5466	5	95						1
16	3	2	3	DADDY'S HOME	Shep and the Limelites, Hall 748	12	56	40	22	11	YOU CAN DEPEND ON ME	Brenda Lee, Decca 31231	12	96	84	98				3
17	24	34	44	TOSSIN' AND TURNIN'	Sam Cooke, RCA Victor 7883	8					A LOVE OF MY OWN	Carla Thomas, Atlantic 2101	6	97						1
18	12	12	18	HELLO WALK	Sam Cooke, RCA Victor 7883	8					BUZZ BUZZ A-DIDDLE-IT	Freddy Cannon, Swan 4071	7	98						1
19	8	8	4	ONE HUNDRED	Sam Cooke, RCA Victor 7883	8					TAKE GOOD CARE OF HER	Adam Wade, Coed 546	14	99						1
20	11	10	16	TRAGEDY	Sam Cooke, RCA Victor 7883	8					OLD TIME'S SAKE	Coire Sisters, Coral 62249	7							1
21	48	67		DANCE	Sam Cooke, RCA Victor 7883	8					IN A TANGLE	Drusky, Decca 31193	7							1
22	19	5	1	MOTHER	Sam Cooke, RCA Victor 7883	8					TEARS	Bobby Vee, Liberty 55325	7							1
23	42	71		YELLOW BIRD	Sam Cooke, RCA Victor 7883	8					PLEASE STAY	Defflers, Atlantic 2105	7							1
24	28	30	36	PEARL	Sam Cooke, RCA Victor 7883	8					JURA (I SWEAR I LOVE YOU)	Les Paul and Mary Ford, Columbia 41991	7							1
25	27	38	57	LITTLE	Sam Cooke, RCA Victor 7883	8					TONIGHT (COULD BE THE NIGHT)	Velvet, Monument 4	7							1
26	31	41	43	RAMA LAMA DING DONG	Edsels, Twin 700	8					I FALL TO PIECES	Patsy Cline, Decca 3120	7							1
27	25	35	45	I'M A FOOL TO CARE	Joe Barry, Smash 1702	8					RAININ' IN MY HEART	Slim Harpo, Excello 2194	7							1
28	10	7	8	BREAKIN' IN A BRAND NEW BROKEN HEART	Connie Francis, MGM 12995	9					HATS OFF TO LARRY	Del Shannon, Big Top 3075	7							1
29	15	6	2	RUNAWAY	Del Shannon, Big Top 3067	15					SACRED	Castles, Era 3048	7							1
30	13	11	15	LITTLE DEVIL	Neil Sedaka, RCA Victor 7874	7					I'M COMIN' ON BACK TO YOU	Jackie Wilson, Brunswick 55216	7							1
31	23	24	33	LULLABYE OF LOVE	Neil Sedaka, RCA Victor 7874	10					BIG BIG WORLD	Johnny Barnett, Liberty 55318	7							1
32	59									SAN ANTONIO ROSE	Floyd Cramer, RCA Victor 7893	2								1
33	35																			1
34	20																			1

"LITTLE DEVIL"
NEIL SEDAKA
7874

"CUPID"
SAM COOKE
7883

"SAN ANTONIO ROSE"
FLOYD CRAMER
7893

"SEA OF HEARTBREAK"
DON GIBSON
7890

Ask your distributor about the Compact 33, the newest idea in records.

HOT 100

Olympics, Argee 5031
Lita James, Argo 5390
Fireballs, Warwick 644
Scott, Fairlane 701
Hodges, Cadence 1397
Fields, Rendezvous 150
Page, Mercury 71823
Arch Combs, Boyd 1026
Ernie K-Doe, Minit 627
ABC-Paramount 10221
Alan Dale, Sinclair 1003
Earls, Rome 101
Caldwell, Cadence 1402
Lawrence, Silver Bid 1025
The Rittor, Capitol 4567
Beads, Mercury 71831
Cassidy, Mercury 71829
Simon, RCA Victor 7890
Harrison, Neptune 123
Embers, Empress 101

A-Z

89
90
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100

38	45	53	58	COUNT EVERY STAR	Donnie and the Dreamers, Mercury 71823	7	78	81	93		BIG BOSS MAN	Jimmy Reed, Vee Jay 300	3							
39	37	44	59	BILBAO SONG	Andy Williams, Cadence 1398	8	79				YELLOW BIRD	Lawrence Welk, Dot 16222	1							
40	49	54	64	BETTER TELL HIM NO	Starlets, Pam 1003	8	80				LONELY LIFE	Jackie Wilson, Brunswick 55216	1							



RCA VICTOR
RADIO CORPORATION OF AMERICA



★ **STAR PERFORMERS**—Selections registering greatest upward progress this week.

Ⓢ Indicates that 45 r.p.m. stereo single version is available.

△ Indicates that 33 1/3 r.p.m. mono single version is available.

Ⓢ Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	1	2	3	TITLE	Artist, Label & Number	Weeks On Chart
1	3	9	33	QUARTER TO THREE	U. S. Bonds, Le Grand 1008	6
2	5	5	9	RAINDROPS	Dee Clark, Vee Jay 383	9
3	1	2	7	MOODY RIVER	Pat Boone, Dot 16209	9
4	7	17	24	TOSSIN' AND TURNIN'	Bobby Lewis, Beltone 1002	10
5	2	1	2	TRAVELIN' MAN	Ricky Nelson, Imperial 5741	10
6	6	6	18	THE WRITING ON THE WALL	Adam Wade, Coed 550	7
7	9	10	26	BOLL WEEVIL SONG	Brook Benton, Mercury 71820	7
8	8	8	21	EVERY BEAT OF MY HEART	Pips, Vee Jay 386	7
9	10	11	22	THOSE OLDIES BUT GOODIES	Little Caesar and the Romans, Del FI 4158	9
10	4	4	6	STAND BY ME	Ben E. King, Atco 6194	8
11	15	23	42	YELLOW BIRD	Arthur Lyman, Hi FI 5024	5
12	12	14	17	YOU ALWAYS HURT THE ONE YOU LOVE	Clarence Henry, Argo 5388	7
13	16	21	48	DANCE ON LITTLE GIRL	Paul Anka, ABC-Paramount 10220	5
14	11	3	1	RUNNING SCARED	Roy Orbison, Monument 438	12
15	14	7	5	I FEEL SO BAD	Elvis Presley, RCA Victor 7880	7
16	17	15	14	HELLO MARY LOU	Ricky Nelson, Imperial 5741	9
17	13	13	16	BARBARA ANN	Regents, Gee 1065	7
18	33	70	92	HATS OFF TO LARRY	Del Shannon, Big Top 3075	4
19	43	74	90	SAN ANTONIO ROSE	Floyd Cramer, RCA Victor 7893	4
20	30	41	58	TELL ME WHY	Belmonts, Sabrina 500	6
21	19	18	12	HELLO WALLS	Faron Young, Capitol 4533	12
22	18	43	55	HEART AND SOUL	Cleffones, Gee 1064	6
23	20	24	28	PEANUT BUTTER	Marathons, Arvee 5027	10
24	25	27	25	I'M A FOOL TO CARE	Joe Barry, Smash 1702	10
25	21	26	31	RAMA LAMA DING DONG	Edsels, Twin 700	9
26	27	48	73	WILD IN THE COUNTRY	Elvis Presley, RCA Victor 7880	4
27	29	32	59	TEMPTATION	Everly Brothers, Warner Bros. 5220	5
28	40	44	54	IT KEEPS RAININ'	Fats Domino, Imperial 5753	7
29	23	25	27	LITTLE EGYPT	Consters, Atco 6192	10
30	57	67	89	TONIGHT (COULD BE THE NIGHT)	Velvets, Monument 441	5
31	69	—	—	DUM DUM	Brenda Lee, Decca 31272	2
32	49	72	—	I'M COMIN' ON BACK TO YOU	Jackie Wilson, Brunswick 55216	3
33	46	51	68	MY KIND OF GIRL	Matt Monro, Warwick 636	5
34	55	77	94	OLE BUTTERMILK SKY	Bill Black's Combo, Hi 2036	4
35	48	61	76	THREE HEARTS IN A TANGLE	Roy Drusky, Decca 31193	12
36	47	64	85	CUPID	Sam Cooke, RCA Victor 7883	4
37	31	20	11	TRAGEDY	Fleetwoods, Dolton 40	11
38	53	65	93	PLEASE STAY	Drifters, Atlantic 2105	4
39	68	—	—	YOU CAN'T SIT DOWN (Part II)	Phillip Upchurch Combo, Boyd 1026	2
40	35	38	45	COUNT EVERY STAR	Donnie and the Dreamers, Whale 500	9

THIS WEEK	1	2	3	TITLE	Artist, Label & Number	Weeks On Chart
41	71	75	75	I LIKE IT LIKE THAT	Chris Kenner, Instant 3229	5
42	24	16	3	DADDYS HOME	Shep and the Limelites, Hull 740	14
43	62	66	83	JURA (I SWEAR I LOVE YOU)	Les Paul and Mary Ford, Columbia 41994	8
44	38	40	49	BETTER TELL HIM NO	Starlets, Pam 1003	10
45	26	19	8	ONE HUNDRED POUNDS OF CLAY	Gene McDaniels, Liberty 55308	15
46	28	22	19	MOTHER-IN-LAW	Ernie K-Doe, Mint 623	14
47	52	55	61	I DON'T MIND	James Brown, King 5466	7
48	—	—	—	TOGETHER	Connie Francis, MGM 13019	1
49	32	30	13	LITTLE DEVIL	Nell Sedaka, RCA Victor 7874	9
50	61	71	80	SACRED	Castells, Era 3048	5
51	66	84	—	NATURE BOY	Bobby Darin, Atco 6196	3
52	75	98	—	SHOULD I	String-A-Longs, Warwick 654	3
53	22	12	4	MAMA SAID	Shirelles, Scepter 1217	11
54	64	68	77	I FALL TO PIECES	Patsy Cline, Decca 31205	6
55	42	29	15	RUNAWAY	Del Shannon, Big Top 3067	17
56	41	50	97	STICK WITH ME BABY	Everly Brothers, Warner Bros. 5220	4
57	36	34	20	GIRL OF MY BEST FRIEND	Ral Donner, Gone 5102	11
58	37	31	23	LULLABYE OF LOVE	Frank Gari, Crusade 1021	12
59	39	37	38	NEVER ON SUNDAY	Don Costa, United Artists 234	23
60	58	45	46	EVERY BEAT OF MY HEART	Gladys Knight, Fury 1050	7
61	70	83	—	FOOL THAT I AM	Etta James, Argo 5390	3
62	85	—	—	LET'S TWIST AGAIN	Chubby Checker, Parkway 824	2
63	—	—	—	POMP AND CIRCUMSTANCE	Adrian Kimberly, Calliope 6501	1
64	44	39	37	BILBAO SONG	Andy Williams, Cadence 1398	10
65	77	92	—	WATCH YOUR STEP	Bobby Parker, V-Tone 223	3
66	84	—	—	I'VE GOT NEWS FOR YOU	Ray Charles, Impulse 202	2
67	—	—	—	YOU'LL ANSWER TO ME	Patti Page, Mercury 71823	1
68	98	—	—	NEVER ON SUNDAY	Chordettes, Cadence 1402	2
69	83	—	—	A SCOTTISH SOLDIER	Andy Stewart, Warwick 627	5
70	80	88	—	DAYDREAMS	Johnny Crawford, Del FI 4162	3
71	73	76	79	THE GIRL'S A DEVIL	Dukays, Nat 1003	7
72	—	—	—	DREAM	Etta James, Argo 5390	1
73	95	—	—	SEA OF HEARTBREAK	Don Gibson, RCA Victor 7890	2
74	86	100	—	BOBBY	Nell Scott, Portrait 102	3
75	81	94	—	MOM AND DAD'S WALTZ	Patti Page, Mercury 71823	3
76	79	87	95	LONELY CROWD	Teddy Vann, Columbia 41996	4
77	—	—	—	THE SWITCH-A-ROO	Hank Ballard and the Midnighters, King 5510	1
78	99	—	—	NO, NO, NO	Chanters, Deluxe 6191	2
79	91	—	—	I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges, Cadence 1397	2
80	97	—	—	THE CHARLESTON	Ernie Fields, Rendezvous 150	2

THIS WEEK	1	2	3	TITLE	Artist, Label & Number	Weeks On Chart
81	82	86	98	HOLD BACK THE TEARS	Delacardos, United Artists 310	4
82	—	—	—	THAT'S WHAT GIRLS ARE MADE FOR	Spinners, Tri-Phi 1001	1
83	—	—	—	QUITE A PARTY	Fireballs, Warwick 644	1
84	87	—	—	I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN	Ray Charles, Impulse 202	2
85	88	91	—	THEME FROM GOODBYE AGAIN	Ferrante and Teicher, United Artists 319	3
86	96	97	—	JOANIE	Frankie Calen, Spark 902	3
87	—	—	—	HEART AND SOUL	Jan and Dean, Challenge 9111	1
88	89	95	—	SAD EYES	Echoes, Seg-Way 106	3
89	90	99	—	BLUE TOMORROW	Billy Vaughn, Dot 16220	3
90	—	—	—	TE-TA-TE-TA-TA	Ernie K-Doe, Mint 627	1
91	93	—	—	POINT OF NO RETURN	Adam Wade, Coed 550	2
92	51	53	63	JIMMY MARTINEZ	Marty Robbins, Columbia 42008	5
93	60	62	65	NOBODY CARES	Jeanette (Baby) Washington, Neptune 122	9
94	72	79	—	YELLOW BIRD	Lawrence Welk, Dot 16222	3
95	59	54	60	ANNA	Jorgen Ingmann, Atco 6195	6
96	100	—	—	I'LL NEVER BE FREE	Kay Starr, Capitol 4583	2
97	76	82	87	RIGHT OR WRONG	Wanda Jackson, Capitol 4553	4
98	—	—	—	WOODEN HEART (Muss I Denn)	Joe Dowell, Smash 1702	1
99	—	69	72	RAININ' IN MY HEART	Slim Harpo, Excello 2194	4
100	—	—	—	TAKE A FOOL'S ADVICE	Nat King Cole, Capitol 4582	1

BUBBLING UNDER THE HOT 100

- HILLBILLY HEAVEN... Tex Ritter, Capitol 4567
- MONDAY TO SUNDAY... Alan Dale, Sinclair 1003
- BOOGIE WOOGIE... B. Bumble and the Stingers, Rendezvous 151
- LOUISIANA MAN... Rusty and Doug, Hickory 1137
- PRESIDENTIAL PRESS CONFERENCE... Sickniks, Amy 824
- TIME WAS... Flamingos, End 1092
- DOOLEY... Olympics, Arvee 5031
- LAST NIGHT... Mar-Keys, Satellite 107
- LIFE IS BUT A DREAM... Earls, Rome 101
- TENDER YEARS... George Jones, Mercury 71804
- THE FLOAT... Hank Ballard and the Midnighters, King 5510
- LIFE IS BUT A DREAM, SWEETHEART... Classics, Mercury 71829
- MATADOR... George Scott, Fairlane 701
- EVENTUALLY... Brenda Lee, Decca 31272
- ONE SUMMER NIGHT... Diamonds, Mercury 71831
- OLD SMOKIE... Johnny and the Hurricanes, Big Top 3076
- OFF TO WORK AGAIN... Wilbert Harrison, Neptune 123
- LONELY LIFE... Jackie Wilson, Brunswick 55216
- PEACE OF MIND... B. B. King, Kent 360
- GRANADA... Frank Sinatra, Reprise 20010

HOT 100—A TO Z

Anna	95	My Kind of Girl	33
Barbara Ann	17	Nature Boy	51
Better Tell Him No	44	Never on Sunday (Chordettes)	68
Bilbao Song	64	Never on Sunday (Costa)	59
Blue Tomorrow	89	No, No, No	78
Bobby	74	Ole Buttermilk Sky	34
Boll Weevil Song	7	One Hundred Pounds of Clay	45
Charleston, The	80	Peanut Butter	23
Count Every Star	40	Please Stay	38
Cupid	36	Point of No Return	3
Daddy's Home	42	Pomp and Circumstance	63
Dance on Little Girl	13	Quarter to Three	1
Daydreams	70	Quite a Party	83
Dream	72	Raindrops	2
Dum Dum	31	Rainin' in My Heart	29
Every Beat of My Heart (Knight)	60	Rama Lama Ding Dong	95
Every Beat of My Heart (Pips)	8	Right or Wrong	97
Fool That I Am	61	Runaway	55
Girl of My Best Friend	57	Running Scared	14
Girl's a Devil, The	71	Sacred	50
Hats Off to Larry	18	Sad Eyes	88
Heart and Soul (Cleffones)	22	San Antonio Rose	19
Heart and Soul (Jan & Dean)	87	Sea of Heartbreak	22
Hello Mary Lou	16	Scottish Soldier, A	69
Hello Walls	21	Should I	52
Hold Back the Tears	81	Stand by Me	10
I Don't Mind	47	Stick With Me Baby	56
I Fall to Pieces	54	Switch-A-Roo, The	77
I Feel So Bad	15	Take a Fool's Advice	100
I Like It Like That	41	Te-Ta-Te-Ta-Ta	90
I'll Never Be Free	96	Tell Me Why	20
I'm a Fool to Care	24	Temptation	27
I'm Comin' on Back to You	32	That's What Girls Are Made For	82
I'm Gonna Knock on Your Door	79	Theme From Goodbye Again	85
I'm Gonna Move to the Outskirts of Town	84	Those Oldies But Goodies	9
It Keeps Rainin'	28	Three Hearts in a Tangle	35
I've Got News for You	66	Together	48
Jimmy Martinez	92	Tonight	30
Joanie	86	Tossin' and Turnin'	4
Jura (I Swear I Love You)	43	Tragedy	37
Let's Twist Again	62	Travelin' Man	5
Little Devil	49	Watch Your Step	65
Little Egypt	29	Wild in the Country	26
Lonely Crowd	76	Wooden Heart	98
Lullabye of Love	58	Writing on the Wall, The	6
Mama Said	3	Yellow Bird (Lyman)	11
Mom and Dad's Waltz	75	Yellow Bird (Welk)	94
Mother-in-Law	46	You Always Hurt the One You Love	12
		You Can't Sit Down (Part II)	7

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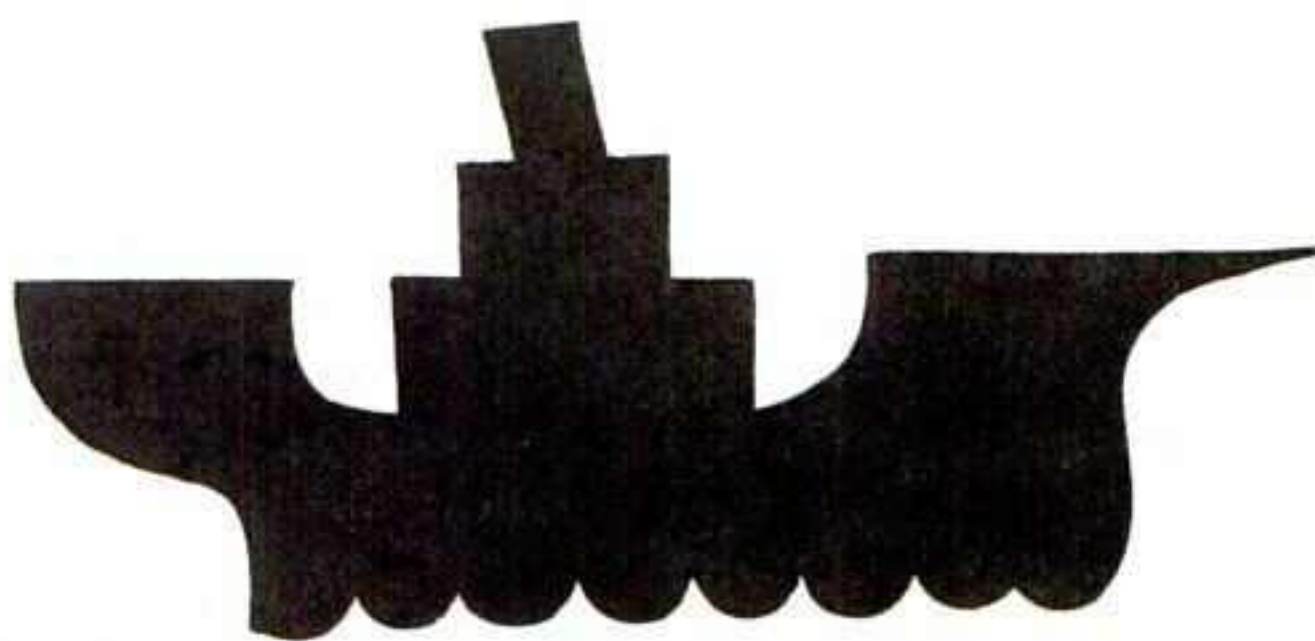
THE TEEN-APPEAL VERSION!

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SINCE GARY WENT IN THE NAVY

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Robbee #115



AN IMMEDIATE HIT IN PITTSBURGH AND SPREADING!



b/w "WHAT I DID THIS SUMMER"

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150 Best Selling

MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	CAMELOT Original Cast, Columbia KOL 5620	23
2	4	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	22
3	6	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	23
4	3	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	35
5	2	CALCUTTA Lawrence Welk, Dot DLP 3359	22
6	7	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	14
7	5	ALL THE WAY Frank Sinatra, Capitol W 1538	12
8	9	MAKE WAY Kingston Trio, Capitol T 1474	18
9	10	RING-A-DING-DING Frank Sinatra, Reprise R 1001	9
10	21	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	34
11	14	WILDCAT Original Cast, RCA Victor LOC 1060	23
12	11	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. 1379	59
13	15	CARNIVAL Original Cast, MGM E 3946	5
14	8	EXODUS Sound Track, RCA Victor LOC 1058	24
15	22	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	4
16	13	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	16
17	16	MOM'S MABLEY AT THE U. N. Ches 1452	9
18	12	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	28
19	18	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	154
20	17	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	80
21	24	SINSAATIONAL Rusty Warren, Jubilee JGM 2034	6
22	19	TONIGHT IN PERSON Limeliters, RCA Victor LPM 2272	18
23	25	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	68
24	28	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. 1393	33
25	23	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	33
26	30	UNsinkable MOLLY BROWN Original Cast, Capitol WAO 1509	27
27	31	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	26
28	20	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	15
29	26	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	5
30	35	BEST OF THE POPULAR PIANO CONCERTOS George Grzesley, Warner Bros. X 1410	6
31	29	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	170
32	33	MY FAIR LADY Original Cast, Columbia DL 5090	273
33	59	BOBBY DARIN STORY Atco 131	6
34	112	RICK IS 21 Ricky Nelson, Imperial LP 9182	5
35	27	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1123	165
36	34	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	45
37	37	WEST SIDE STORY Original Cast, Columbia DL 5230	38
38	47	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	86
39	36	KINGSTON TRIO Capitol T 996	136
40	40	DEDICATED TO YOU Ray Charles, ABC-Paramount 355	17
41	49	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	35
42	38	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	5
43	50	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury OCM 2200	23
44	53	STUDENT PRINCE Mario Lanza, RCA Victor LM 1837	30
45	43	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1283	97
46	46	ITALIA MIA Mantovani, London LL 3239	5
47	91	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	5
48	44	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	18
49	54	TENDERLOIN Original Cast, Capitol WAO 1492	25
50	62	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	7
51	48	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	78

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	32	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	20
53	42	EMOTIONS Brenda Lee, Decca DL 4104	9
54	41	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	9
55	52	BEN-HUR Sound Track, MGM 1E1	61
56	45	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	123
57	55	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	26
58	57	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount LP 323	52
59	58	SOUTH PACIFIC Original Cast, Columbia DL 4180	368
60	51	NICE 'N' EASY Frank Sinatra, Capitol W 1417	45
61	66	ROARING 20's Dorothy Provine, Warner Bros. W 1394	7
62	64	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	124
63	39	HYMNS Tennessee Ernie Ford, Capitol T 756	197
64	63	ITALIAN FAVORITES Connie Francis, MGM E 3791	73
65	70	CONNIE FRANCIS AT THE COPA MGM E 3912	7
66	79	GYPSY Original Cast, Columbia DL 5420	82
67	81	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	51
68	56	THE ALAMO Sound Track, Columbia CL 1558	29
69	60	BUDDY HOLLY STORY Coral CRL 57326	25
70	61	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	56
71	65	OKLAHOMA! Sound Track, Capitol WAO 595	243
72	67	INSIDE SHELLEY BERMAN Verve MG 15003	114
73	73	MACK THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MG 4041	37
74	75	WALK, DON'T RUN The Ventures, Dolton BLP 2003	24
75	76	BLUE HAWAII Billy Vaughn, Dot DLP 3165	62
76	71	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	18
77	72	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	3
78	93	GONE WITH THE WIND London Sinfonia (Mathieson), Warner Bros. 1322	5
79	96	TEMPTATION Roger Williams, Kapp KL 1217	25
80	83	LAUGHING ROOM Woody Woodbury, Stereoditties MW 2	51
81	94	PETER GUNN Henry Mancini, RCA Victor LPM 1956	97
82	88	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	17
83	114	OLDIES BUT GOODIES Various Artists, Original Sound 5001	91
84	69	KING AND I Sound Track, Capitol W 740	234
85	74	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	35
86	86	SONGS TO REMEMBER Mantovani, London LL 3149	41
87	95	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	20
88	105	PORGY AND BESS Sound Track, Columbia DL 5410	81
89	68	STRING ALONG Kingston Trio, Capitol T 1407	46
90	78	MUSIC MAN Original Cast, Capitol WAO 990	174
91	77	SOLD OUT Kingston Trio, Capitol T 1352	62
92	80	KINGSTON TRIO AT LARGE Capitol T 1199	104
93	82	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	80
94	84	GENIUS HITS THE ROAD Ray Charles, ABC-Paramount ABC 335	38
95	85	ANKA AT THE COPA Paul Anka, ABC-Paramount 353	5
96	108	AL HIRT, THE GREATEST HORN IN THE WORLD RCA Victor LPM 2366	7
97	100	DO RE MI Original Cast, RCA Victor LOC 2002	16
98	109	WARM Johnny Mathis, Columbia CL 1078	99
99	90	CALYPSO Harry Belafonte, RCA Victor LPM 1248	97
100	111	IN LIVING BLACK & WHITE Dick Gregory, Colpix CP 417	3
101	97	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	56

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	110	BROOK BENTON GOLDEN HITS Brook Benton, Mercury MG 20607	4
103	104	12 PLUS 3 EQUALS 15 HITS Various Artists, End LP 310	18
104	115	IRMA LA DOUCE Original Cast, Columbia DL 5560	29
105	119	SOUL OF SPAIN, VOL. I 101 Strings, Somerset P-6600	21
106	122	GIGI Sound Track, MGM E-3641	156
107	92	WOODY WOODBURY LOOKS AT LOVE AND LIFE Stereoditties MW 1	68
108	107	LATIN A LA LEE Peggy Lee, Capitol T 1290	40
109	113	BOBBY VEE Liberty LRP 3181	14
110	117	IT'S PONY TIME Chubby Checker, Parkway P 7002	5
111	133	TOUCH OF YOUR LIPS Nat King Cole, Capitol W 1574	6
112	140	TIME OUT Dave Brubeck, Columbia CL 1397	26
113	146	NO ONE CARES Frank Sinatra, Capitol W 1221	51
114	147	DARIN AT THE COPA Bobby Darin, Atco 112	37
115	87	CAN CAN Sound Track, Capitol W 1321	58
116	89	FIORELLO Original Cast, Capitol WAO 1321	47
117	102	BRENDA LEE Decca DL 4039	45
118	99	FLOWER DRUM SONG Original Cast, Columbia DL 5350	104
119	101	THIS IS BRENDA Brenda Lee, Decca DL 4082	32
120	106	ENCORE Santo and Johnny, Canadian-American CALP 1002	34
121	121	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	59
122	116	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LPM 2239	44
123	118	SOLID AND RAUNCHY Bill Black's Combo, Hi HL 12003	24
124	120	NEARER THE CROSS Tennessee Ernie Ford, Capitol T 1005	37
125	134	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	53
126	126	TWIST Chubby Checker, Parkway P 7001	34
127	129	CHET ATKINS' WORKSHOP RCA Victor LPM 2232	11
128	139	TILL Roger Williams, Kapp KL 1081	18
129	103	MUSIC FOR LOVERS ONLY Jackie Gleason Orch., Bobby Hackett, Capitol W 352	176
130	148	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	24
131	123	COME FLY WITH ME Frank Sinatra, Capitol W 920	36
132	127	HEAVENLY Johnny Mathis, Columbia CL 1351	93
133	137	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	37
134	143	COME DANCE WITH ME Frank Sinatra, Capitol W 1069	110
135	144	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808	2
136	98	LAST DATE Lawrence Welk, Dot DLP 3350	27
137	130	LIKE LOVE Andre Previn, Columbia CL 1437	28
138	125	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	27
139	136	EDGE OF SHELLEY BERMAN Verve MG 15013	49
140	—	THE LORD'S PRAYER Mormon Tabernacle Choir, Columbia ML 5386	63
141	—	FILM ENCORES, VOL. I Mantovani, London LL 1700	153
142	—	ANOTHER SMASH The Ventures, Dolton BST 8006	1
143	149	SAIL ALONG SILVER MOON Billy Vaughn, Dot DLP 3100	36
144	—	DREAM STREET Erroll Garner, ABC-Paramount 365	1
145	—	HAWAII Santo & Johnny, Canadian-American CALP 1004	1
146	132	SONGS FOR SINNERS Rusty Warren, Jubilee J 2024	4
147	—	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817	1
148	145	GUNFIGHTER BALLADS & TRAIL SONGS Marty Robbins, Columbia CL 1349	50
149	124	ONLY THE LONELY Frank Sinatra, Capitol W 1053	108
150	128	WONDERFUL WORLD OF JONATHAN WINTERS Verve MG 15009	53

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	EXODUS Sound Track, RCA Victor LSO 1058	24
2	3	CAMELOT Original Cast, Columbia KOS 2031	23
3	5	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	23
4	4	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	29
5	12	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	4
6	2	CALCUTTA Lawrence Welk, Dot DLP 25359	22
7	6	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	77
8	9	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817 SD	10
9	15	ALL THE WAY Frank Sinatra, Capitol SW 1538	11
10	11	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 7-4101	24
11	10	MY FAIR LADY Original Cast, Columbia OS 2015	105
12	7	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 3368	16
13	8	MAKE WAY Kingston Trio, Capitol ST 1474	18
14	16	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 25366	9
15	14	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CS 8138	55
16	18	DO RE MI Original Cast, RCA Victor LSO 2002	10
17	13	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol SW 1491	20
18	22	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	6
19	19	OKLAHOMA! Sound Track, Capitol SWAO 595	87
20	36	RING-A-DING DING Frank Sinatra, Reprise R9-1001	5
21	37	CARNIVAL Original Cast, MGM SE 3946	2
22	26	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	105
23	21	PROVOCATIVE PERCUSSION, VOL. II Enoch Light and the Light Brigade, Command RS 810 SD	41
24	23	SING ALONG WITH MITCH Mitch Miller, Columbia CS 3004	55
25	20	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808 SD	45
26	17	BEN-HUR Sound Track, MGM 1SE1	57
27	42	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS 2	6
28	31	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LSP 2360	6
29	25	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	5
30	29	WILDCAT Original Cast, RCA Victor LSO 1060	21
31	35	BONGOS Los Admiradores, Command RS 809 SD	34
32	32	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	75
33	—	ITALIA MIA Mantovani, London PS-232	1
34	30	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CS 8043	64
35	39	JOHNNY'S MOODS Johnny Mathis, Columbia CS 1526	34
36	40	BEST OF THE POPULAR PIANO CONCERTOS George Grzesley, Warner Bros. XS 1410	5
37	33	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	32
38	24	MUSIC MAN Original Cast, Capitol SWAO 990	79
39	27	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8342	33
40	38	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	83
41	28	KING AND I Sound Track, Capitol SW 740	96
42	49	NICE 'N' EASY Frank Sinatra, Capitol SW 1417	44
43	50	BLUE HAWAII Billy Vaughn, Dot DLP 25165	80
44	—	BEETHOVEN: WELLINGTON VICTORY London Symphony Orchestra (Dorati), Mercury LPS 9000	1
45	43	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CS 8211	25
46	45	STRING ALONG Kingston Trio, Capitol ST 1407	38
47	—	UNsinkable MOLLY BROWN Original Cast, Capitol SWAO 1509	24
48	—	WEST SIDE STORY Original Cast, Columbia OS-200	1
49	41	TONIGHT IN PERSON Limeliters, RCA Victor LSP 2272	17
50	34	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	20

BILLBOARD MUSIC WEEK PROGRAMMING GUIDE SINGLES BY CATEGORY

These listings, from this week's Hot 100, have been broken down by type of music for easy programming. Sides that fall into more than one category receive multiple listings.

EASY LISTENING

ANNA, Jorgen Ingmann, Atco 6195

BILBAO SONG, Andy Williams, Cadence 1398

BLUE TOMORROW, Billy Vaughn, Dot 16220

BOLL WEEVIL SONG, Brook Benton, Mercury 71820

I'LL NEVER BE FREE, Kay Starr, Capitol 4583

JURA, Les Paul and Mary Ford, Columbia 41994

MOM AND DAD'S WALTZ, Patti Page, Mercury 71823

MOODY RIVER, Pat Boone, Dot 16209

MY KIND OF GIRL, Matt Monro, Warwick 636

NATURE BOY, Bobby Darin, Atco 6196

NEVER ON SUNDAY, Chordettes, Cadence 1402

NEVER ON SUNDAY, Don Costa, United Artists 234

OLE BUTTERMILK SKY, Bill Black's Combo, Hi 2036

POINT OF NO RETURN, Adam Wade, Coed 550

SAN ANTONIO ROSE, Floyd Cramer, RCA Victor 7893

SCOTTISH SOLDIER, Andy Stewart, Warwick 627

SHOULD I, String-A-Longs, Warwick 654

TAKE A FOOL'S ADVICE, Nat King Cole, Capitol 4582

THEME FROM GOODBYE AGAIN, Ferrante & Teicher, United Artists 319

TOGETHER, Connie Francis, MGM 13019

WILD IN THE COUNTRY, Elvis Presley, RCA Victor 7880

WRITING ON THE WALL, Adam Wade, Coed 550

YELLOW BIRD, Arthur Lyman, Hi Fi 5024

YELLOW BIRD, Lawrence Welk, Dot 16222

YOU'LL ANSWER TO ME, Patti Page, Mercury 71823

TEEN BEAT

BARBARA ANN, Regents, Gee 1065

BETTER TELL HIM NO, Starlets, Pam 1003

BOBBY, Neil Scott, Portrait 102

CHARLESTON, THE, Ernie Fields, Rendezvous 150

COUNT EVERY STAR, Donnie and the Dreamers, Whale 500

DANCE ON LITTLE GIRL, Paul Anka, ABC-Paramount 10220

DAYDREAMS, Johnny Crawford, Del-Fi 4162

DUM DUM, Brenda Lee, Decca 31272

EVERY BEAT OF MY HEART, Gladys Knight, Fury 1050

EVERY BEAT OF MY HEART, Pips, Yee Jay 386

GIRL OF MY BEST FRIEND, Ral Donner, Gone 5102

GIRL'S A DEVIL, Dukays, Nat 1003

HATS OFF TO LARRY, Del Shannon, Big Top 3075

HEART AND SOUL, Cleffones, Gee 1064

HELLO, MARY LOU, Ricky Nelson, Imperial 5741

HOLD BACK THE TEARS, Delacardos, United Artists 310

I DON'T MIND, James Brown, King 5466

I FEEL SO BAD, Elvis Presley, RCA Victor 7880

I'M A FOOL TO CARE, Joe Barry, Smash 1702

I'M GONNA KNOCK ON YOUR DOOR, Eddie Hodges, Cadence 1397

IT KEEPS RAININ', Fats Domino, Imperial 5753

JOANIE, Frankie Calen, Spark 902

LET'S TWIST AGAIN, Chubby Checker, Parkway 824

LITTLE DEVIL, Neil Sedaka, RCA Victor 7874

LITTLE EGYPT, Coasters, Atco 6192

LULLABY OF LOVE, Frank Gari, Crusade 1021

MAMA SAID, Shirelles, Scepter 1217

NO, NO, NO, Chanters, DeLuxe 6191

ONE HUNDRED POUNDS OF CLAY, Gene McDaniels, Liberty 55308

PEANUT BUTTER, Marathons, Arvee 5027

POMP AND CIRCUMSTANCE, Adrian Kimberly, Calliope 6501

QUARTER TO THREE, U. S. Bonds, Le Grand 1008

QUITE A PARTY, Fireballs, Warwick 644

RAMA LAMA DING DONG, Edsels, Twin 700

RUNAWAY, Del Shannon, Big Top 3067

RUNNING SCARED, Roy Orbison, Monument 328

SACRED, Castells, Era 3048

SAD EYES, Echoes, Seg-way 106

STAND BY ME, Ben E. King, Atco 6194

STICK WITH ME BABY, Everly Brothers, Warner Bros. 5220

SWITCH-A-ROO, THE, Hank Ballard and the Midnighters, King 5510

TELL ME WHY, Belmonts, Sabrina 500

TEMPTATION, Everly Brothers, Warner Bros. 5220

THOSE OLDIES BUT GOODIES, Caesar and the Romans, Del-Fi 4158

TONIGHT (COULD BE THE NIGHT), Velvets, Monument 441

TOSSIN' AND TURNIN', Bobby Lewis, Belltone 1002

TRAGEDY, Fleetwoods, Dolton 40

TRAVELIN' MAN, Ricky Nelson, Imperial 5741

WOODEN HEART (MUSS I DENN), Joe Dowell, Smash 1708

YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388

YOU CAN'T SIT DOWN (Part II), Phillip Upchurch Combo, Boyd 1026

COUNTRY & WESTERN

For C&W programming, please refer to this week's Hot C&W chart. The following, from the Hot 100, are recommended additional listings.

RIGHT OR WRONG, Wanda Jackson, Capitol 4553

RHYTHM & BLUES

For R&B programming, please refer to this week's Hot R&B chart. The following, from the Hot 100, are recommended additional listings.

COUNT EVERY STAR, Donnie and the Dreamers, Whale 500

LONELY CROWD, Teddy Vann, Columbia 41996

OLE BUTTERMILK SKY, Bill Black's Combo, Hi 2036

TELL ME WHY, Belmonts, Sabrina 500

TE-TA-TE-TA-TA, Ernie K-Doe, Minit 627

THOSE OLDIES BUT GOODIES, Caesar and the Romans, Del-Fi 4158

WATCH YOUR STEP, Bobby Parker, V-Tone 223

COIN MACHINE PRICE INDEX (continued from back page)

Spook Gun (Bally) 9-58.. \$175	Steam Shovel (CC) 5-56.. \$ 90	Super Star Baseball (Wms) 1-54 .. \$ 50	3-D Kiddie Theater (Rite) 3-54 .. \$125	Two-Player Basketball (Genc) 3-54 .. \$135
Sportland Shooting Gallery (Exhib) 11-54 .. 95	Super Big Top (Genc) 12-55 .. 185	Swami (Muto) 4-55 .. 350	3-D Pix (Cap) 2-54 .. 125	Vacuumatic Card Vendor (Exhib) 5-54 .. 110
Squoffs Water Polo (Aqua) 5-57 .. 350	Super Home Run (CC) 3-54 75	Target Roll (Bally) 1-58. 145	3-D Theater (Rite) 3-54.. 145	Voice-O-Graph (Muto) 2-57 550
Sportsman (Keen) 11-54.. 125	Super Pennant Baseball (Wms) 1-54 .. 75	10 Commandments (Muto) 12-57 .. 195	Titan (Wms) 8-59 .. 365	Voice-O-Graph (Muto) 11-54 .. 290
Star Slugger (Un) 4-56... 75	Super Slugger (Un) 7-55. 55	Ten Pins (Wms) 12-57... 110	Treasure Cove (Exhibit) 7-55 .. 140	Wild West (Genc) 2-55.. 175
State Fair (Genc) 7-56... 175		Ten Strike (Wms) 12-57... 110	Twin Hockey (CC) 5-58.. 175	Yankee Baseball (Un) 2-59 275
		Test Pilot (Cap) 12-57... 195		

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BILLBOARD MUSIC WEEK

COIN MACHINE PRICE INDEX

Listings represent used machines in average condition. Price quoted on each machine represents the average of quotes to operators by franchised distributors. Quotes are received and averaged bimonthly. Listings should be

used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

MUSIC

AMI	
D-40 (40), 1951	\$ 60
D-80 (80), 1951	105
E-40 (40), 1953	95
E-80 (80), 1953	125
E-120 (120), 1953	135
F-40 (40), 1954	150
F-80 (80), 1954	210
F-120 (120), 1954	250
G-40 (40), 1955	250
G-80 (80), 1955	275
G-120 (120), 1955	310
G-120-1 (120), 1956	310
G-200 (200), 1956	275
G-200-1 (200), 1956	275
G-200-2 (200), 1956	275
G-200-3 (200), 1956	275
G-200-4 (200), 1956	275
G-220-5 (200), 1956	275
H-200 (200), 1956	445
H-120 (120), 1956	435
H-100 (100), 1956	360
H-200M (100), 1957	385
I-200 (200), 1957	585
I-120 (120), 1957	535
I-100 (100), 1957	420
I-200M (200), 1958	445
J-200 (200), 1958	660
J-120 (120), 1958	625
J-100M (100), 1958	535
J-200M (200), 1959	535
J-120 (120), 1959	675
J-100 (100), 1959	575
J-200 (200), 1959	650
ROCK-OLA	
1436 (120), 1953	\$ 85
1438 (120), 1954	190
1442 (50), 1955	195
1446 (120), 1955	235
1448 (120), 1958	345
1450 (120), 1957	395
1452 (50), 1956	275
1454 (120), 1957	395
1455D (200), 1957	445
1455S (200), 1957	445
1458 (120), 1958	520
1462 (50), 1958	395
1465 (200), 1958	550
1468 (120), 1959	635
1468 Stereo (120), 1959	685
1475 (200), 1959	700
1475 Stereo (200), 1959	750
SEEBURG	
M100B (100), 1950	\$200
M100C (100), 1952	240
100W (100), 1953	325
HF100G (100), 1953	335
HF100R (100), 1954	400
V200 (200), 1955	300
100J (100), 1955	500
K200 (200), 1957	430
L100 (100), 1957	545
201 (200), 1958	750
161 (160), 1958	730
101 (100), 1958	620
220 (100), 1958	770
220S (100), 1959	770
200SR (100), 1959	795
222 (160), 1958	810
222DH (160), 1959	775
222DHR (160), 1959	835
WURLITZER	
1250 (48), 1950	\$ 55
1400 (48), 1951	70
1500 (104), 1952	85
1500A (104), 1953	110
1600A (48), 1954	130
1700 (104), 1954	215
1800 (104), 1955	310
1900 (104), 1956	390
2000 (200), 1958	385
2100 (200), 1957	435
2150 (200), 1957	465
2250 (200), 1958	545
2204 (104), 1958	575
2200 (200), 1958	615
2300-S (200), 1959	790
2300 (200), 1959	735
2304 (104), 1959	700
2304-S (104), 1959	760
2310 (100), 1959	700

BOWLERS & SHUFFLES

BALLY	
ABC Bowler 7-55	\$195
ABC Bowling Lanes 12-56	200
ABC Champion 9-57	295
ABC Super-Deluxe Bowler 9-57	275
ABC Tournament 6-57	275
All-Star Bowler 12-57	115
All-Star Deluxe 2-58	115
Bally Shuffle 1-59	35
Blue Ribbon 4-55	125
Challenger 9-59	750
Club Bowler 2-59	395
Congress Bowler 7-55	195
Deluxe Club Bowler 3-59	475
Gold Medal 4-55	125
Jumbo Bowler 9-55	225
King-Pin Bowler 9-55	225
Lucky Alley 8-58	475
Lucky Shuffle 9-58	325
Monarch 11-59	350
Pan American 6-59	600
Speed Bowler 11-58	325
Star Shuffle 9-58	325
Star Shuffle 9-58	325
Strike-Bowler 11-57	200
Super Bowler 1-58	115
Trophy 4-58	375
CHICAGO COIN	
All Star Team Bowler 11-55	\$ 90
Blinker 8-55	170
Bonus Score 5-55	140
Bowl Master 7-59	390
Bowling Team 10-55	130
Bull's-Eye Bowler 7-55	150
Championship 11-56	240
Bowling League 7-57	125
Criss Cross Target 1-55	60
Double Feature 12-58	380
Hollywood 4-55	155
King Bowler 3-59	695
Lucky Strike 1-58	330
Miami Shuffle 10-58	40
Monte Carlo 1-59	75
Player's Choice 9-58	545
Rebound Shuffle 11-58	45
Red Pin 3-59	435
Rocket Ball 2-59	125
Rocket Shuffle 2-58	95
Rocket Shuffle Two-Player 4-58	135
Score-A-Line 9-55	135
Shuffle Explorer 6-58	135
Skee Roll 1-57	95
Star Rocket 5-59	250
Tournament Ski Bowl 12-56	130
Triple Strike 1-55	125
TV Bowling League 11-57	290
Twin Bowler 10-58	390
UNITED	
Advance 6-59	\$575
Atlas Shuffle Alley 9-58	325
Bonus Bowling Alley 3-58	375
Bowling Alley 11-56	125
Build-Up 5-56	120
Capitol Shuffle Alley 6-55	95
Clipper 4-55	75
Cyclone 10-58	325
Deluxe Bowling Alley 7-57	245
Deluxe Flash 6-59	450
Deluxe Shooting Star 6-58	90
Dual Shuffle 1-59	375
Duplex 11-58	525
Eagle Shuffle Alley 5-58	295
Flash 6-59	425
4-Way 11-59	500
Handicap 9-56	225
Handicap 11-59	575
Hi-Score 6-57	195
Jumbo Bowling Alley 8-57	295
Jupiter Shuffle Alley 9-58	125

League Alley 8-59	\$550
Lightning 2-55	75
Midget Bowling Alley 3-58	75
Niagara 11-58	350
Pixie Bowler 7-58	75
Playtime 6-58	545
Regulation 11-55	195
Royal Bowling Alley 12-57	195
Select Play 6-56	75
Shooting Star 4-58	75
Shuffle Playmate 2-59	60
Simplex 4-59	400
Six Star 11-57	295
Super Bonus 9-55	150
Team Bowling Alley 4-57	220
Team-Mate 12-59	595
3-Way 8-59	465
Top Notch 11-55	195
Venus 4-55	125
Zenith 5-59	425

PINBALLS

BALLY	
Ballerine 6-59	\$400
Balls-A-Poppin 10-56	50
Bally U.S.A. 7-58	75
Beach Beauty 11-55	65
Beach Time 9-58	250
Big Show 9-56	70
Broadway 12-55	50
Carnival 10-57	65
Carnival-Queen 11-58	275
Circus 8-57	65
County Fair 11-59	550
Crosswords 1-58	100
Cypress Gardens 5-58	195
Double Header 8-58	115
Fun-Way 9-59	375
Gay Time 6-55	50
Gayety 4-55	40
Key West 12-58	70
Lotta Fun 9-59	380
Miami Beach 9-55	55
Miss America 1-58	135
Night Club 3-58	60
Parade 6-56	60
Sea Island 2-59	335
Show-Time 4-57	75
Sun Valley 7-57	140
GOTTLIEB	
Ace High 2-57	\$ 75
Add-A-Line 7-55	60
Annabelle 8-59	225
2 Around the World 7-59	295
2 Atlas 5-59	280
Auto Race 9-56	70
2 Brite Star 4-58	185
Classy Bowler 7-56	75
4 Contest 10-58	275
2 Continental Cave 7-57	145
Criss Cross 3-58	155
Derby Day 5-56	65
2 Double Action 1-59	245
2 Duetto 3-55	75
Easy Aces 12-55	60
2 Fair Lady 11-56	110
4 Falstaff 11-57	245
2 Flag-Ship 1-57	135
Frontiersman 11-55	60
2 Gladiator 1-56	85
2 Gondolier 6-58	195
Gypsy Queen 2-55	60
Harbor Lites 3-56	65
Hi Diver 4-59	185
4 Jubilee 5-55	135
Lightning Ball 12-59	230
2 Mademoiselle 11-59	300
4 Majestic 4-57	230
2 Marathon	90
2 Picnic 6-58	195
Queen of Diamonds 6-59	210
2 Race Time 3-59	230
Rainbow 12-58	75
4 Register 10-56	105
Rocket Ship 5-58	135
Roto Pool 7-58	145
Royal Flush 5-57	100
4 Score-Board 4-56	75
2 Sea Belles 9-56	100

Silver 10-57	\$140
Sittin' Pretty 11-58	180
Sluggin' Champ 4-55	70
Southern Belle 6-55	60
Straight Flush 12-57	140
Straight Shooter 2-59	190
Sunshine 9-58	175
2 Super Circus 9-57	175
4 Sweet Sioux 9-59	360
2 Toreador 6-56	95
2 Tournament 8-55	95
Twin Bill 1-55	50
Universe 10-59	215
2 Whirlwind 2-58	185
Wishing Well 9-55	60
World Champ 8-57	95
WILLIAMS	
Arrow Head 7-57	\$ 50
Casino 8-58	125
2 Circus Wagon 10-55	75
Club House 10-59	185
Crossword 5-59	175
Cue Ball 4-57	50
2 Fiesta 12-59	285
4-Star 7-58	110
4 Fun House 10-56	55
4 Gay Paree 6-57	75
Golden Bells 9-59	160
Gusher 9-58	110
Hi-Hand 6-57	70
Hot Diggity 8-58	50
Jig Saw 12-57	75
Kings 8-57	70
2 Naples 9-57	125
Perky 11-56	50
Peter Pan 4-55	50
2 Piccadilly 5-58	50
4 Race-the-Clock 4-55	50
Regatta 10-55	50
Reno 10-57	65
Rocket 11-59	195
Satellite 6-58	115
Sea Wolf 7-59	150
2 Shamrock 1-57	70
Smoke Signal 9-55	60
Soccer Kick-Off 3-58	125
Spot Pool 6-59	175
Starfire 3-57	95
Steeple Chase 11-57	95
Super Score 9-56	75
4 Surf Rider 7-56	75
3-D 11-58	125
Three Deuces 8-55	60
Tic-Tac-Toe 1-59	160
Tim-Buc-Tu 1-56	60
Top Hat 2-58	110
Turf Champ 8-58	110
Wonderland 5-55	50

ARCADE & NOVELTIES

All-Star Baseball (Wms.) 4-54	\$ 50
Aqua Duck (Cons) 2-55	155
Auto Photo Model 9	995
Auto Photo Model 11	1,845
Auto Test (with sound) (Cap) 9-58	295
Auto Test (without sound) (Cap) 9-56	245
Auto Test Turnpike Tournament (Cap) 9-56	1,295
Bally Targets (Bally) 10-59	295
Balloonmat (Cap) 12-54	50
Bang-O-Rama (Muto) 4-57	25
Bat-A-Score (Evans) 2-54	75
Batter Up (CC) 4-58	150
Batting Practice (Bally) 8-59	250
Big Inning (Bally) 5-58	175
Big League (Wms.) 6-54	35
Big League Baseball (CC) 5-55	35
Big Top (Genc) 11-54	170
Bike Race (Munv) 5-58	450
Bing-O-Reno (Sci) 3-55	325
Bull's-Eye (Bally) 3-55	150
Burp Gun (Dale) 5-57	245
Carnival Gun (Un) 10-54	123
Champion Baseball (Genc) 7-55	50
Circus Rifle Gallery (Genc) 3-57	225

Coon Hunt (Seeb) 2-54	\$120
Crane (Wms.) 3-56	75
Criss Cross Hockey (CC) 9-58	195
Crossfire (Wms.) 3-57	195
Davy Crockett (Genc) 10-56	150
Deco Grandma (Deco) 8-54	100
Deluxe Crusader (Wms.) 5-59	345
Deluxe 4-Bagger (Wms.) 5-56	135
Deluxe Ranger (Keen) 3-55	170
Deluxe Skill Parade (Bally) 1-59	125
Deluxe Vanguard (Wms.) 10-58	285
Derby Roll (Un) 5-55	125
Deuces Wild (Kaye) 10-58	100
Dodge City (Fran) 12-58	100
Drivemobile (Muto) 6-54	135
5th Inning (Un) 6-55	75
Golf Champ (Bally) 8-58	95
Gun Club (Genc) 1-58	300
Gunsmoke (Bally) 4-59	220
Heavy Hitter (Bally) 3-59	250
Hercules (Wms.) 3-59	300
Hi-Fly (Genc) 4-56	35
Horoscope Fortune Teller (Genc) 9-57	95
Hydro Duck (B&W) 10-54	130
Jet Fighter (Wms.) 10-54	95
Peter Pan 4-55	195
Joker Ball (Mid) 10-59	200
Jolly Joker (Wms.) 10-55	50
Jumbo Ten Pins (Wms.) 3-58	75
Jumbo Ten Strike (Wms.) 3-58	105
Jungle Gun (Un) 7-54	95
Jungle Hunt (Exhib) 7-54	170
Jr. Auto Test (Cap) 12-58	145
Kaye Hockey (Kaye) 58	125
King of Swat (Wms.) 5-55	95
Kiss-O-Meter (Exhib) 12-56	115
League Leader (Keen) 4-58	75
Major League (Wms.) 4-54	50
Model 500 Shooting Gallery (Exhib) 3-55	110
Monkey Climb (IEC) 3-55	175
Moon-Raider (Bally) 7-59	290
Motorama (Genc) 10-57	140
1957 Baseball (Wms.) 4-57	175
Pan-O-Rama 800 (Cap) 12-58	195
Peep Barrels (Exhib) 12-56	75
Pappy the Clown (Wms) 12-56	135
Photomatic (Muto) 2-54	295
Photo Machine (Muto) 12-59	495
Pinch Hitter (Wms) 3-59	295
Pirate Gun (Un) 10-56	210
Playland Rifle Gallery (CC) 8-59	365
Polar Hunt (Un) 4-55	155
Quarterback (Genc) 9-55	50
Ranger (Keen) 3-55	155
Red Ball (Mid) 5-59	170
Rifle Gallery (Genc) 9-55	85
Rock 'n' Roll (Muto) 5-58	45
Safari (Wms.) 1-55	155
St. Christopher (Muto) 12-58	195
Satellite Tracker (B-L) 12-58	345
Scramball (Keen) 8-58	85
Shooting Gallery (Exhibit) 5-54	95
Shortstop (Wms.) 4-58	225
Sidewalk Engineer (Wms) 4-55	85
Sky Raider (Un) 10-58	293
Sky Rocket (Genc) 5-55	90
Softball League (Exhib) 12-57	295
Space Age (Genc) 3-58	135
Space Gunner (Bally) 5-58	135
Special Deluxe Baseball (Wms) 1-54	50

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SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

NEW YORK

- BOBBY
Neil Scott, Portrait
- NO, NO, NO
Chanters, DeLuxe

CHICAGO

- TAKE FIVE
Dave Brubeck, Columbia
- BOBBY
Neil Scott, Portrait
- I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN
Ray Charles, Impulse

LOS ANGELES

- HEART AND SOUL
Jan and Dean, Challenge
- POMP AND CIRCUMSTANCE
Adrian Kimberly, Calliope

PHILADELPHIA

- I'VE GOT NEWS FOR YOU
Ray Charles, Impulse
- THAT'S WHAT GIRLS ARE MADE FOR
Spinners, Tri-Phi
- LET'S TWIST AGAIN
Chubby Checker, Parkway
- THE SWITCH-A-ROO
Hank Ballard and the Midnighters, King
- NO, NO, NO
Chanters, DeLuxe

DETROIT

- I'M GONNA KNOCK ON YOUR DOOR
Eddie Hodges, Cadence

BOSTON

- NEVER ON SUNDAY
Chordettes, Cadence
- YOU'LL ANSWER TO ME
Patti Page, Mercury

SAN FRANCISCO-OAKLAND

- HEART AND SOUL
Jan and Dean, Challenge
- NEVER ON SUNDAY
Chordettes, Cadence

ST. LOUIS

- FOOL THAT I AM
Etta James, Argo
- NEVER ON SUNDAY
Chordettes, Cadence

CLEVELAND

- POMP AND CIRCUMSTANCE
Adrian Kimberly, Calliope
- SACRED
Castells, Era
- LET'S TWIST AGAIN
Chubby Checker, Parkway

BUFFALO

- I'VE GOT NEWS FOR YOU
Ray Charles, Impulse
- SHOULD I
String-A-Longs, Warwick
- THE SWITCH-A-ROO
Hank Ballard and the Midnighters, King

SEATTLE

- THE CHARLESTON
Ernie Fields, Rendezvous
- HILLBILLY HEAVEN
Tex Ritter, Capitol
- SACRED
Castells, Era
- I'LL NEVER BE FREE
Kay Starr, Capitol
- BOOGIE WOOGIE
B. Bumble and the Stingers, Rendezvous

MILWAUKEE

- TAKE A FOOL'S ADVICE
Nat King Cole, Capitol
- SHOULD I
String-A-Longs, Warwick
- POMP AND CIRCUMSTANCE
Adrian Kimberly, Calliope
- PEG O' MY HEART
Jerry Murad, Columbia
- MOM AND DAD'S WALTZ/
-YOU'LL ANSWER TO ME
Patti Page, Mercury

MINNEAPOLIS-ST. PAUL

- WOODEN HEART
Gus Backus, Fono-Graf
- SHOULD I
String-A-Longs, Warwick
- SEA OF HEARTBREAK
Don Gibson, RCA Victor
- NEVER ON SUNDAY
Chordettes, Cadence
- I'M GONNA KNOCK ON YOUR DOOR
Eddie Hodges, Cadence

the pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Pop

THE CONCORDS



AGAIN (Robbins, ASCAP) (2:01)—The Concorde, a brand-new group, bow on the label with an up-tempo "Blue Moonish" styled performance of the fine standard. It's exciting enough to happen. Flip is "The Boy Most Likely (R. & J.-Wemar, BMI) (2:30). **RCA Victor 7911**

GENE McDANIELS



A TEAR (Ludix, BMI) (2:05) — **SHE'S COME BACK** (Cedarwood, BMI) (2:37)—"A Tear" is unusual blues-flavored material sung effectively by McDaniels. The flip spotlights another showmanly reading by the singer on a catchy r.&r. item. A sock follow-up to McDaniels' smash "100 Pounds of Clay." **Liberty 55344**

BOBBY RYDELL



THE FISH (Lowe, ASCAP) (2:17)—"The Fish," a current teen-dance fad, is a rocking side with a wild beat, and exuberant chanting by Rydell and femme chorus. Watch it. Flip is "The Third House (In From the Right)" (Lowe, ASCAP) (2:26). **Cameo 192**

FRANK GARI



PRINCESS (Harvest-Recherche-E. V. Deane, ASCAP) (2:22)—Gari could have three singles hits in a row with this standout reading of an attractive new ballad. Vocal chorus and ork give him solid support. Flip is "The Last Bus Left at Midnight" (Harvest-Recherche-E. V. Deane, ASCAP) (2:25). **Crusade 1022**

THE McGUIRE SISTERS



TEARS ON MY PILLOW (Western, ASCAP) (2:52)—The fine oldie by Gene Autry and Fred Rose is handed a tasteful, listenable vocal treatment by the girls. Twin-sax backing is effective. Strong side. Flip is "Will There Be Space in a Space Ship" (Lisa-Ann, ASCAP) (1:53). **Coral 62276**

THE EDELS



BONE SHAKER JOE (Fiore, BMI) (2:30)—The Edsels have a strong follow-up to their recent smash "Rama Lama Ding Dong" with this rousing rocker. It moves and the boys move with it on their debut on the label. Flip is "My Jealous One" (Fiore, BMI) (2:03). **Capitol 4588**

THE VIBRATIONS



STRANDED IN THE JUNGLE (BMI) (2:50) — The group, just coming off the hit "Watusi," could grab a lot of action and sales with this exciting version of the old r.&b. hit. It's wild. Flip is "Don't Say Goodbye" (Arc, BMI) (2:15). **Checker 982**

JIM REEVES



WHAT WOULD YOU DO? (Tuckahoe, BMI) (2:11)—**STAND AT YOUR WINDOW** (Tuckahoe, BMI) (2:12)—Jim Reeves sings these two weepers with the persuasiveness and the warm quality that has kept him up on the charts. First side, in slow tempo, was penned by Reeves himself; flip tells a sad tale, too, but has an upbeat rhythm. Two fine performances. **RCA Victor 7905**

THE DEMENSIONS



AGAIN (Robbins, ASCAP) (2:58)—The Dimensions sell the fine standard in unusual style showing off their interesting blend over lush, sweeping arrangement. Could be big. Flip is "Count Your Blessings Instead of Sheep" (Irving Berlin, ASCAP) (2:39). **Coral 62277**

DAMITA JO



I'LL BE THERE (Progressive-Trio, BMI) (2:53)—Damita Jo has a winning performance on this answer song to the current "Stand By Me" hit. Smart ork work and gal's way with an answer ballad makes this powerful wax. Flip is "Love Laid Its Hands On Me." (Tree-Betalbin, BMI) (2:00). **Mercury 71840**

MIKE RONCONE



JUNKYARD (Fiore, BMI) (2:01)—A solid blues instrumental offering in the medium tempo Bill Doggett groove here. Side features fine sax and organ work. Flip is "Train Ride" (Fiore, BMI) (2:27). **Capitol 4589**

MARCY JO



SINCE GARY WENT IN THE NAVY (Star Fire, BMI) (2:38)—The teen appeal of the lyric here should give this side a real boost. The thrush does an impressive job on the plaintive ballad. Flip is "What I Did This Summer" (Howe-Lee, ASCAP) (2:32). **Robbee 115**

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

- *TONIGHT (COULD BE THE NIGHT), VELVETS... (Combine, BMI) Monument 441
- *DUM DUM, BRENDA LEE... (Metric, BMI) Decca 31272
- *OLE BUTTERMILK SKY, BILL BLACK'S COMBO... (Burke-Van Heusen, ASCAP) Hi 2036
- *PLEASE STAY, DRIFTERS... (11th Floor-Quartet-Walden, ASCAP) Atlantic 2105
- YOU CAN'T SIT DOWN (PART II), PHILLIP UPCHURCH COMBO... (Dasher, BMI) Boyd 1026
- I LIKE IT LIKE THAT, CHRIS KENNER... (Tune-Kel, BMI) Instant 3229
- JURA (I SWEAR I LOVE YOU), LES PAUL AND MARY FORD... (Iris-Trojan, BMI) Columbia 41994
- *TOGETHER, CONNIE FRANCIS... (DeSylva, Brown and Henderson, ASCAP) MGM 13019

C&W

No selections this week

R&B

No selections this week

(Continued on page 36)

The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 35

TOMMY HUNT



THE PARADE OF BROKEN HEARTS (Ludix, BMI) (2:03)—Effective singing by Hunt on a plaintive ballad with a bluesy theme. Side also features standout backing on the Latin kick. Flip is "Human" (Ludix, BMI) (2:32). Scepter 1219

JIM DALE



SOMEWHERE THERE'S A SOMEONE (Shapiro-Bernstein, ASCAP) (2:05) — A top-notch performance by a good, new artist. The chanter offers a sincere reading of the ballad against a simple, finger-snapping rhythm background. Watch it. Flip is "If You Come Back," (Shapiro-Bernstein, ASCAP) (2:32). Jamie 1191

BILLY WALKER



FUNNY HOW TIME SLIPS AWAY (Pamper, BMD) (2:50)—The fine country artist has his strongest bid to break into pop. It's a deeply felt reading of excellent weeper material, handled against an effective backing. Watch this in both pop and country. Flip is "Joey's Back in Town," (Golden West Melodies, BMI) (2:36). Columbia 42050

AL HIRT



I'M ON MY WAY (Jupiter, ASCAP) (2:15) — **PERKY** (Shapiro-Bernstein, ASCAP) (2:12)—The Dixieland man turns his trumpet to a pair of bright sides indeed. Top effort has a strong gospel orientation which can click. Top has the bubbling sound of the Maxwell House coffee commercial as a rhythm base and takes off from there in a breezy Latinish styling. Two good sides. RCA Victor 7903

Rhythm & Blue

BOBBY BLAND



SAINT JAMES INFIRMARY (BMI) (2:17)—The great oldie is given an exciting and colorful performance by the chanter. It's done in slow tempo against triplets and horns. Side could easily make a noise. Flip is "Don't Cry No More" (Lion, BMI) (2:30). Duke 340

here by the Bobbettes over a Latinish rhythm backing. Side is unusual enough to get coins, too. (Leeds, ASCAP) (2:10)

BOOTS RANDOLPH AND HIS ORK

Hey! Daddy, Daddy — **MONUMENT 443**—A cute rocker ditty in which a chorus of young chicks ask "Daddy" a flock of interesting questions. The guitar backing employs "Bo Diddley" type breaks. Disk has a sound and it could step out. Tune was written by Boudleaux Bryant. (Acuff-Rose, BMI) (2:23)

Fancy Dan—Same rhythm as the flip here and it's a tribute to a swinging cat named Dan who plays sax and is a band leader. Cute idea and it's well sold by Randolph and chick colleagues. (Acuff-Rose, BMI) (2:47)

KRIS JENSEN

Three Vanils, Two Chocolate, One Pistachio Ice Cream Cone—**KAPP 410**—A breezy novelty tune with cute sounding chicks backing Jensen. The song has touches of last summer's big one, "Itsy Bitsy Bikini." This could get a lot of play. (Emily, Hollyjo, ASCAP) (2:08)

Danny Dream—Jensen sings this moderate-paced tune with style. It's all about a cute chick. Has a nice sound and it could go. (Garland, ASCAP) (2:14)

GEORGE FEYER

My Clair de Lune—**CADENCE 1403**—Pianist Feyer wraps up the lovely Debussy classic in a lushly melodic solo stilt with a lilting Latin beat on backing. Fine mood music for jocks. (Trio, BMI)

Milord — The rowdy Edith Piaf tune is accorded a delightful, bouncy instrumental treatment with tinkling piano work by Feyer and vocal chorus in English. (Alamo, ASCAP)

THE ETERNALS

Blind Date — **WARWICK 611**—Here's a wild novelty rocker that really moves. It's all about the "Tarzan" jungle scene and there are sound effects to prove it. A lot of action is going on here and the side can move out. (Selections, BMI) (2:08)

Today — A good rock medium-beater and it's done in good style by the group. Good beat and sound makes this a contender, too. (Selections, BMI) (2:20)

FRANKIE AVALON

Voyage to the Bottom of the Sea—**CHANCELLOR 1081**—Here's the title tune to the new Avalon flick, upcoming shortly. It's done to a lush ork background with plenty of surf sound effects. Side has merit and it could move. (Debmart-Robbins, ASCAP) (2:13)

The Summer of '61 — Avalon croons a pretty, seasonal ballad to a light Latin rhythm. This one can appeal to the teen fans. It's worth watching. (Debmart, ASCAP) (2:38)

THE SHELLS

In the Dim Light of the Dark—**JOHNSON 110**—The boys turn in a pleasant performance of a listenable ballad. Good lead job gets a salable assist from the group and rhythm backing. Worth watching. (Figure, BMI) (2:23)

O-Mi Yum-Mi Yum-Mi—A bright rhythm side, full of good, commercial sound gimmicks. The effort rocks along at a happy pace and it, too, could pull coin. (Joli, BMI) (2:02)

PAUL PEEK

Coming Home in the Morning—**FAIRLANE 21005**—A swinging bit of r.&b.-style blues well handled by the chanter with group support. Nice rhythm that's worth a hearing. Lowery, BMI) (2:02)

Watermelon—A novelty effort that comes off for good results. The flip, however, is better. (Kenny Marlow-Wonder, BMI) (2:03)

THE VONNAIR SISTERS

Dum Papa Too Tah Tah—**VISTA 383**—A bright rhythm ditty by the new girl group much in the current, swingin' rock vein. Gals have a good harmony sound and they could win good spin action here. (Bel-Air, ASCAP) (2:23)

Beach Love—A ballad of the summer time. She met him on the beach and thereon ensues the love story. Pretty wax that also has a chance. (Walt Disney, ASCAP) (2:30)

FRANK GORSHIN

That's the Trouble With Love—**BRAND 1001**—Gorshin bows on the label with a Bobby-Darin-type reading of a snappy rocker, helped by a good big ork and chorus arrangement. Good wax. (American, BMI) (2:40)

You Went Right on Dancing — On this side the chanter shows off a good ballad style again aided by strong ork support. Lad has a style and the sides have a chance. (American, BMI) (2:16)

BOYD BENNETT

The Brain—**MERCURY 71813**—Catcherly rocker-novelty with shomany vocal by Bennett and bouncy, bright beat. Could get coins. (Benjon, BMI) (2:10)

Coffee Break—Exuberant reading by Bennett on rocking novelty. (Benjon, BMI) (2:20)

THE FIVE SPLENDERS

The Elephant Walk—**STROLL 106**—Novelty blues. Cat chants the dance instructions to an infectious backing. (Skyrocket, BMI) (2:10)

Your Dog Hates Me—Blues. Fair vocal, and the side gets a big lift when the horns take over. (Skyrocket, BMI) (2:15)

POLAIS ROYALS

Panic—**NANCY 1006**—Blues instrumental which effectively delineates a mood. Good musicianship. (Hi-Note, BMI) (2:00)

Margit—Instrumental rocker, blues-based. (Mayhew, BMI) (2:15)

CARL LESTER AND THE SHOW STOPPERS

When You See Me Hurt—**BRENT 7021**—Blues, with vocal somewhat church-styled. Instrumentation has an arresting figure. (Drexall, BMI) (2:10)

Don't You Know That I Believe—Church-styled shouter derives a lot from gospel influences. (Clifton, BMI) (2:03)

FAYE REIS

Your Fool—**CANDIX 317**—The thrush bows on the label with a personable vocal on a tender ballad, aided by a listenable arrangement. Lass has a sound and feeling, and side is worth spins. (Sildix, ASCAP) (2:38)

My Lover Boy—Another attractive side by the chanteuse, this time of an old-fashioned ballad. Ork support here is not as fresh as the flip. (Sildix, ASCAP) (2:22)

JOHNNY MATHIS

Should I Wait — **COLUMBIA 42048 (33)**—The question is whether to wait for the gal or run to her side. The emotional thought is posed in classy vocal style by Mathis with a typical, soft instrumental backing. Fans will dig. (Nomat, ASCAP) (2:47)

Laurie, My Love—A pretty ballad by Mathis, with strong folk overtones. It moves with a slow, pensive quality. This side, too, has a chance, with an edge to the flip. (Nomat, ASCAP) (2:25)

THE PETITES

A Little Love—**COLUMBIA 42053 (33)**—Gentle thrushing by the girls on an appealing ballad with quiet charm. Should pull pay. (Sherman-DeVorzon, BMI) (2:17)

Making Miracles—Sprightly vocalizing by the gals on a bouncy rhythm-novelty. (Artists, ASCAP) (2:08)

THE MILLS BROTHERS

Yellow Bird—**DOT 16234**—The Mills Brothers class vocal blend is spotlighted on the attractive oldie. Arthur Lyman's version is high on the charts but this should pull some play. (Walton, ASCAP) (2:30)

Baby Clementine — Swingy rhythm tune is wrapped up in an okay rendition by the boys. (Tempo, ASCAP) (2:02)

THE COUNT VICTORS

The Story of Bonnie — **RUST 5034** — Teen-slanted lyric builds. Violins provide an effective figure. Another good segment is a recitation to a chorus backing. (Just, BMI) (2:53)

Bye Bye Love—The hit of some years ago gets an interesting performance, with fiddles contributing an unusual backing. (Acuff-Rose, BMI) (2:13)

JULIE LONDON

My Darling, My Darling — **LIBERTY 55337**—Julie London wraps her warm pipes around the lovely Frank Loesser tune, over most attractive backing by the ork. One of her best sides in a long time and headed for plenty of spins. (Frank, ascap) (2:12)

My Love, My Love—The pretty tune receives another fine performance from the lass, again supported by a sweet arrangement. Flip is a mite stronger. (Travis, BMI) (2:36)

DEBRA LEWIS

A Million Tears—**VALIANT 6012**—The lass chants this rhythm effort with spark while the chorus backs her with gospel-styled excitement. Two strong sides here for the teen set. (Sherman-DeVorzon, BMI) (2:12)

What You Gonna Do? — Debra Lewis handles this meaningful ballad with warmth aided by a haunting backing by the ork. Side has an intriguing quality. (Sherman-DeVorzon, BMI) (2:21)

GENE THOMAS

Sometime—**UA 338**—Lad chants plaintively on a relaxed bluesy item. UA bought this master from Venus and it is getting action. (Grand Prize, BMI) (2:15)

Every Night — Somber rockaballad is sung with feeling and sincerity by Thomas. (Grand Prize, BMI) (2:35)

FREDDIE SCOTT

When the Wind Changes—**JOY 225**—Emotion-packed warbling by Scott on a haunting theme with mood-provoking backing. (Joy, BMI) (2:20)

I Gotta Stand Tall—Bouncy r.&r. novelty is handed an exuberant interpretation by Scott and a gospel-styled femme chorus. (Joy, ASCAP) (2:05)

IVORY JOE HUNTER

Because I Love You—**CAPITOL 4587**—Ivory Joe returns to wax with a good performance of a slow rocker with a persistent beat. He handles it with spirit against a big ork and chorus backing. Side builds nicely. (Millhave-Lucky Hit, BMI) (2:27)

I'm Hooked—A snappy rhythm tune also done well by Hunter. A femme chorus backs him. Both sides were written by the chanter. (Millhaven-Lucky Hit, BMI) (2:08)

WILLIAM ALLEN & ORK

Theme From Freedom 7 — **LAURIE 3100**—Here's the same theme as the flip without the control tower dialog. A catchy quality here and the side merits spins. (World, ASCAP) (2:40)

Space Flight Freedom 7—Commands go back and forth from Freedom 7 to the control tower here as the ork and piano play an insistent, slow rhythm theme in the background. Chorus moves in later. A different side that could grab spins. (World, ASCAP) (3:20)

THE RAYS

Magic Moon (Clair de Lune) — **XYZ 607**—The familiar Debussy theme is done in a soulful ballad form by the group. The boys pour on the feeling in the lyrics, against triplets, fiddles and chorus. The side is worth plays. Also recently cut by Steve Lawrence. (Conley, ASCAP) (2:50)

Louie Hoo Hoo—An okay rhythm rocker novelty Flip has a definite edge here. (Conley, ASCAP) (2:58)

ROSIE'S BABY DOLLS

I Should Have Known—**FARGO 1017**—A group of young chicks sing this bouncy, soft-shoe type tune with considerable charm. It has the old-fashioned flavor and it's the kind that could inspire sing-alongers. (Mills, ASCAP) (2:11)

In Between (Wishing I Was Sweet Sixteen)—A slower rhythm features this side in which the gals plead about their plight. Flip is stronger. (Southern-Jarrard, ASCAP) (2:20)

JIMMY MOSBY

The Little White Cloud That Cried—**KAPP 411**—Johnny Ray's old hit in sung with preciseness and sincerity by Mosby. Could get some coins. (Carlyle, ASCAP) (2:31)

Do You Call That a Buddy? — Emotional reading on bluesy theme. Chanter sings it well but flip is more important. (Leeds, ASCAP) (3:05)

COUNTRY & WESTERN

BILL CARLISLE

Have a Drink on Me — **COLUMBIA 3-42049 (33)** — A march tempo is used here in a "Battle of New Orleans" rhythm framework. Carlisle again essays a strongly traditional type vocal. Good sound and beat. (Folkways, BMI) (2:42)

Too Old to Cut the Mustard — A good hunk of bouncy hoe-down type country wax. Carlisle contributes a spirited vocal. A lot of novelty comedy gimmicks in the lyric here. Should appeal to traditional fans. (Acuff-Rose, BMI) (2:13)

SPIRITUAL

WILLIAMS AND THE GOSPEL PACKERS

He's Got His Eyes on You — **MINT 804**—Side moves right along with a rolling beat. Deejays will find it good programming. (Ford, BMI) (2:00)

I've Got Old Time Religion — The group sings this side with fervor. Good sound. (Ford, BMI) (2:39)

*** MODERATE SALES POTENTIAL

POPULAR

CARA STEWART
Smack-A-Roo—**Misty Green Eyes**. TOP ROCK 003.

(Continued on page 46)

SPECIAL MERIT SINGLES

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

Pop Disk Jockey Programming

JULIE LONDON

MY DARLING, MY DARLING (Frank, ASCAP) (2:12) Liberty 55337

GEORGE FEYER

MY CLAIR DE LUNE (Trio, BMI)
MILORD (Alamo, ASCAP) Cadence 1403.

*** STRONG SALES POTENTIAL

POPULAR

EDDY HOWARD

Just a Year Ago Tonight—**MERCURY 71773** — Eddy Howard returns to wax with a sweet and tender performance of a pretty ballad which also features the old Howard ork style. Very spinnable. (DeSylva, Brown & Henderson, ASCAP) (2:35)

I Want You to Want Me to Want You—Another fine standard is sung with feeling by Howard in his own warm style, again with the ork featured on most of the disk. Excellent jockey wax. (Fred Fisher) ASCAP) (2:25)

BOBBY HENDRICKS

Honey Drip—**MERCURY 71810**—Bouncy r.&r. novelty is wrapped up in sock vocal by Hendricks with amusing femme scream effect on backing. This side could break loose. (Raleigh, BMI) (2:10)

Good Lovin'—Solid rendition by Hendricks of the old exciting blues item with deft, swinging beat. Tune was a hit about five years ago and could happen again. (Raleigh, BMI) (2:30)

THE CHECK MATES

Hey Mrs. Jones (Parts 1 & 2)—**ARVEE 5030**—A blues. The boys hand it

an interesting shout type staccato vocal. Backing group lends a solid beat. Side two has a spoken bit in which various voices come up with conversation with Mrs. Jones. Good dance rhythm wax. (Frederick, BMI) (2:25) (2:28)

LITTLE WILLIE JOHN

Now You Know—**KING 5516**—A strong ballad of hurt by the little man. The gal has been unfair and the tables are now turned on her. Good performance that warrants plenty of attention. (Pandora, BMI) (2:18)

Take My Love (I Want to Give It All to You)—A good medium-rhythm side with strong r.&b. roots, especially in the insistent down guitar rhythm figures. This side, too, can get spins. Watch both. (Bejo, BMI) (2:44)

THE BOBBETTES

Mr. Johnny Q—**END 1093**—The Bobbettes sell this rhythmic effort with a lot of heart aided by a bright and often swinging side. The fellow they sing about is a good dancer and a handsome guy to boot. Watch this one—it's potent. (Alan K., BMI) (2:12)

Teach Me Tonight—The hit of a few years ago receives a wild performance

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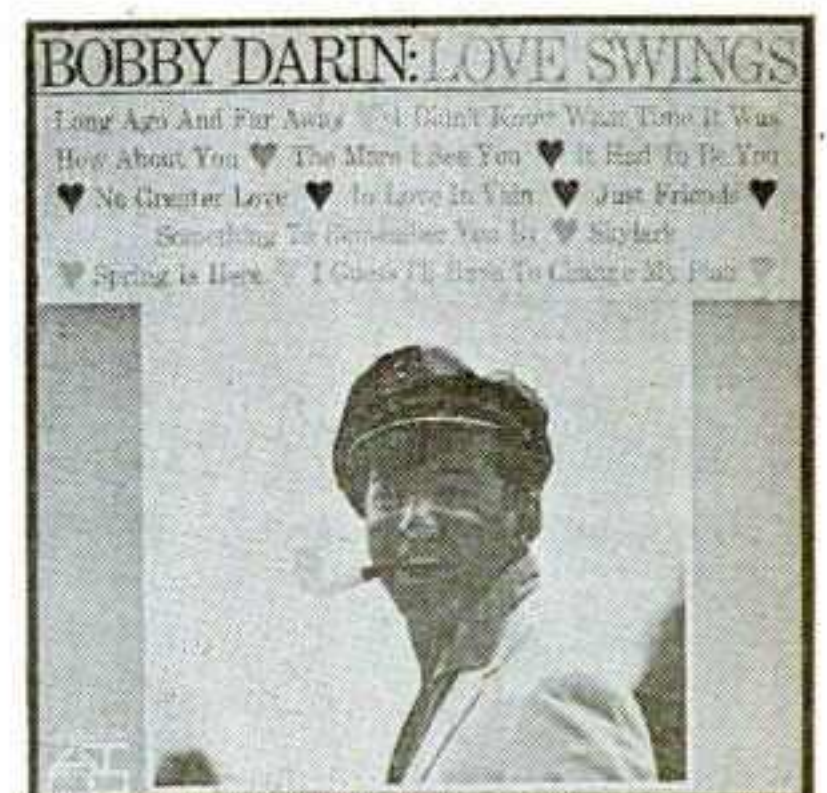
ATLANTIC NEW LP RELEASES

<i>Ray Charles</i>	THE GENIUS AFTER HOURS	1369
<i>Milt Jackson & John Coltrane</i>	BAGS & TRANE	1368
<i>John Lewis</i>	ORIGINAL SIN	1370
<i>Wilbur de Paris</i>	ON THE RIVIERA	1363
<i>David "Fathead" Newman</i>	STRAIGHT AHEAD	1366
<i>The Slide Hampton Octet</i>	SOMETHIN' SANCTIFIED	1362
<i>La Vern Baker</i>	SAVED	8050
<i>Carla Thomas</i>	GEE WHIZ	8057
<i>Robert Clary</i>	LIVES IT UP AT THE PLAYBOY CLUB	8053
<i>The Zeniths</i>	MAKIN' THE SCENE	8043
<i>Will Holt & Dolly Jonah</i>	ON THE BRINK	8051

ATCO NEW LP RELEASES

**Bobby
Darin**

**LOVE
SWINGS**
33-134



**Ben E.
King**

**SPANISH
HARLEM**
33-133



VOX JOX

Continued from page 26

weeks ago in New York. He formerly served as morning man at WCHL, Chapel Hill, N. C.

Dex Card, formerly with WCOP, Boston, has succeeded Bib Wilson at KYW, Cleveland, as morning man. Wilson has moved to WNEW, New York. . . . George R. Dunlevy, ex-program director at KOIL, Omaha, and WING and WONE, Dayton, Ohio, has been named program director of the Elliot Stations (WICE, Providence, and WLOW, Norfolk, Va.). . . . Bob Armstrong is the new program director at WIBV, Belleville, Ill., and Moe Harvey has taken over as production head. Armstrong needs wax for his two jazz shows. He writes, "I have the only established, bona fide AM radio modern jazz show in the metropolitan St. Louis area. We're just across the river and cover more than 2 million population."

Wally Phillips has changed to a new time period at WGN, Chicago. He will follow Eddie Hubbard's early morning show from 9:05 to 11 a.m. Jack Taylor has taken over the 8:05 to 10 p.m. time seg on WGN during the week and will also pair with Virginia Gale, whose program has moved from morning to a 2-3 p.m. afternoon time slot across the board. . . . Ray Starr, radio-TV director for the Florida State Theaters for the past two years, writes, "I am back in the business—as executive assistant to the president of Dixie Broadcasting Stations, and would like to hear from some of my old buddies in the business." The home office and key station of the Dixie chain is WDLF, Panama City, Fla.

TEXAS: Station KTRH, Houston, has started a new music-pattern from 11:45 a.m. to 4:30 p.m. Deejays Earl Carson and Eric Goldmar spin disks during this period, and newsmen call in reports from around the city for on-the-spot news coverage, in addition to KTRH's regular newscasts during the day. . . . KTHT, Houston, deejay Tommy Charles, who joined the outlet last month, also records for Decca and appeared as an actor in the movie "Shake, Rattle and Roll." . . . Randy Warren, KHUL-FM, Houston, is vacationing in New York City this month.

Station KAPE, San Antonio, is observing its first anniversary this June with a month-long celebration. Special programming includes the spotlighting of sing-along artists from around the world. Mitch Miller and other music world figures have joined civic and educational leaders in sending greetings to KAPE. Sing-along deejays at KAPE include Larry James, Johnny Moore and Paul Hall. . . . Bill Mack, KXYZ, Houston, reports that his all-femme howling team won the division in a league for housewives. The team presented its trophy to Mack.

ADD CHANGE OF THEME: Lonnie Starr, WINS, New York, is switching from his all-night show on that outlet to the 6-10 a.m. morning slot. Stan Richards, heretofore WINS's morning man, takes over Starr's all-night duties from midnight to 6 a.m.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Slick Norris, of P. O. Box 653, Highlands, Tex., has available deejay copies of Johnny and Jonie Mosby's "Ain't You Ever," on Toppa; Warren Smith's "Old Lonesome Feeling" b.w. "Call of the Wild," and Shirley Collie's "Dime a Dozen," on Liberty. Drop his a line on your station's letterhead. . . . Gabe Tucker, of Dee Music, 314 East 11th, Houston, is willing to send out sample copies of Bill Mack's "Please Don't Let Her Know," on MGM, to all deejays who'll write in. . . . Red Gordon, c.&w. deejay at KGAF AM-FM, Gainesville, Tex., reports that the station management is allotting more time to his program thus giving country and western music an added shot in the arm in that territory. KGAF-FM is slated to go to 30,300 watts in the near future, Gordon reports. Red says further that the heaviest listener reaction in his area has been going to Buck Griffin's "26 Steps," Webb Pierce's "Sweet Lips," Bill Mack's "Please Don't Let Her Know" and George Jones' "Tender Years."

The list of all-country stations continues to grow. The latest to join the ranks are KOKE, Austin, Tex., and KMBX, Coalinga, Calif. At the same time, KNEL, Brady, Tex., and KARI, Blaine, Wash., have increased their country programming and are expected to go full-time country at an early date. Another full-time station, owned by two vets in the business, Tom Brennen and Jolly Joe Nixon, is slated to go on the air in Santa Rosa, Calif., August 15. All of the above welcome disks from the artists and record companies. Jolly Joe requests that the disks be mailed to him

(Continued on page 48)

B'casters Balk at Some FCC Payola Guidelines

Continued from page 1

ment under the rule. Would wholesale prices or especially low prices (as in the case of some records sold to radio stations) constitute a "nominal charge?" What about times when a broadcaster promotes a particular product even when he pays for it—such as recordings, musical groups and performers, where the station itself benefits from generating public interest in them?

Broadcasters would like Christmas gifts to deejays from record distributors explicitly taken off the payola list, as is the case with gifts of free records to the station. Since no sponsorship identification is necessary when there has not been agreement to play the record, and program selection is made on a merit basis, there should be no bar to Christmas gifts for deejays and program directors by distributors whose records are played among others on the station.

Similarly, this group of broadcasters which includes stations from California to Massachusetts wants it made clear that when talent appears on a show for less than usual fees, no special announcement is needed when he mentions his own record or movie, even if this mention was agreed upon before the show. Same rule would apply to performance paid at top rates.

Triangle Publications approves the payola rules, but wants to be sure the FCC completely revokes its famous announcement of March 16, 1960, in which the agency threw broadcasters and record industry into a panic with its sudden decision that free records constituted "payola" unless each was individually announced. Westinghouse Broadcasting is of the same opinion.

Cutting things pretty fine, Westinghouse would also like clarification on whether free Cokes dispensed on a program like "Dance Party" would need announcement, even though the presence of the Coke machine, supplied free, is safely "incidental" to the program and needs no announcement.

Although deadline for comment is not until July 10 for the rule-making on when broadcasters' owned interests in programming material must be acknowledged on the air, major movie companies filed on this question last week (22). The movie company protests against including all film-making under the new broadcast requirements, were echoed by a group of 16 broadcast firms, including RKO General.

RKO General, which is currently readying a pay-TV experimental program under FCC permit, joins 16 other broadcasters to say the requirements to reveal all financial interests of station personnel, even 10 per cent stockholders, goes be-

yond the statute's actual provisos and would place an intolerable bookkeeping burden on the broadcaster.

The broadcaster would have to have lists of every financial interest of all personnel involved in a given program, including all network personnel and suppliers, when the show involved them. He would have to monitor every airing against the list for possible mention of the owned or partly owned product on the air. Artists appearing on programs would also have to account to broadcasters for all of their financial interests under this "ambiguous" proposal, broadcasters point out.

This group also quarrels with the terms of the proposed anti-payola rule-making. When does an ordinary "mention" of a record, or other owned product, go into the category of "promotion" requiring identification of the one who benefits? All ad lib deejay spiels or interviews with guest stars and all spontaneous panel shows would be ruled out for fear of inadvertent plug for some broadcast personnel's owned or indirectly owned interest, attorneys Pierson, Ball & Dowd, of Washington, point out.

Attorneys recommend making the interest in the product at least 50 per cent before liability is incurred. Even this, they feel, would go beyond congressional intent in the presently worded statute.

Proposals to divorce broadcasting from any ownership in music programming interests have come before a Senate Commerce Committee in the past, and also came up during House payola hearings in the last Congress. Members of the latter group, and more recently, Rep. Emanuel Celler (D., N. Y.) have threatened renewed legislative attack to bring about divestiture of net-owned record companies, music publishing and other music interests by broadcasters.

Also in connection with this rule-making, Westinghouse asks for a guideline for deejays and talent appearing on station-sponsored, fund-raising shows. If either the station or the talent are to get a per cent of the gross, then announcement is necessary, Westinghouse agrees, but if talent or station is to get only a certain guaranteed fixed fee, no announcement should be necessary.

For details of Federal Communications Commission's anti-payola and sponsorship identification rule-making now before the commission, see Billboard Music Week issues May 1 and 15.

NAB Okays One Authority As Watchdog of Radio-TV

Continued from page 4

music. Both teen-age and older listeners complain that they have to listen to half a dozen commercials, or interminable spiels to hear one record, and even then the tune is sometimes cut into by the next commercial.

Hope to Raise Standards

NAB President Collins foresees more blue-ribbon music and drama and entertainment programming on television also as a result of stepped-up NAB code procedures. Collins told a Senate Subcommittee on Juvenile Delinquency here recently that the industry hoped to "raise program standards" all down the line to get them out of the current sex and violence orbit.

Also on the NAB agenda is Collins' plan to have a research and training center set up in association with one of the nation's leading universities, preferably located right on campus. Collins' plans were given a vote of confidence by the NAB during a board meeting here last week.

The joint code authority will headquarter in Washington, and its "highly qualified" director will be given an NAB vice-presidency, when appointed, with NAB board approval. The top man will have an assistant for TV and one for radio, and branch offices will be continued in New York and Hollywood.

Two Code Boards

Each medium will have its own

code review board, composed of five members, which will consider and pass on appeals from decisions of the director. They will also make suggestions for revisions of the codes.

The new stiffer radio code of NAB reportedly has 1,272 subscribers. Total radio NAB membership is said to be at an "all-time high" of 2,378 stations, consisting of 1,776 AM's and 602 FM's.

Stations and Flicks in Joint Promo

Continued from page 26

recently in a promotional tie-up with RKO Theaters to promote the new Universal-International movie "The Last Sunset" starring Rock Hudson. The deejays originated there record shows from the lobby of the RKO Palace Theaters here, and handed out free perfume to patrons in the lobby.

Station WINS last Friday (23) originated all of its shows from 10 a.m. to 3 p.m. from the lobby of the Criterion Theater here to help promote the new Columbia movie, "The Guns of Navarone," starring Gregory Peck. Deejays Jack Lacy and Stan Z. Burns were on hand to broadcast their regular programs from the lobby, and jockey Murray Kaufman taped interviews with visiting celebrities in the lobby that afternoon for air-

ing over his evening WINS show that night.

One of WINS' most effective movie tie-ups was one it staged last month in conjunction with the opening of the United Artists film, "The Last Time I Saw Archie," starring Robert Mitchum, a movie about World War II. For days prior to the opening of the picture, WINS jocks invited ex-G.I.'s to participate in the contests in the Victoria Theater lobby here on opening day.

The contests were to find: (1) The ex-G.I. who told the best true "goldbrick" story; (2) the one whose old uniform still fits the best, and (3) the one whose old uniform fits the worst. In addition, the 100 men who turned up in their old uniforms were admitted free.

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BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

Table with columns 'This Week' and 'Last Week' for Germany. Includes songs like 'BABYSITTER BOOGIE', 'WHEELS-String-A-Longs', 'WIE DAMALS IN PARIS', etc.

SWEDEN

(Courtesy Show Business, Stockholm)

Table with columns 'This Week' and 'Last Week' for Sweden. Includes songs like 'PEPE/APACHE', 'SUCU SUCU/AH MARIA', 'ANGELIQUE', etc.

BRITAIN

Table with columns 'This Week' and 'Last Week' for Britain. Includes songs like 'RUNAWAY-Del Shannon', 'SURRENDER-Elvis Presley', 'PASADENA-Temperance Seven', etc.

FRANCE

Table with columns 'This Week' and 'Last Week' for France. Includes songs like 'PEPITO-Los Machucambos', 'SUCU SUCU-Bob Azzam', 'EXODUS-Edith Piaf', etc.

DENMARK

Table with columns 'This Week' and 'Last Week' for Denmark. Includes songs like 'BABY SITTIN' BOOGIE', 'PEPE-Jorgen Ingmann', 'WHEELS-Calle Martins', etc.

SPAIN

Table with columns 'This Week' and 'Last Week' for Spain. Includes songs like 'POETRY IN MOTION-Duo Dinamico', 'MY HOME TOWN-Paul Anka', '15 ANOS TIENE MI AMOR-Duo Dinamico', etc.

FRENCH (Walloon) BELGIUM

Table with columns 'This Week' and 'Last Week' for French (Walloon) Belgium. Includes songs like 'WHEELS-The String-A-Longs', 'BABY SITTIN' BOOGIE-Buzz Clifford', 'PEPE-Duane Eddy', etc.

NORWAY

Table with columns 'This Week' and 'Last Week' for Norway. Includes songs like 'THEME FOR A DREAM-Cliff Richard', 'WHEELS-Billy Vaughn', 'BUT I DO-Clarence (Frogman)', etc.

AUSTRIA

Table with columns 'This Week' and 'Last Week' for Austria. Includes songs like 'BABYSITTER BOOGIE-Ralf Bendix', 'SURRENDER-Elvis Presley', 'SUCU-SUCU-Ping Ping', etc.

HOLLAND

Table with columns 'This Week' and 'Last Week' for Holland. Includes songs like 'WHEELS-String-A-Longs', 'NON, JE NE REGRETTE RIEN-Edith Piaf', 'BABY SITTIN' BOOGIE-Buzz Clifford', etc.

ITALY

Table with columns 'This Week' and 'Last Week' for Italy. Includes songs like 'LEGATA A UN GRANELLO DI SABBIA-Nico Fidenco', 'IL MONDO DI SUZIE WONG-Nico Fidenco', 'PARLAMI D'AMORE MARIU'-Peppino Di Capri', etc.

Asia & Pacific

NEW ZEALAND

Table with columns 'This Week' and 'Last Week' for New Zealand. Includes songs like 'THEME FOR A DREAM-Cliff Richard', 'WHEELS-Billy Vaughn', 'BUT I DO-Clarence (Frogman)', etc.

JAPAN

Table with columns 'This Week' and 'Last Week' for Japan. Includes songs like 'KITAKAMI YAKYOKU-Dark Ducks', 'LONELY SOLDIER BOY-Johnny Deerfield', 'CALENDAR GIRL-Neil Sedaka', etc.

Table with columns 'This Week' and 'Last Week' for other regions. Includes songs like 'BROKEN PROMISES-Henri De Paris', 'GINZA NO KOI NO MONOGA TARI-Ishihara Yujiro', 'YOU MEAN EVERYTHING TO ME-Neil Sedaka', etc.

HONG KONG

Table with columns 'This Week' and 'Last Week' for Hong Kong. Includes songs like 'SUMMER KISSES-Elvis Presley', 'TRAVELIN' MAN-Ricky Nelson', 'WILD IN THE COUNTRY-Elvis Presley', etc.

AUSTRALIA

Table with columns 'This Week' and 'Last Week' for Australia. Includes songs like 'TRAVELIN' MAN-Ricky Nelson', 'SCOTTISH SOLDIER-Andy Stewart', 'BABY FACE-Bobby Vee', etc.

The Americas

CHILE

Table with columns 'This Week' and 'Last Week' for Chile. Includes songs like 'WILL YOU LOVE ME TOMORROW-The Shirelies', 'POETRY IN MOTION-Pat Henry', 'NEVER ON SUNDAY-Don Costa', etc.

(Continued on page 48)



HOT WITH A FULL PAGE OF HITS!

BEST SELLING SINGLES

Moody River	Pat Boone	16209
Yellow Bird	Lawrence Welk	16222
Blue Tomorrow	Billy Vaughn	16220
Right or Wrong	Debbie Reynolds	16225
(Mustapha) Apple Core Song	Louis Prima and Keely Smith	16221
Little Lover Boy		
I Keep Coming Back for More	Keely Smith	16228
Turn Around		
I Fall to Pieces	Dodie Stevens	16200
Poor Little Rich Boy		
Part of a Fool	Robin Luke	16229

Rainin' in My Heart		
A Full House	Dorsey Burnett	16230
The Original Mama Blues		
Steel Guitar Rag	Alvino Rey	16227
Echoes of the South Pacific		
Steel Guitar Chimes	Hal Aloma	16226
Stranger From Durango		
Lonely Sea	The Three K's	16223
Still Waters		
Take My Heart	The Ripples	16224

NEW RELEASES

Yellow Bird	The Mills Brothers	16234
Explosive Generation		
Wait for Me	Kimm Charney	16233
Big Lucas		
Cry, Cry My Darling	Bill Ham	16232

I Wanna Dance		
Since I Met You	Richard Turley	16231
Whispering Bells		
Come Go With Me	Dell-Vikings	16236

BEST SELLING ALBUMS

Yellow Bird	Lawrence Welk	DLP 3389
Dearly Beloved	Keely Smith	DLP 3387
My God and I	Pat Boone with the Abilene Christian College Chorus	DLP 3386
Blue Moon	Louis Prima	DLP 3385
Moody River	Pat Boone	DLP 3384
Apache	Sam Butera and the Witnesses	DLP 3381
Sabre Dance	Johnny Maddox and his orchestra—featuring Paul Smith at the Piano	DLP 3378
Pink Shoelaces	Dodie Stevens	DLP 3371
Orange Blossom Special and Wheels	Billy Vaughn	DLP 3366
Tony Martin—His Greatest Hits		DLP 3360
Calcutta	Lawrence Welk	DLP 3359

Polynesian Percussion	George Cates	DLP 3355
Wonderland by Night	Louis Prima	DLP 3352
Last Date	Lawrence Welk	DLP 3350
Theme From the Sundowners	Billy Vaughn	DLP 3349
Champagne Music	Lawrence Welk	DLP 3342
Great, Great, Great	Pat Boone	DLP 3346
Yellow Bird	The Mills Brothers	DLP 3338
Look for a Star	Billy Vaughn	DLP 3322
Theme From a Summer Place	Billy Vaughn	DLP 3276
Lawrence Welk Presents the Lennon Sisters Singing the Best Loved Catholic Hymns		DLP 3250
Songs of the Islands	Lawrence Welk	DLP 3251
Be My Love	Keely Smith	DLP 3241
Louis and Keely	Louis Prima and Keely Smith	DLP 3210
The Mills Brothers' Greatest Hits		DLP 3157
Pat's Great Hits	Pat Boone	DLP 3071
Gale's Great Hits	Gale Storm	DLP 3098

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GERMANY

Munich Sees 1st U. S. Musical, 'West Side Story,' and Loves It

By JIMMY JUNGERMANN 102, Ismaninger Str., Munich

"Broadway Conquers Munich" is the headline in the Munich tabloid "Abendzeitung" on a full page dedicated to the Munich visit of "West Side Story." With prices up to \$10, the Deutsches Theater is a sell-out for each performance. The show is presented by Golra Godik and Pete Kameron in the original Broadway production of Jerome Robbins...

JAZZ FESTIVAL IN YUGOSLAVIA: The Yugoslavian spa of Bled staged its second jazz festival. Some 130 musicians from all parts of Yugoslavia attended the festival. The much-applauded stars were Marjan Domic, Urban Koder, Vojislav Simic (and his big band), John Lewis was guest star.

COLD WAR OF THE BABIES: Philips complained the baby cry of their Buzz Clifford original is imitated by Electrola's version featuring Ralf Bendix. Now Electrola withdrew the first version, issued a second one featuring Inge Claus as a baby.

TALENT TOURS: East Germany's top band by Fips Fleischer tours West Germany and Sweden. Poland's Zygmunt Wichary jazz combo will tour Germany in August and September. Vico Torriani and Munich show band of Max Greger tour Austria. Greek singer Jimmy Makulis, one of the top German recording stars, tours his homeland, Greece. Herbert Ernst Groh tours East Germany.

U. S. LABEL IN GERMANY: Deutsche Grammophon is now issuing the United Artists label in Germany, Austria, Switzerland, Sweden, Norway, Denmark and Finland under the original UA label. All the previously issued Heliodor-UA labels will be re-issued as UA labels.

SPAIN

Firms Disputing 'La Novia' Rights

By RAUL MATAS Editor, Discomania

Two big Spanish music companies are disputing the rights to "La Novia," a hit all over the Latin-American countries and already also a success in Europe. Written by the Chilean pianist Joaquin Prieto, it was recorded by his brother Antonio Prieto. Gloria Lasso, outstanding name in the world of European songs, brought back from Mexico "La Novia" (The Sweetheart), and Sacha Distel has just recorded "Oul, Devant Dieu" (Yes, in Front of God), which is the M. Teze's arrangement for "La Novia." "Canciones del Mundo" (World's Songs) is publishing one version and Enrique Martin Garcia of Hispavox Music is publishing the other.

SUMMER WAVE: Spain is being invaded by a summer musical wave. The summer resorts pay \$1,000 per day to the big names in businesses. That's a reason to have these days in Madrid and Barcelona Luis Mariano, Gloria Lasso, the Blue Diamonds, Jean Claude Pascal (Eurovision's winner), Trio Calaveras from Mexico, Mina from Rome (San Remo's star), Sacha Distel from Paris and local stars Natli Mistral and Esmeralda Mistral. Flamenco spots and theaters are showing Luisa Ortega and Manolo Caracol, Maria Albacin, La Chunga, and Ferrines De Badajoz.

DISK SHORTS: UJA has released a new LP by Eydie Gorme and Steve Lawrence with "Facts of Life." Paul Anka will sing here in August. No theaters, no clubs. Just two big festivals at the Bullfight Arenas in Madrid and Barcelona. The international Guapachas orchestra doing all right at Pavilion in Madrid. RCA's latest list includes "Que Familia Senor" by Yeyo, "I Feel So Bad" by Elvis Presley, "La Pachanga" by Hugo and Luigi, and "Casita en la Playa," by the Silva Bros.

FRANCE

Vet Stars Come Back on Disks

By EDDIE ADAMIS 92 quai du Marechal Joffre Courbevoile (Seine)

Despite the undeniable and ever-growing success of rock and roll, there is also a major trend here for reviving not only songs of the 1925 era but also for re-issuing the hits of ancient recording stars. Artec-Odeon claims to be getting big sales on the recently created series, "L'Age d'Or du Music Hall" (the Golden Era of Music Hall), with old-time stars such as Berthe Sylva and Jean Lumiere. Other big record labels are seen willing to follow Odeon's path.

DISK BUSINESS: Barclay Records will distribute in France the Spanish record label Hispavox. First two records on the market are flamenco singers Los Chiquitos and Ricardo Dorado and his orchestra.

PUBLISHING: Editions Barclay has sold the publishing rights to "Le Voyageur Sans

Etoiles," first-prize song of "Le Coq d'Or de la Chanson Francaise," for Italy, Spain, Germany, Belgium, U. S. (Barclay Music Corporation) and Great Britain (Shapiro Bernstein). Editions Meridian-Semin has sold the publishing rights to "Ton Adieu," second-prize winning song in the same song contest, for Italy, Great Britain and Netherlands.

HOT WAX: RCA claims record-breaking sales by Elvis Presley's "It's Now or Never" and "Surrender." They expect bigger sales on latest Presley LP, "Something for Everybody."

NEW RELEASES: Last week's EMI group included Nat King Cole's "The Touch of Your Lips" (from Capitol); Cliff Richard: "Theme for a Dream" (Columbia) and Joe Loss "Wheels Cha Cha" (VSM). Rocky Volesno has recorded "Belle Maman, French version of Mother-in-Law, for Philips Records.

HOLLAND

Connie Froboes Set for Festival

By HEMMY J. S. WAPPEROM Editor, Platennieuws

Well known teen-age star Connie Froboes (17) is expected June 25 at VARA radio station's festival (500 participants, among them Josephine Baker). Edith Piaf underwent another operation and consequently her visit to Holland has been postponed. In three months time, about 110,000 records of Piaf were sold in Holland.

DISKS: Elvis Presley disk sales have already reached 160,000 for "O Sole Mio," 45,000 "Are You Lonesome Tonight" and 90,000 for "Wooden Heart." Particularly worth noting is the sale of 20,000 disks of Presley's "Surrender" within one week. Capitol-Holland just released a new LP live presentation of Stan Kenton's "Road Show" featuring June Christy and the Four Freshmen.

LABELS: Canadian-American Records will be distributed here by Artone of Haarlem, Holland. Basart Record Company is going to push down his popular labels including Oriole, Embassy, Meodisc and Esquire. Dureco Limited Liability Company is going to distribute the Metronome label and Prestige Jazz.

VISITORS: The U. S. troupe of "West Side Story" is expected to arrive here July 2. The performances will take place at Amsterdam, Carre Theater July 4-19 and Rotterdam July 21-27. Basart's Music Publicity Company is rushing out a "West Side Story" album.

GOLDEN DISKS: Dutch Fontana singer Ria Valk was presented with a gold record. Something like 100,000 copies of her "Rocking Billy" have been already sold. Belgian singer Ping Ping was presented with a gold record by Managing Director Siekman of Hohner Record Company because 100,000 copies of his "Sucu Sucu" sold in Holland. Ping Ping himself preferred the version of Caterina Valente's "Sucu Sucu" as he told us frankly.

LABELS: Dureco Record Company represents the Hispavox label, sub label of the French Barclay Company. The same Dureco started the representation of the Metronome label with the German hit "Danke Fur Die Blumen (Wedding Cake) by Siv Malmkwist.

DISK SHORTS: Just released are two LP's in the series "Southern Folk Heritage" by London Records. Next month the release of the whole series, (7 LP's) will be completed.

Sinatra fans welcomed a new LP by Philips, "The Nearness of You," which contains 14 great Columbia standards by "The Voice." The new Everly Brothers single, "Temptation," presented in a new attractive cover will hit the record market during the next two weeks.

HONG KONG

Jazz Men Stop To Do the Town

By CARL MYATT

44 Mt. Kellett Rd., The Peak, Hong Kong

The Modern Jazz Quartet flew into town en route to New Zealand. Hong Kong Jazz Club Secretary Tony Lpoes managed to contact John Lewis and Percy Heath, and together with another top jazz man, Tony Scott, did the town. The party later adjourned to the Paramount nightclub, where the two members of MJQ and Scott joined resident leader Giancarlo and his all-Italian combo for a set of two numbers played in dance time. The dancers crowded the bandstand, stopped, listened and applauded for more.

The Nat King Coles flew in from Manila for a short vacation and fell so much in love with the Colony that they are seriously thinking of buying property—preferably near one of Hong Kong's lovely beach spots. Nat and his wife did plenty of shopping and also visited the famous floating restaurants at Aberdeen where Nat was kept busy for a while signing autographs.

NEW POP EP RELEASES: "Dance On Little Girl," "I Talk To You" (On the Telephone)—Paul Anka, ABC; Kilrol Sakurambo, "Yellow Cherries," "Wooden Heart," Mona Fong, Diamond; "Baby Face," "Sixteen Cubes of Sugar," Brian Hyland, Kapp; "I Should Know Better," "555 Times," Four Lads, Kapp; "The Song of the Rain," "A Lover's Symphony," Roger Williams, Kapp; "La Pachanga," "Take Care," Joe Sherman, Kapp; "Eldorado," "River Kwai March" and "Colonel Bogey," Richard Hayman, Mercury; "The Next Kiss" (Is the Last Goodbye), Conway Twitty, MGM; "Breakin' In a New Heart," "Someone Else's Boy," Connie Francis, MGM; "Another Lonely Girl," "Can't Forget," Mark Dinning, MGM.

NEW POP LP's: "Viva Cugat," Xavier Cugat and ork; "Clebanoff Strings and Percussion," "Woodwinds and Percussion," Hal Mooney and ork; Richard Hayman, "Harmonica Holiday" — all on the new Mercury Perfect Presence Sound Series.

NEW CLASSICAL RELEASES: Wagner's "Tristan and Isolde" (Decca); Strauss, "Vienna Philharmonic" (Decca); "French Overtures," L'Orchestra de la Suisse Romande (Decca).

BRITAIN

EMI Disk Tokens to Cover Decca, Pye & Other Labels

By DON WEDGE News Editor, New Musical Express

Freedom in the use of EMI's record tokens has been accorded British dealers from July 1. Started 15 years ago, they have in the past been officially restricted to exchanges for EMI disks. They will now be available for other labels—including Decca, Pye, Philips and Oriole. Dealer profit margin on both the original sale of the token and when it is exchanged for a disk are being reduced slightly to cover EMI's administrative costs. The move has been welcomed by dealers. Indeed, it has been pressed for by the Gramophone Record Retailers Association.

VISITORS HERE: Jo Stafford and her husband, conductor-composer Paul Weston, arrived for a long stay. Stafford will be taping 13 one-hour TV shows intended for world markets. Also here was her manager Michael Nidorf, the head of Independent Television Corporation and also Stafford's manager, who set up the deal. Percy Faith called in London last week, mainly on holiday, but was feted at a reception by Philips. Nelson Riddle is writing the score in London for the "Lolita" film—putting off any concert appearances in the immediate future. BMW's Paris correspondent Eddie Adams was in London looking at the local scene.

DISK BUSINESS: Pye put its Brook Brothers vocal duo on the transatlantic phone again to promote North American sales of "warpaint"—this time to Don Webster of Station CKOC, Hamilton, Ont. A girl juggling act called the Barantons Sisters, currently in the London Palladium's revue, apparently recorded for MGM in New York as the Vilette Sisters earlier this year!

PUBLISHER BUSINESS: Gerry Bron, of Bron Music, has opened a firm here for Aaron Schroeder. It will represent Schroeder's firms—Sea-Lark Enterprises, January Music, Arch Music and the copyrights of Musicor Records. Dick James, a director for eight years, is leaving by October 1 to launch his own firm. He is already negotiating for American contracts. His duties will be taken over by Gerry Bron, and, as exploitation manager, Peter Callender.

TALENT TOURS: Johnnie Ray, opening tonight (26) at the Talk-of-the-Town, launches the weekly Sunday concerts at Blackpool Opera House July 2 and heads ATV's "Sunday Show," probably July 9. Mel Torme, here for a Room-at-the-Top date from July 10, does the TV show July 16 and appears at Blackpool July 23. Gene Vincent, now touring British ballrooms, was hurt escaping pursuing fans at Newcastle June 14. He is due to return to the U. S. today (26) to clear up personal business and is then expected back in Britain for an extended stay.

FILMS: Dave Brubeck and Charlie Mingus become the first American musicians to appear in a British-made film since at least before the war. They are cast as themselves in "All Night Long," being produced and directed by Michael Relf and Basil Dearden at Pinewood. It stars Patrick McGloohan and features many British jazz

musicians — Johnny Dankworth, Tubby Hayes and Alan Ganley among them. "West Side Story" is expected to follow "Exodus" into the Astoria for its British premiere.

RADIO: Brian Mathew, host of British radio's top-rated live pop show, the BBC's "Saturday Club," leaves the corporation June 30. He will continue as host of the show and its runner-up, "East Beat," and has been signed by Pye to present two of its sponsored Radio Luxemburg shows. He will also introduce a new BBC-TV series, "Trad Fad," which from July 1 spotlights the current interest in traditional jazz as a late-evening weekly Saturday feature.

PERSONALS: Harry Walters, an executive of EMI's international promotion department, is due back after two weeks in Paris with Pathe-Marconi. Fred Jackson, of the Tin Pan Alley Music group, is back after talks with Dave Miller of Somerset Records, in Hamburg, and other Continental associates. Steven Stewart, director-general of the International Federation of

(Continued on page 48)

MEXICO

Artist & Tune On Two Labels

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

Bobby Capo's Argentinian hit, "Llorando Me Dormi" (I Went to Sleep Crying) appeared twice on the Mexican market (RCA, Peerless). RCA Victor Mexicana says that it received the original tape from its Argentinian affiliate; Peerless received its tape from the Puerto Rico Records (Maravelle) company which they represent here. Another Argentinian hit, "Vuelve Primavera" (Spring Comes Back) sung by Johnny Tedesco for RCA, is a first composition of teen-aged Armando Trejo, guitarist of the Mexican Blue Caps (Columbia).

VISITORS: Johnny Camacho, artistic director of RCA Espanola, and Francesco Fanti, assistant to the president of RCA Italiana, spent a few days with their Mexican colleagues after their visit to New York and before flying back to Madrid and Rome. Rogelio Martinez Jr., son of the leader of famed Cuban orchestra Sonora Matancera, is building up inter-American distribution of his record label Rossy (Havanna). He signed a contract of mutual representation with Jorge H. Yanez, owner of Cisne Records (Mexico).

DISK SHORTS: The orchestra of Ramon Marquez recorded for Musart its first LP to appear on our market, with standard melodies in pachanga rhythm. Other companies will follow. Andre Toffel will act as chief co-ordinator in Columbia's staff of six artistic directors, Toffel included.

NEW ZEALAND

Harry Miller Plans Jazz Pack

By FRED GEBBIE P.O. Box 2443, Auckland

Harry Miller tells BMW he hopes to bring out, as a package deal, Ella Fitzgerald, Oscar Peterson, and the Lou Levy Quartet. If the deal goes through, it would have the backing of the newly formed Jazz Federation. Cliff Richard is also lined up for a tour, as is Lonnie Donegan. The Auckland Jazz Federation has put out feelers for a visit by Ahmad Jamal and Trio. Pete Jolly and Ralph Pena arrive here within the next two weeks.

LABEL NEWS: Audio Fidelity will make its debut through La Gloria Records distributors, Miller Associates, who have just recently taken over the Roulette distribution for N.Z. Viking Records expects U. S. label Warwick to come their way this month.

LP NEWS: Philips leads off this week with a fine release by Miles Davis, "Jazz

Track" on Coronet. Others ready for release are "Blitzkrieg" (a documentary), the Brothers Four, "B.M.O.C.," and "Happy Times Sing Along" with Mitch Miller. RCA has hit the market with the first compact 33 double release in N.Z., "Flaming Star," with Elvis Presley.

SINGLES NEWS: Philips' top seller for the month is "Sailor" (Polydor), which has touched the 30,000 sales mark. Following is the local hit, "Corinna, Corinna," by Bill Boyd. Roy Hamilton's "You Can Have Her" is still selling, as is "Are You Sure" the the Allison. Philips will release "Your Goodnight Kiss" by Guy Mitchell. HMV's potent hits are "100 Pounds of Clay" by Gene McDaniels (London); "Theme for a Dream," Cliff Richard (Columbia); Del Shannon's "Runaway" and Ben E. King doing "First Taste of Love." Pye's biggest for some time is the Marceles' dishing of "Blue Moon."

JAPAN

Harvard Glee Club Sets Tour

By TEN KATTORI Yokohama Correspondent

The 54-member Harvard University Glee Club will make a three-month performance tour of Japan, starting June 20. One of the concerts in Tokyo will be featured in a joint performance in concert with Japanese glee clubs. Trio Los Paraguayos is staying on two-month concert tour of this country. The trio arrived here May 28.

NEW RELEASE: King Records, licensee of Telefunken, Mercury, ABC-Paramount, London, made its initial release of the Perfect Presence Sound (PPS) Series. Included in the initial release were three popular LP's, each disk featuring Xavier Cugat, and David Carroll playing Latin numbers all arranged by himself. Nippon Victor has released four 10-inch LP's selling

for 1,000 yen (\$2.78) in its World 25 Series Line to "those who like mood music." Featured in the release are Billy Vaughn playing tropical and Hawaiian melodies, Paul Mark Ork playing Japanese melodies arranged in mood music, and Big Sam Marowitz playing slow tempoed "Night Charm" and other moody music.

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This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	MOODY RIVER	By Gary Bruce—Published by Keva (BMI)	5
2	6	QUARTER TO THREE	By Barge-Guida-Anderson-Rayster—Published by Pope (BMI)	4
3	5	RAINDROPS	By Dee Clark—Published by Conrad (BMI)	5
4	1	TRAVELIN' MAN	By Jerry Fuller—Published by Golden West Melodies (BMI)	8
5	4	WRITING ON THE WALL	By Barkan-Baron-Eddy—Published by Winneton-Glenville (BMI)	4
6	8	TOSSIN' AND TURNIN'	By Adams-Rene—Published by Steven (BMI)	4
7	7	EVERY BEAT OF MY HEART	By Johnny Otis—Published by Valjo (BMI)	4
8	10	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)	4
9	13	THOSE OLDIES BUT GOODIES	By Paul Politi-Nick Curinga—Published by Maravilla (BMI)	3
10	9	YELLOW BIRD	By Luboff-Keith—Published by Frank (ASCAP)	3
11	3	STAND BY ME	By King-Glick—Published by Progressive-Trio (BMI)	5
12	12	YOU ALWAYS HURT THE ONE YOU LOVE	By Fisher-Roberts—Published by Pickwick (ASCAP)	5
13	14	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)	13
14	11	RUNNING SCARED	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	8
15	18	DANCE ON LITTLE GIRL	By Paul Anka—Published by Spanka (BMI)	3
16	16	HELLO MARY LOU	By Gene Pitney—Published by January (BMI)	7
17	17	I FEEL SO BAD	By Chuck Willis—Published by Berkshire-Elvis Presley (BMI)	6
18	15	BARBARA ANN	By Fassett—Published by Cousins-Shoestring (BMI)	5
19	19	EXODUS	By Gold—Published by Chappell (ASCAP)	30
20	21	HEART AND SOUL	By Carmichael-Loeasser—Published by Famous (ASCAP)	2
21	—	HATS OFF TO LARRY	By Del Shannon—Published by Vicki-McLaughlin (BMI)	1
22	—	SAN ANTONIO ROSE	By Bob Willis—Published by Bourne (ASCAP)	1
23	—	TELL ME WHY	By Marshall Helfand-Don Carter—Published by Lion (BMI)	1
24	20	HELLO WALLS	By Willie Nelson—Published by Pamper (BMI)	8
25	22	PEANUT BUTTER	By Barnum-Cooper-Goldsmith—Published by Arvee (BMI)	4
26	26	I'M A FOOL TO CARE	By Ted Daffan—Published by Peer (BMI)	4
27	—	WILD IN THE COUNTRY	By Peretti-Creatore-Weiss—Published by Gladys (ASCAP)	1
28	30	TEMPTATION	By Brown-Freed—Published by Robbins (ASCAP)	2
29	25	LITTLE EGYPT	By Lieber and Stoller—Published by Progressive (BMI)	3
30	29	RAMA LAMA DING DONG	By G. Jones Jr.—Published by Twin-Jimbo (BMI)	2

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- MOODY RIVER**—Pat Boone, Dot 46209; Chase Webster, Southern Sound 101.
- QUARTER TO THREE** — U. S. Bonds, Le Grand 1008.
- RAINDROPS**—Dee Clark, Vee Jay 383.
- TRAVELIN' MAN** — Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.
- WRITING ON THE WALL**—Adam Wade, Coed 550.
- TOSSIN' AND TURNIN'** — Bobby Lewis, Beltone 1002.
- EVERY BEAT OF MY HEART**—Gladys Knight, Fury 1050; Mid-nights, Deluxe 6190; Pips, Vee Jay 386.
- BOLL WEEVIL SONG** — Brook Benton, Mercury 71820.
- THOSE OLDIES BUT GOODIES**—Little Caesar and the Romans, Del FI 4158; Nino and the Ebb Tides, Madison 162.
- YELLOW BIRD**—Bards, Cuca 1038; Gary Crosby, MGM 13017; Arthur Lyman Group, HI FI 5024; Mills Brothers, Dot 16234; Lawrence Welk, Dot 16222; Roger Williams, Kapp 408.
- STAND BY ME**—Ben E. King, Atco 6194.
- YOU ALWAYS HURT THE ONE YOU LOVE**—Clarence Henry, Argo 5388; Ada Lee, Atco 6189.
- NEVER ON SUNDAY** — Lale Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United Artists 304.
- RUNNING SCARED**—Roy Orbison, Monument 438.
- DANCE ON LITTLE GIRL**—Paul Anka, ABC-Paramount 10220.
- HELLO MARY LOU** — Ricky Nelson, Imperial 5741.
- I FEEL SO BAD**—Elvis Presley, RCA Victor 7880.
- BARBARA ANN** — Regents, Gee 1065.
- EXODUS**—Pat Boone, Dot 16176; Ferrante and Teicher, United Artists 274; Eddie Harris, Vee Jay 378; Legends, Columbia 41949; Mantovani, London 1935; Medallion Strings, Medallion 602; Edith Piaf, Capitol 4564.
- HEART AND SOUL** — Clefones, Gee 1064; Jan and Dean, Challenge 9111.
- HATS OFF TO LARRY** — Del Shannon, Big Top 3075.
- SAN ANTONIO ROSE** — Floyd Cramer, RCA Victor 7893; Frantics, Dolton 33.
- TELL ME WHY**—Beltones, Sabrina 500.
- HELLO WALLS** — Faron Young, Capitol 4533.
- PEANUT BUTTER** — Marathons, Arvee 5027; Vibrations, Argo 5389.
- I'M A FOOL TO CARE** — Joe Barry, Smash 1702; Oscar Black, Savoy 1600.
- WILD IN THE COUNTRY**—Elvis Presley, RCA Victor 7880.
- TEMPTATION** — Everly Brothers, Warner Bros. 5220.
- LITTLE EGYPT** — Coasters, Atco 6192.
- RAMA LAMA DING DONG** — Edsels, Twin 700.

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Reviews of New Albums

Continued from page 28

bass. The music will appeal to Giuffre fans and connoisseurs of the lyric flights of what has been termed classical jazz.

★★★★ GROOVE
Richard (Groove) Holmes, Jazz Organ. Pacific Jazz Stereo 23 (Stereo & Monaural)—Les McCann introduces a new organ talent on this disk—and a fine talent, too, is Richard (Groove) Holmes. Holmes has an easy and graceful way with the console that keeps things moving without deafening the listener. The side is also greatly enhanced by some swinging piano work by McCann himself and pulsing tenor sax work from vet Ben Webster. Ron Jefferson on drums and Tricky Lofton complete the group. "Them That's Got," "Healin' Feelin'" and "Deep Purple" are three very representative sides on this free and easy jam disk.

CLASSICAL LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ MUSSORGSKY: PICTURES AT AN EXHIBITION; RAVEL: 3 PIANO PIECES

Rudolf Firkušny, Piano. Deutsche Grammophon SLP 138679 (Stereo & Monaural)—There are at least a half dozen other diskings of the piano version of this famous orchestral work now available, and a few are by sterling names. Yet, this sympathetic performance by one who is a top name in his own right, can garner consistent sales, if exposed. Sound is as good as most now on counters.

★★★★ BEETHOVEN: CHORAL FANTASY 7 BAGATELLES

Sviatoslav Richter & USSR Radio Symphony Ork and Chorus (Sanderling). Bruno BR 14046—Excellent performances here by Sviatoslav Richter of the Beethoven Choral Fantasy and Seven Bagatelles. As might be expected Richter's reading of the Beethoven Fantasy is outstanding and he shows off his taste and skill with clarity on the smaller piano compositions. Strong wax for the Richter fans.

★★★★ LISZT: HUNGARIAN CORONATION MASS

Choir and Ork of the Budapest Coronation Cathedral (Janos Ferencsik). Deutsche Grammophon SLP 138668 (Stereo & Monaural)—This is a work of sustained power that is representative of Liszt at his most dramatically effective. Soloists, choir and orchestra are given spacious and realistic recording, made at the same Budapest church where the work was first performed. It emerges as a colorful and dynamic piece of music that should be recommended to all who enjoy choral or liturgical recordings. Although not as well known as many Liszt works, and apparently not otherwise available, this could generate some real excitement.

★★★★ BEETHOVEN: VIOLIN SONATAS IN C MINOR & G MAJOR

Carl Seemann, Piano; Wolfgang Schneiderhan, Violin. Deutsche Grammophon SLP 138123 (Stereo & Monaural)—The not too often heard Beethoven sonatas for violin and piano presented here are expertly and sensitively performed by Seemann and Schneiderhan. Considered "entertainment" pieces in comparison to other music in the Beethoven repertory, they still possess a great deal of the grace and the majestic quality that is so distinctly the great composer's enduring characteristic. The recording, done in Europe, is of excellent caliber.

★★★★ RAVEL & COLETTE: L'ENFANT ET LES SORTILÈGES

Orchestre National de la RTF (Lorin Maazel). Deutsche Grammophon SLP 138675 (Stereo & Monaural)—Ravel's fantasy, composed to a text by Colette, receives a distinguished performance here. In addition to a choir, a group of very talented French artists portray the roles—including those of a chair, a cat, a nightingale, a clock, etc. The package includes the text, and there's an attractive cover which depicts the child's world of fantasy.

SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

LATIN AMERICAN

★★★★ LA PLATA SWINGS JUMPS THE CHARANGA

La Plata Sextette. Secco CELP 472—A program of mostly pachangas and charangas with a few cha chas and merengues, too, performed with the usual spirit and vitality attributed to the La Plata Sextette. Selected.

(Continued on page 45)

BILLBOARD MUSIC WEEK HOT C&W SIDES

FOR WEEK ENDING JULY 2

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	1	1	1	HELLO WALLS, Faron Young, Capitol 4533	15
2	2	2	4	THREE HEARTS IN A TANGLE, Roy Drusky, Decca 31193	16
3	3	3	3	I FALL TO PIECES, Patsy Cline, Decca 31205	13
4	5	5	10	LOOSE TALK, Buck Owens & Rose Maddox, Capitol 4550	6
5	4	4	2	FOOLIN' AROUND, Buck Owens, Capitol 4496	22
6	6	7	8	SWEET LIPS, Webb Pierce, Decca 31249	4
7	7	9	12	HEARTBREAK U. S. A., Kitty Wells, Decca 31246	5
8	12	18	—	WRECK OF THE HIGHWAY, Wilma Lee & Stony Cooper, Hickory 1147	3
9	10	12	29	OKLAHOMA HILLS, Hank Thompson, Capitol 4556	5
10	9	10	23	FLAT TOP, Cowboy Copas, Starday 542	6
11	8	6	5	HEART OVER MIND, Ray Price, Columbia 41947	15
12	13	13	22	FROM HERE TO THERE TO YOU, Hank Locklin, RCA Victor 7871	4
13	14	16	11	BEGGAR TO A KING, Hank Snow, RCA Victor 7869	7
14	16	17	19	DON'T LET YOUR SWEET LOVE DIE, Don Reno & Red Smiley, King 5469	5
15	19	—	—	TENDER YEARS, George Jones, Mercury 71804	2
16	27	—	—	HILLBILLY HEAVEN, Tex Ritter, Capitol 4567	2
17	21	—	—	SAN ANTONIO ROSE, Floyd Cramer, RCA Victor 7893	2
18	11	8	17	MENTAL CRUELTY, Buck Owens & Rose Maddox, Capitol 4550	7
19	25	—	—	SEA OF HEARTBREAK, Don Gibson, RCA Victor 7890	2
20	28	—	—	ONE WAY STREET, Bob Gallion, Hickory 1145	2
21	17	14	9	WINDOW UP ABOVE, George Jones, Mercury 71700	34
22	15	11	14	HAND YOU'RE HOLDING NOW, Skeeter Davis, RCA Victor 7863	10
23	20	22	27	WHEN TWO WORLDS COLLIDE, Roger Miller, RCA Victor 7878	4
24	22	23	—	YEARNING, Benny Barnes, Mercury 71806	3
25	23	27	16	THOUGHTS OF A FOOL, Ernest Tubbs, Decca 31241	4
26	26	29	—	DIME A DOZEN, Shirley Collie, Liberty 55324	3
27	18	20	—	THREE STEPS TO A PHONE, George Hamilton IV, RCA Victor 7881	3
28	—	—	—	MY EARS SHOULD BURN, Claude Gray, Mercury 71826	1
29	24	28	24	JIMMY MARTINEZ, Marty Robbins, Columbia 42008	4
30	—	—	—	THERE MUST BE A BETTER WAY TO LIVE, Kitty Wells, Decca 31246	1

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● Reviews of New Albums

● Continued from page 44

tions include "Don Jose Pachanga," "Yo Ne Se," "Cafe Y Pan" and "Wedding Pachanga."

FOLK

★★★★ SING OUT WITH PETE!
Pete Seeger. Folkways FA2455—Seeger has concertized in many colleges and a few segments of some of these concerts with audience participation are caught here. Along with this, there are several intriguing "guest" artists. There's an exciting "Down by the Riverside" at the University of Chicago, with Big Bill Broonzy joining in. Then there is "Mary Don't You Weep," with help from the great Lightnin' Hopkins. "Hold On" has Memphis Slim and Willie Dixon. Exciting wax by Seeger that can score a dent.

★★★★ JOHN DUFFEY, CHARLEY WALLER & THE COUNTRY GENTLEMEN SING & PLAY FOLK SONGS & BLUEGRASS

Folkways FA 2410—Some fine performances, both of folk and blue-grass material. There are also some sacred sides, such as "Will the Circle Be Unbroken." Other titles are "Little Bessie" and "Strutting on the Strings."

INTERNATIONAL

★★★★ THE FRENCH SCENE
Constantine and his Golden Strings. Balboa (Golden Voyage Series—Vol. 1) SLP-2002 (Stereo & Monaural)—This is one of the first releases of the new Balboa label, and it is a quality effort. The tunes are all in the Parisian spirit and the orchestrations are appropriately Gallic, many featuring the distinctive Musette sound. Unique liner notes include a drawing showing location of each instrument and microphone, to help follow the stereo sound. Incidentally, the manufacturer maintains that the same disk is equally satisfactory on either stereo or mono phonos.

★ ★ ★
MODERATE SALES POTENTIAL

POPULAR

★★★ THE SYMPHONY DE PARIS PRESENTS ROCKIN' AND DRINKIN' MUSIC (NEW SONGS FOR ORCHESTRA BY RAY HANEY)
Symphony De Paris. Norwood NS 100 (Stereo & Monaural).

FOLK

★★★ ROLF CAHN & ERIC VON SCHMIDT
Folkways FA 2417.

★★★ THE SONGS AND STORIES OF AUNT MOLLY JACKSON
Aunt Molly Jackson, Narration, and John Greenway, Vocalist. Folkway FH 5457.

INTERNATIONAL

★★★ PIATNITSKY SONG & DANCE ENSEMBLE OF RUSSIA (VOL. 3)
Bruno BR 50170.

★★★ THE GERMAN CONCERT HALL
Heinz Buchold and His Ork. Balboa (Golden Voyage Series—Vol. 2) SLP-2003 (Stereo & Monaural).

★★★ GREECE AND HER GYPSIES
Michele Mitraki with Petrakaki Ork. Bruno BR 50067.

JAZZ

★★★ WILD
Larry ("Wild") Wrice. Pacific Jazz Stereo 24 (Stereo & Monaural).

COMEDY

★★★ A SOAP OPERA FOR ADULTS
Helen Trump, A Lotta Woman. Republic REP 501.

CLASSICAL

★★★ SCHUBERT: GERMAN MASS-KYRIE AND SALVE REGINA
Regensburger Domsptzen and Choir of the Regensburg Cathedral. Deutsche Grammophon SLP 138676 (Stereo & Monaural).

LIMITED SALES POTENTIAL

CLASSICAL

SPECTACULAR SYMPHONY SOUND... (VOL. 2); PROKOFIEV: SYMPHONY NO. 6
Leningrad Philharmonic Ork. U.S.S.R. Radio Symphonic Ork. (Gauk). Bruno BR 14048.

RHYTHM & BLUES

"KEN"
Ken Henderson with Billy Maxwell. Fredlo 6010 LP.

CHARLES K. L. DAVIS
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"MALLORCA MANDOLINA"
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'Exploded' Samples

● Continued from page 24

opposite side of the room, lower price models are likewise "exploded," some of them opened up still more, so that the customer can see at a glance why one pair of speakers is priced substantially higher than another. The "exploding" process is carried out all the way down to the actual speakers themselves, including the cone, magnets, connections, and other parts.

Much the same principle has been followed in taking apart typical tuners, amplifiers and even tape recorders. In every case, the customer can see the extra detail which has gone into the more expensive models and which back up audible appreciation of better tone in sound reproduction. Not one customer out of 20 fails to be graded up at least a level or two as the result of this approach, and many who have heard that it is possible to install a custom-built stereo system in the home for a comparatively low price, wind up buying in the upper-price brackets after being exposed to this simple treatment.

NEW YORK—The S. Klein record concessions are being run by Jesse Selter in New York, not Manny Wells as was erroneously stated last week. Stanley Stone handles the buying for the Selter operation in the S. Klein stores. Manny Wells, the wholesaler and jobber, does not run any leased operations for sale to consumers.

Del Fi Grabs Master Of Canadian Hit Tune

CHICAGO — Del Fi Records last week purchased the master on the Canadian hit, "Don't Sweetheart Me," with Bobby Curtola, and signed Curtola to an exclusive five-year recording pact.

Announcement came from Earl Glicken, label's sales head, who also announced that Fred Smith, 22-year-old writer and promotion man, had been named a.&r. director for Del Fi and its sister label, Donna.

Smith was formerly with Arvee Records as a.&r. man and promotion man. He is the originator of the Hully Gully dance craze of about a year and a half ago.

DIGEST MAKES DEAL OFFICIAL

● Continued from page 1

There are three clubs, one classical, one pop, and one opera.

Book-of-the-Month club chairman, Harry Scherman, said his company wished to concentrate its activity in the book and allied fields. Meanwhile, the Digest announced the appointment of Maxwell Sackheim - Franklin Bruck, Inc., to handle the disk club's advertising effective at once. Sackheim was one of the architects of the Columbia Record Club.

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PLP-101 DVORAK: New World Symphony—Talich and Czech Philharmonic
"... an interpretation of such grandeur and excitement that it should long stand as the 'New World'." Record Review

PLP-120 TCHAIKOVSKY: Piano Concerto No. 1—Richter
"Richter's virtuosity is staggering." Record Review

PLP-121-2 DVORAK: Slavonic Dances—Talich and Czech Philharmonic
"... in years to come this set will be a collector's item." Record Review

PLP-129 BEETHOVEN: Symphony No. 3—"Eroica"—von Maticic and Czech Philharmonic
"... a nobly conceived, firmly controlled and unswervingly steered performance, among the finest available..." American Record Guide

PLP-134 RACHMANINOFF: Piano Concerto No. 2—Richter
"Richter's tone, as usual, is sumptuous, his technique impeccable, and his sense of color superb." American Record Guide

PLP-139 DVORAK: Cello Concerto—Rostropovich
"Rostropovich gives a performance little short of miraculous." Consensus and Review

PLP-111-2 SMETANA: Ma Vlast—Talich and Czech Philharmonic
"... any other current version is paled by comparison." High Fidelity

PLP-112-2 TCHAIKOVSKY: Swan Lake—Skvor and Prague National Theatre
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Reviews of New Singles

Continued from page 36

JOW NEGRI
★★★ So Blue (Tanto Blu) —★★★
Porto Bay, WORLD 101.

MISS FRANKIE NOLAN
★★★ I Still Care — (Whb It Were)
Summer All Year 'Round, ABC-PARA-
MOUNT 10231.

JIMMY HEAT AND THE MELODY MASTERS
★★★ Wild Side Of Life —★★★ Go Get
"Em." FANE 510.

JERRY REED
★★★ Love Is the Cause Of It All —
★★★ Love and War (Ain't Much Dif-
ference in the Two). COLUMBIA 3-
42047 (33).

THE ASTRO-JETS
★★★ Boom-A-Lay — ★★★ Hide and
Seek, IMPERIAL 5760.

STEVE BLEDSOE
★★★ (The Moon Is Made Of) Green
Cheese —★★★ Dumb Dumb Bunny.
WITCH 102.

PEGGY BROWN AND THE STARLETS
★★★ Say You'll Be Mine (Zahle Jede
Stunde) —★★★ Alone on the Shore
(Denn Sie Fahren Hinaus Auf Das
Meer). LONDON 1996.

RICKY ALLEN
★★★ You'd Better Be Sure —★★★
You Were My Teacher. AGE 29102.

JAYE BROS.
★★★ Goodbye — ★★★ Happy Ending.
STRAND 25047.

PAT FORCHETTI
★★★ Young Lover —★★★ Our Kind of
Love, STRAND 25040.

TOMMY AMBROSE
★★★ Jiminy Jum Jum — ★★★ Un-
chained Melody, STRAND 25042.

FRANK WOOTAN
★★★ Love Songs to a Broken Heart —
★★★ Second Fling, LIBERTY BELL
9034.

PETER ELLIOTT
★★★ Three Little Piggies —★★★ The
Devil's Workshop, LANDA 675.

DIAMOND JOE
★★★ Moanin' and Screamin' (Parts 1
& 2), MINIT 629.

JIMMIE DALE
★★★ My Pride and Joy —★★★ Emma
Lee, DREW-BLAN 1003.

ROY JACKSON
★★★ Monica —★★★ Love at First
Sight, MOONGLOW 203.

THE BARDS
★★★ Yellow Bird —★★★ Unicorn Song.
CUCA 1038.

BUZZ AND AL
★★★ Weirdo — ★★★ Secretly, MGM
13018.

JIMMY McLAINE
★★★ Born to Be With You — ★★
Billy the Kid, SWAY 900.

PATTIE AND THE ROYAL DRIFTERS
★★★ Malassas — ★★ Hall Mary.
HARTFORD 501.

FRANCIS X. AND THE BUSHMEN
★★★ St. Louis Blues — ★★ Blastin'
Off, WENLARK 302.

MECIE JENKINS WITH JAY HODGE ORK
★★★ Goatsville — ★★ Come Back
Pretty Baby, CORNUTO 1000.

EDEN KANE
★★★ Well, I Ask You —★★★ Before I
Lose My Mind, LONDON 1993.

JOHNNY SEAY
★★★ The Torch and the Flame —
★★★ No Tears Tonight, CAPITOL 4585.

THE TREMONTS
★★★ Legend of Love —★★★ Believe
My Heart, BRUNSWICK 53217.

ANDY ROSE
★★★ Crazy for You — ★★★ This Is
the Nite, CORAL 62271.

MODEST (SHOW STOPPER) CLIFTON
★★★ Reelin' and Rockin' — ★★★
Pretty Little Baby, SQUALOR.

THE BOUNTY HUNTERS
★★★ Echo Express — ★★★ White
Feather, HURON 22001.

AL ROBINSON
★★★ I Wanna Know — ★★★ Wake
Up, IMPERIAL 5762.

MIRI CLAIRE
★★★ Unchained Melody —★★★ I'll Be
Seeing You, AMY 826.

RICHARD TURLEY
★★★ I Wanna Dance —★★★ Since I
Met You, DOT 16231.

SHERMAN & THE TEENAGERS
★★★ The Draw — ★★★ What's on
Your Mind, COLUMBIA 42054 (33).

DICKY DOYLE
★★★ My Little Darlin' —★★★ Dream-
land Last Night, WYE 1009.

ROBERTA WYNN
★★★ Since Gray Went in the Army —
★★★ Dream Boy, JUBILEE 5405.

LINCOLN CHASE
★★★ Let's Get To Lovin' —★★★ Do I
Worry? COLUMBIA 42051 (33).

JOHNNY JANIS
★★★ Save a Thought for Me — ★★★ I
Get Ideas, COLUMBIA 42040 (33).

THE CLASSICALS
★★★ Help Me —★★★ The Camel, PRU-
DENTIAL 1002.

MORTON DOWNEY JR. & THE TERRYTONES
★★★ Three Steps to the Phone —
★★★ I Beg Your Pardon, WYE 1010.

THE TRUETONES
★★★ Singing Waters — ★★ Blushing
Bride, FELSTED 8625.

GARY TEMKIN
★★★ Over and Over —★★★ I'm Running
Away, ABC-PARAMOUNT 10232.

JULIANA
★★★ You Can Have Any Boy —★★★
Your's Saying Goodnight, RCA 7906.

COUNTRY & WESTERN

HOYT AXTON
★★★ Drinking Gourd — ★★★ Georgia
Hoss Soldier, BRIAR 100.

DESSIE FAULKNER
★★★ Trying to Forget —★★★ Lost
Without You, D 1184.

SPIRITUAL

TRAVELETTS
★★★ I Need Thee —★★★ Great Camp
Meeting, DU-FAYE 503.

THE GOSPEL REDEEMERS
★★★ Stay Within —★★★ I Gave God
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THE JOY HARMONIZERS
★★★ He Cares — ★★★ Thank You
Lord, SHARP 611.

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Don't You Come to Dreamland. ARCO
4629.

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To Be or Not to Be—Janie. MARK
IV 2208.

BUZZ STILLINGER
My First Love—Going Home. NANCY
1002.

THE SUPERBS
The Fish—Rainbow of Love. HERITAGE
103.

GRIZ GREEN
Cranberry Bog—Portuguese Fiesta. JIB
1001.

JANIE JONES
Dear Dairy—My First Romance. JAMA
501.

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On The Wall, IMAGE 5002.

RHYTHM & BLUES

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JOYCE 1001.

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Sugar in the Coffa—My Love Song to
You, WINSTON 1057.

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Say You Saw It in

Billboard Music Week

BILLBOARD MUSIC WEEK
HOT R&B SIDES

FOR WEEK ENDING JULY 2

TITLE, Artist, Company, Record No.

THIS WEEK	ONE WEEK AGO	TWO WEEKS AGO	THREE WEEKS AGO	TITLE, Artist, Company, Record No.	WEEKS ON CHART
1	2	2	2	EVERY BEAT OF MY HEART, Pips, Vee Jay 386	5
2	3	3	3	TOSSIN' AND TURNIN', Bobby Lewis, Beltone 1002	5
3	1	1	1	STAND BY ME, Ben E. King, Alco 6194	7
4	4	5	6	I DON'T MIND, James Brown, King 5466	5
5	6	6	4	RAINDROPS, Dee Clark, Vee Jay 383	6
6	5	7	8	BOLL WEEVIL SONG, Brook Benton, Mercury 71820	5
7	7	9	7	QUARTER TO THREE, U. S. Bonds, LeGrand 1008	5
8	8	8	12	LONESOME WHISTLE BLUES, Freddy King, Federal 12415	5
9	16	—	—	PEACE OF MIND, B. B. King, Kent 360	2
10	9	11	16	DRIVING WHEEL, Little Junior Parker, Duke 335	7
11	19	18	28	YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5388	5
12	12	14	14	I LIKE IT LIKE THAT, Chris Kenner, Instant 3229	4
13	11	12	10	HIDEAWAY, Freddy King, Federal 12401	16
14	14	15	29	FOOL THAT I AM, Etta James, Argo 5390	4
15	13	10	9	MOTHER-IN-LAW, Ernie K-Doe, Minit 623	13
16	24	26	—	LITTLE EGYPT, Coasters, Alco 6192	3
17	23	23	21	NOBODY CARES, Jeanette (Baby) Washington, Neptune 122	4
18	—	—	—	I'M COMIN' ON BACK TO YOU, Jackie Wilson, Brunswick 55216	1
19	—	—	—	I'VE GOT NEWS FOR YOU, Ray Charles, Impulse 202	1
20	—	—	—	THE FLOAT, Hank Ballard & the Midnighters, King 5510	1
21	26	—	—	CUPID, Sam Cooke, RCA Victor 7883	2
22	—	—	—	PLEASE STAY, Drifters, Atlantic 2105	1
23	30	—	—	THAT'S WHAT GIRLS ARE MADE FOR, Spinners, Tri-Phi 1001	2
24	25	—	—	BETTER TELL HIM NO, Starlets, Pam 1003	2
25	28	—	—	NO, NO, NO, Chanters, DeLuxe 6191	2
26	—	—	—	IT KEEPS RAININ', Fats Domino, Imperial 5753	1
27	29	28	30	I'M SO YOUNG, Students, Argo 5386	5
28	—	—	—	GEE, Hollywood Flames, Chess 1787	1
29	—	—	—	MY TRUE STORY, Jive Five, Beltone 1006	1
30	—	—	—	I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN, Ray Charles, Impulse 202	1

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MEAN BUSINESS

Miller, Conniff, Sinatra & Francis

• Continued from page 1

Columbia Records led all companies with new albums on the monaural and stereo LP charts in the first six months of 1961. Columbia had 16 new monaural albums on the charts, followed by Victor with 11, Capitol with 7, and United Artists, MGM, and Dot with four each. Mercury had three new albums on the charts, and Command, Warner Bros., Jubilee, Colpix, Dolton, ABC-Paramount, London and Decca had two apiece. Riverside, Jamie, Cameo, Vanguard, Liberty, End, Impulse, Reprise, Chess, Vee-jay, Atco and Canadian-American had one apiece.

On the stereo side, Columbia had 12 new albums on the stereo chart in the six-month period, Victor had seven, Capitol five, London, Dot and United Artists two each, and Warner Bros, Reprise, Mercury and Decca had one each.

Artists who had one new LP on the monaural chart, and also made it with the same album on the stereo chart as well, included Elvis Presley, Henry Mancini, Percy Faith, Dave Brubeck, Terry Snyder and the All Stars, George Greeley, Dinah Washington, the Limelighters, Johnny Horton, Bert Kaempfert and Chet Atkins. Artists who hit the monaural chart with one album included Harry Belafonte, the Brothers Four, Brook Benton, Perry Como, Nat Cole, Chubby Checker, the Command All Stars,

Bobby Darin, Duane Eddy, Louis Prima, Eddie Harris, Ernie Ford, Erroll Garner, the Harmonicats, Al Hirt, Brenda Lee, Johnny Mathis, Ricky Nelson, Dorothy Provine, Marty Robbins, Bobby Rydell, Nina Simone, Santo and Johnny, Bobby Vee, and the Weavers.

Two comics hit the charts for the first time in their career during the January through June period, one being Dick Gregory and the other the venerable Moms Mabley. Cyril Ritchard, from the legit stage, made it with version of "Alice in Wonderland." Leonard Bernstein with the New York Philharmonic, the late Jussi Bjoerling, Eileen Farrell, the London Symphony Orchestra, and Sviatoslav Richter were the classical artists whose new albums sold strongly enough to hit the over-all Best Selling LP chart.

From the world of the musical theater, seven Broadway show albums hit the best selling LP chart during the period from January 1 through June 30. They were "Camelot," "Carnival," "Do Re Mi," "The Unsinkable Molly Brown," "An Evening With Nichols and May," "Tenderloin" and "Wildcat." Three movie scores made the charts in this period, too, two of them "Exodus" and "Never on Sunday" being the original sound tracks, and the other, "Gone With the Wind," a new recording to salute the re-issue of the picture.

Grundig to Hit

• Continued from page 1

where it is embattled in tape tempests—of the teapot variety, insists the Nuremberg firm.

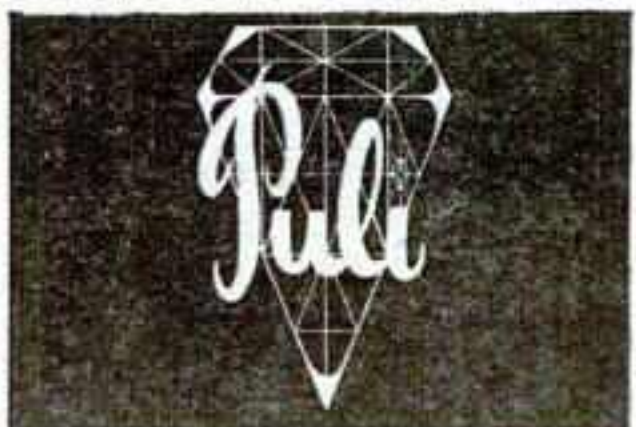
In West Germany, the music royalty forces took Grundig to court to compel the firm to embellish its recorders with directions warning against the taping of royalty-protected music. The court ruled against Grundig, but the firm says the last word in this respect has not been delivered.

At the moment Grundig is heavily embattled over somewhat the same issue in England, where Lawrence Wright Music and Ascherberg, Hopwood & Crew have filed a copyright action against the British subsidiary of the German concern.

This suit alleges that Grundig demonstrated its recorders at the London Audio Fair by playing tapes of "Jealously," "Carolina Moon," and "Love, Here Is My Heart" in breach of the plaintiffs' copyright.

Grundig executives argue that the music royalty forces are embarked on an effort to collect duplicating and multiple royalties.

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HOPALONG CHASTITY
NOW THAT YOU DID IT
PLAYING THE FIELD
ARMY GAVE MY HUSBAND BACK

SIDE 2

BRING THE BOYS TO THE HOUSE
HE'D RATHER BE A GIRL
ALWAYS BE A BRIDE
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NORWAY

Brothers Four Still Out Front

By ESPEN ERIKSEN
Akersgaten 34, Oslo

The Brothers Four rendition of "Greenfields," which reached No. 1 position on Norwegian Top Ten last week, one year after the record was issued in this country, this week survives on top, far ahead of any other record. . . . Elvis Presley, though, is a threat with his "Surrender"—the disk that disappeared from the Norwegian charts for a couple of weeks but then came back and is now runner-up. Most successful last week, however, was Ricky Nelson with "Hello Mary Lou," from 9th to 4th on the VG-barometer.

NORWEGIAN PROGRESS: Norwegians have started singing in English lately, and with success. The young Ray Adams this week signed a five-year contract with British label Pye, and equally young Jan Hoiland will have his first recording, "This Land of Mine," issued in England and U. S. this month. The record—on Parlophone—will debut to an international audience when presented on a Radio Luxembourg program this week.

NEW RECORDS: London issued Roy Orbison's "Running Scared" in Norway. This label, in short time, has issued three of the top tunes of BMW's Hot 100. Others are "Stand By Me" by Ben E. King and "Runaway" by Del Shannon.

The latest Elvis Presley record, "Wild in the Country" b-w "I Feel So Bad," was issued in Norway this week by RCA, which also presents LP, The Authentic Sound of Louis Armstrong in the "Thirties," including such numbers as "Basin Street Blues" and "Mahogany Hall Stomp."

ELLINGTON STOPPED: The Duke Ellington LP, "Nutteracker Suite," based on the music of Tchaikowsky, was denied broadcast on the Norwegian Broadcasting Corporation (only radio station in Norway) by the Grieg Foundation, which takes care of the Tchaikowsky copyrights in Norway. Grieg Foundation may also completely deny Ellington's LP record, "Peer Gynt Suites" (based on Edvard Grieg's music) to be issued in Norway and other European countries.

German Newsnotes
Continued from page 41

version. . . . Ernie Bieler sings German version of "You Love, Are My Love," entitled "Sag, Wann Kommst Du?" (Say When Will You Come), lyrics by Bader, released on Polydor with the songstress and Horst Wendt's ork. . . . Peter Wegan sings two German versions of American titles: "Meine Grosse Liebe" (My Great Love) based on "Here and Now," German lyrics by Fred Rauch, and "Heut' Ist Der Schonst Tag Fur Mich" (Today It's the Most Wonderful Day for Me) based on "I'll Never Fall in Love Again," German lyrics by Willy Delme.

Berlin publisher Paul Siegel has written the English lyrics for the title tune of the film "Das Lied der Anna Suh" (The Song of Anna Suh), entitled "Hong Kong Anna Suh." Tune published by Edition Moderna, is to be recorded by Lale Andersen on Electrola.

FESTIVAL SONGS: June 19 and 20, a jury of eight prominent German record journalists met near Bayreuth to select from 45 compositions by young artists, the 12 best suited for the German Song Festival 1961, arranged by Radio Luxemburg to take place September 18 to 23. This jury also awards the critics' prize for the best music and the best lyrics independent of the Festival's final results.

PERSONALS: Klaus Reimann, press official for many years with Polydor, leaves the firm in a few weeks. As yet, the firm has not announced a successor, nor has Reimann announced plans for the future.

NEW TALENTS: The 17-year-old Eva Astor, up to now singing exclusively for the low-price Starlet label has signed a contract with Metronome for two or three records a year, starting with the just released titles "Der Letzte Hafen" (The Last Harbour) and "Komm' Nach Haus" (Come Home). . . . "Hong Kong Madchen" (Hong Kong Girls) and "Bei Mir Verist Du Deinen Dampfer" (Your're Missing the Boat Over Me) are the first recordings just released by Polydor discovery Korina.

British Newsnotes
Continued from page 41

Phonographic Industries, was in Geneva for meetings.

LEGIT: "Bye, Bye, Birdie" opened in London to generally good, but not rave notices. The show dispensed with the tradition of inviting trade personalities to public dress rehearsals. . . . "Do Re Me," with Max Bygraves starring, opens at the Prince of Wales October 12 after a three-week tryout in Manchester from September 12. . . . "West Side Story" is booked for a provincial tour lasting at least until February 1962.

NEW RECORDS: The weekend's releases included few current U. S. chart entries. Among them were Fats Domino: "It Keeps Raining" (London from Imperial), and Bobby Lewis: "Tossin' and Turnin'" (Parlophone from Beltone). Alternative versions included Lawrence Welk: "Yellow Bird" (London from Dot), Danny Davis: "Lullaby of Love" (Parlophone) and Nino and the Ebb Tides: "Those Oldies But Goodies" (Top Rank from Madison). Decca's Robb Storme revived "Near You" and Durium issued Marino Marini's "Palma De Majorca."

ITALY

American Songs, Artists Stay Hot

By SAM'L STEINMAN
Piazza S. Anselmo 1, Rome

While the American film, which used to dominate the Italian market, has slipped considerably, the American song, the American musical style and American singers continue to hold top place in the phonograph record and music market here. One instance is the continued scramble for rights to distribute U. S. labels here because their association gives a lift to the local names.

Currently, TV is grooming the Anna Moffo Show with the Philadelphia-born soprano in a series of four, directed by Mario Lanfranchi with the titles, "Career," "America," "TV" and "Music in the World."

Harold Boxer and Fernaldo DiGiammatteo have collaborated on a series of 12 TV shows to be known as "Musical Comedy in America." On the stage John Byrne, producer of the Play Guild of Rome, is cashing in on the popularity of country music with the U. S. folk musical, "Dark of the Moon" by Howard Richardson and William Berney in English.

Ezio Radnell is seeking an American name to topline the Rock and Roll Festival at the Olympic Palace of Sport July 8 and Nicola Onorati is preparing to do a world song festival on film to be called "The Most Beautiful Songs in the World."

Connie Franchi, who continues at the top of the Italian lists, with one disk after another, has had her hit, "Help Me to Cry," reissued with a newer and stronger backer, "Roman Guitar," both in Italian. Henry Wright, another American, is topline Milan night clubs, the "Everything's Music" TV show, and appearing on new disks regularly. The latest U. S. importation here, Helen Merrill, is getting top billing for summer p.a.'s over Italian names.

DISK SHORTS: Eddie Calvert, whose records are close to tops on the Columbia lists here, has now come forth with four numbers made famous by Edith Piaf, with the title, "Viva La Piaf!" Voce di Padrone, which is distributing ABC-Paramount in pushing Jo Ann Campbell and the Nomads. Vis, the Neapolitan label, is featuring a new group from Naples with the unlikely name of the Sam Blok Quartet. Another Neapolitan, Nunzio Gallo, is making turnabout fair play by planning to appear in a film about Southern Italy which will be made in Calabria by 20th Century-Fox.

The Americas

Continued from page 39

MEXICO
(Courtesy Audiomusica, Mexico)

This Week	Last Week	Title
1	3	PRESUMIDA—Los Teen Tops (Columbia)
2	8	ENORME DISTANCIA—J. A. Jimenez (RCA)
3	1	ESCANDALO—M. A. Muniz (RCA)
4	2	LA CHUNGA—Perez Prado (RCA)
5	7	Y . . . —Javier Solis (Columbia)
6	12	NUNCA EN DOMINGO (Never on Sunday)—Los tres Diamantes (RCA)
7	5	HISTORIA DE MI AMOR (Story of My Love)—Cesar Costa (Orfeon)
8	11	SUSPENSO INFERNAL—Los Dandys (RCA)
9	—	CARMENCITA—M. Merceron (RCA)
10	—	ESCANDALO—Javier Solis (Columbia)
11	—	POQUITA FE—Los tres Reyes (RCA)
12	9	EL CABALLO BLANCO—Lola Beltran (Peerless)
13	10	LA LEYENDA DEL BESO—Carlos Campos (Musart)
14	13	LA GIOCONDA—Orquesta Aragon (RCA)
15	14	JU-JULIA—Enrique Guzman (Columbia)

ARGENTINA

This Week	Last Week	Title
1	1	MOLIENDO CAFE—Hugo Blanco (Polydor); Los Wawanco (Odeon)
2	2	MUNCA EN DOMINGO—Los Fernandes (Odeon); Caterina Valente (London); Don Costa (United Artists)
3	3	LOS CAMPOS VERDES—Los Juveniles (Odeon)
4	4	VUELVE PRIMAVENA—Blue Caps (Columbia); Teddy Martino (Odeon); Johnny Tedesco (RCA)
5	5	MAS ALLA—Betty Curtis (Odeon)
6	6	SALTANDO EL PALO DE LA ESCOBA—Brenda Lee (Decca)
7	7	LO SIENTO—Brenda Lee (Decca)
8	8	SON RUMORES—Antonio Prieto (RCA)
9	9	LA NOVIA—Antonio Prieto (RCA); Los Fernandes (Odeon)
10	10	NUUESTRO CONCIERTO—Pino Calvi (Odeon); Jose Guardiola (Odeon)

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	Weeks on Chart
1	1	NEVER ON SUNDAY (Esteem-Sidmore, BMI)	9
2	2	EXODUS (Chappell, ASCAP)	31
3	5	MOODY RIVER (Keva, BMI)	3
4	3	CALCUTTA (Pincus-Symphony House, ASCAP)	26
5	9	APACHE (Regent, BMI)	16
6	6	WHEELS (Dundee, BMI)	19
7	7	LAST DATE (Acuff-Rose, BMI)	28
8	8	WONDERLAND BY NIGHT (Roosevelt, BMI)	23
9	10	PORTRAIT OF MY LOVE (Piccadilly, BMI)	9
10	11	WRITING ON THE WALL (Winneton-Glenville, BMI)	5
11	4	YELLOW BIRD (Frank, ASCAP)	2
12	12	YOU ALWAYS HURT THE ONE YOU LOVE (Pickwick, ASCAP)	2
13	14	TRAVELIN' MAN (Golden West Melodies, BMI)	4
14	15	HEY, LOOK ME OVER (Morris, ASCAP)	22
15	13	BOLL WEEVIL SONG (Play, BMI)	2

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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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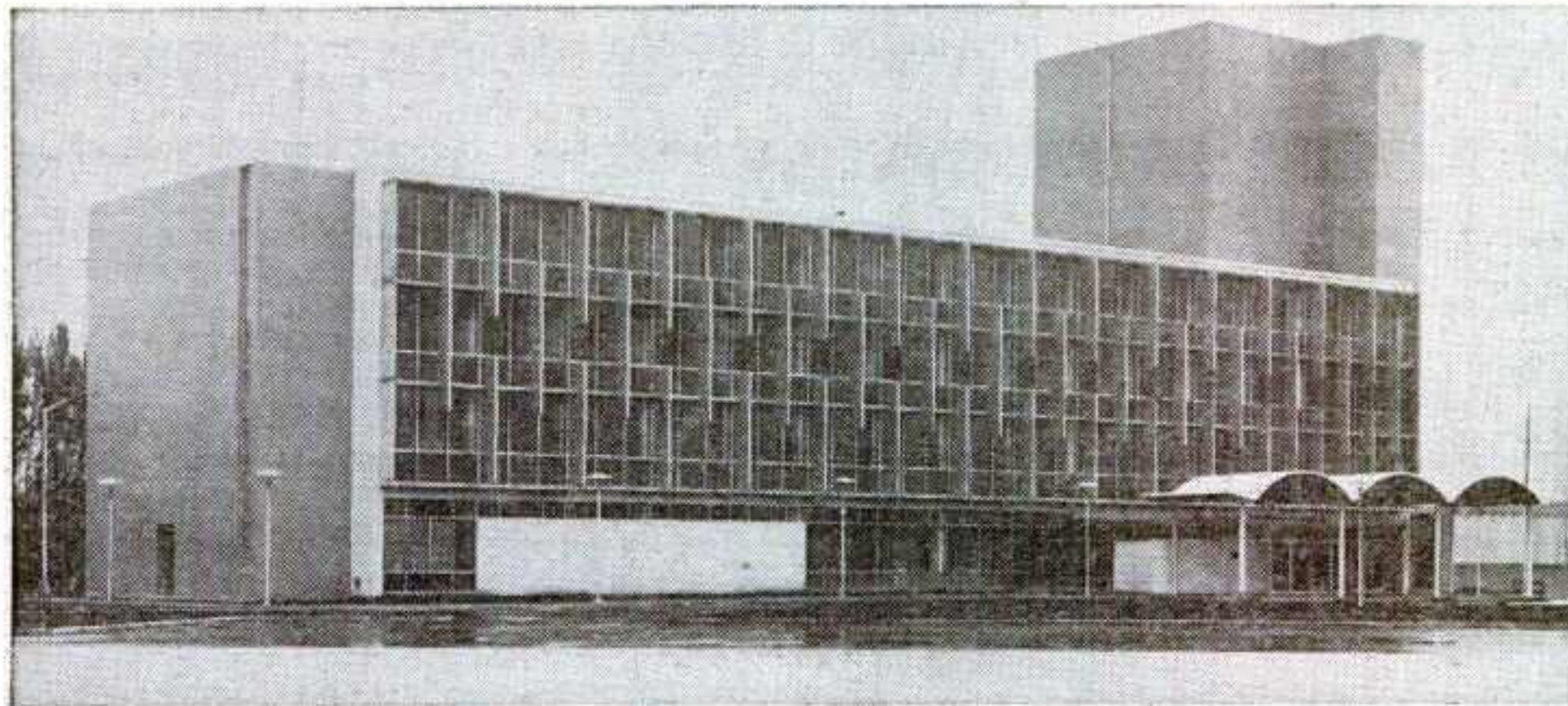
WITH THE COUNTRY JOCKEYS

Continued from page 38

at 2121 Grace Drive, Santa Rosa.

Jimmy Simpson, the Oilfield Boy, has shifted his record-spinning activity from KFQD, Anchorage, Alaska, to KBYR in the same city. His new address is P. O. Box 1960, Anchorage. Jimmy invites deejays to write in on their station letterhead for a copy of his new Starday release, "The Alcan Run."

Ernie Kerns, country music deejay at WOCH, North Vernon, Ind., was named outstanding radio broadcaster of the year by the board of directors of the Jennings County Farm Bureau Co-Op at its June meeting. . . . Marty Roberts, of WDZ, Decatur, Ill., starts his vacation this week and will spend several days of it visiting his old cronies in Cincinnati. . . . Tillman Franks, 604 Commercial Building, Shreveport, La., invites deejays to write in for samples of Claude King's "Cup of Coffee" and Billy Jean Horton's newest, "Ocean of Tears" b.w. "Don't Take His Love From Me."



FIRST PHOTO OF THE FINISHED GOTTLIEB MEMORIAL HOSPITAL dedicated at gala ceremonies last Sunday (25). Lieut. Gov. Samuel Shapiro was the featured speaker and presided at ribbon-cutting ceremonies that included David Gottlieb, founder, and Louis Zahn, president of the hospital. The modern steel-glass-concrete structure has been equipped with the latest in medical equipment and will contain some 122 beds to serve an 18-community suburban area.

Big Day Arrives for Mfr. David Gottlieb As Hospital He Founded Is Dedicated

CHICAGO—The Gottlieb Memorial Hospital was dedicated at gala ceremonies here last Sunday (25), signaling a proud achievement for its founder, David Gottlieb, and the coin machine industry of which he has been a member for some 30 years.

Illinois Lieut. Gov. Samuel H. Shapiro was the principal speaker at ceremonies that attracted close to 1,000 guests, many of them coin machine industry traders and life-long friends of the Gottlieb family.

A dedication dinner is also to be held Thursday (29), with Sen. Eugene J. McCarthy of Minnesota the guest of honor. Dinner will be at

the Ambassador West Hotel's Guildhall Room here, with Chicago Sun-Times columnist, Irv Kupcinet, arranging a special program of entertainment.

\$3,922,000 in Project
The dinner is a culmination of the latest fund drive for the completion of the hospital. A total of \$3,922,000 has gone into the modern 122 bed structure, located on Chicago's West Side in Melrose Park.

The ribbon-cutting ceremonies were presided over by Lieutenant Governor Shapiro, David Gottlieb and Louis Zahn, president of the hospital.

Civic officials from the 18 com-

munities that the hospital will serve were also on hand. After the ceremonies the guests were taken on tours of the hospital grounds.

Started in 1959
Ground for the hospital was first broken in June, 1959, following a report by the Illinois Department of Health that there was an acute shortage of no less than 1,016 hospital beds in the West Town suburbs.

Of the close to \$4 million construction cost, over \$2 million was raised in building drives, to which the Gottlieb Foundation was a major contributor.

First patient will be admitted in July.

Ratajack in Talk at Chicago Phonograph Operators Meet

CHICAGO—Juke box operators here got a rundown Thursday (22) on the recent Music Operators of America convention in Miami as well as on other national problems from E. R. Ratajack, managing director and co-ordinator of MOA. Ratajack addressed the Recorded Music Service Association as the group held its quarterly meeting at the Bismarck Hotel here.

The Ratajack appearance was one of the first made by an MOA official before the Chicago operator group in recent years and is expected to fan some interest among local traders in the national association. Other speakers were Earl Kies, RMSA president, and Sam Greenberg, local operator.

RMSA members also discussed a currently hot location loan and gift problem, which has become increasingly critical in recent months.

Operators describe loans here as reaching "fantastic proportions." Loans of \$1,000 or more and outright gifts of \$100 or \$200 are common. Operators will often loan \$1,000 and ask repayment of only

about \$800, constituting a combination loan and gift.

Cripple Business
The local association is investigating the possibility of seeking some form of local or State legislation to outlaw the practice that many traders here feel will ultimately cripple the juke box business.

Contributing to the problem is the increasingly tight competition for juke box locations in the Windy City during the past two years.

Former Bally V.-P. Andrew Renn Dies

CHICAGO—Andrew J. Renn, 68, executive vice-president and treasurer of Bally Manufacturing Company until April, 1958, died last week in Burlington, Wis., after a long illness.

Services were held last week at St. Hilary Church, Chicago. Interment was at All Saints Cemetery, Park Ridge, Ill. Renn is survived by his widow, Mary, and son, Rev. William Renn, S.J.

Renn joined Bally in 1944 as assistant comptroller, later was named treasurer and finally executive vice-president and treasurer, the position he held when retiring.

Renn was well known in the coin machine industry, especially at the distributor level, throughout the country. He had been active in numerous civic and philanthropic activities.

General economic conditions coupled by a great number of tavern failures has reduced the number of city locations available. Adding to the problem has been a substantial urban-renewal program that has eliminated many of what were some of the city's top locations. Some operators have compensated for this by moving to the suburbs, but the competition for locations in the heart of the city continues.

Business Healthy
The juke box business in Chicago and surrounding areas has generally been described as healthy, and operator collections are reasonably good, but the location loan and gift problem has been a growing source



E. R. RATAJACK



EARL KIES

Nebraska Ops Meet, Elect Officers; Air MOA Show

OMAHA — Nebraska operators hashed over the recent Music Operators of America convention and concluded it was a pretty good show. The Music Guild of Nebraska held its regular quarterly meeting here, June 10-11, and the recent MOA convention in Miami was one of the prime topics of discussion.

Members also held their annual election of officers, with Jerry Witt, Omaha, named president; Frank Holys, Columbus, vice-president; Howard Ellis, Omaha, secretary, and Doc Stroh, Columbus, treasurer.

The group's two-day meet featured exhibits by four distributors, a half-a-day of business sessions, and the traditional banquet and dance Saturday (10) night. Some 50 operators and guests were in attendance.

Warren Cook, mayor of Norfolk, Neb., was the featured speaker. Arrangements for Cook's appearance were made by Ralph Reves, Norfolk operator, and a personal friend of Cook's.

Phil Moss, assisted by Joe Blend, showed the Seeburg phonograph line and the Chicago Coin game line.

H-Z Vending, headed by Hymie Zorinsky, showed the Rock-Ola phonograph line, Gottlieb pinball line and National cigaret vender.

Exhibits
United Products, headed by Howard Ellis, showed the United line of juke boxes, bowling alleys and shuffle alleys.

Bird Music, headed by A. L. Ptacek, Manhattan, Kan., showed the AMI line of phonographs. It was the first appearance for Ptacek at the Omaha show.

The MOA convention got overtime discussion following a report of the activities by some of the Nebraska operators who attended the recent Miami conclave.

Consensus was that although supplier and exhibitor participation was off, the operator attendance was not substantially affected. Those who attended also said

(Continued on page 61)

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.

TRAVELIN' MAN AND HELLO, MARY LOU	RICKY NELSON Imperial 5741
THE WRITING ON THE WALL AND POINT OF NO RETURN	ADAM WADE Coed 550
BOLL WEEVIL SONG AND THOSE EYES	BROOK BENTON Mercury 71820
WILD IN THE COUNTRY AND I FEEL SO BAD	ELVIS PRESLEY RCA Victor 7880
IT KEEPS RAININ' AND I JUST CRY	FATS DOMINO Imperial 5753
DUM DUM AND EVENTUALLY	BRENDA LEE Decca 31272
I'M COMIN' ON BACK TO YOU AND LONELY LIFE	JACKIE WILSON Brunswick 55216
TOGETHER AND TOO MANY RULES	CONNIE FRANCIS MGM 13019
FOOL THAT I AM AND DREAM	ETTA JAMES Argo 8390
I'VE GOT NEWS FOR YOU AND I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN	RAY CHARLES Impulse 202
MOM AND DAD'S WALTZ AND YOU'LL ANSWER TO ME	PATTI PAGE Mercury 71823
THE FLOAT AND THE SWITCH-A-ROO	HANK BALLARD AND THE MIDNIGHTERS King 5510

Williams Deal With Sun Ray Is Called Off

CHICAGO—The acquisition of Williams Electronic Manufacturing Corporation, amusement game manufacturer here, by Consolidated Sun Ray, Inc., New York-based company, has been rescinded. News that the acquisition is off was first made public last week when Consolidated published its year-end financial report.

Williams was originally acquired in July, 1959, and was to be operated as a division of Consolidated. Consolidated noted that the effective date of rescinding the acquisition is also July, 1959. Date of the agreement to rescind, however, is May 2, 1961.

No Details

Neither officials of Consolidated nor Williams had any further comment to make on the transaction. Financial details were not disclosed.

Williams' president, Sam Stern, said that rescinding of the acquisition was felt to be to the best interests of both firms.

Stern said that Williams would continue to concentrate on its production of amusement games and equipment.

Williams sold its vending machine interests to Rock-Ola Manufacturing Company last year.

No Plans

Stern noted that no further acquisitions or mergers are planned by the company. He said all present personnel assignments would remain unchanged.

Year-end figures have not been announced by Williams. The firm is a closely held corporation, with Stern one of the principal stockholders.

Consolidated Sun Ray announced a net loss of \$3,176,825 after expenses for the year ended January 31, 1961. The figure includes provision of \$977,352, representing

(Continued on page 61)

Austria's Distributors Sell Direct

By OMER ANDERSON

VIENNA—Austria is a juke box location sales market, and Austrian distributors wouldn't have it any other way.

This is one country where the coin machine operator enjoys very little prestige in the eyes of the distributors. Direct sales to locations are normal here, and the operator is odd man out.

This reporter has just completed a study of the Austrian coin machine trade.

The distributor for a major U. S. juke box manufacturer told me, without apology: "There is only one way to do business, at least here in Austria, and that is to the locations. Frankly, I won't sell to operators, not the usual operator that we have here in Austria."

8,000 Stops

There are around 8,000 juke boxes sited in Austria, only 5 per cent of which are in the hands of the operators. The remaining 95 per cent are all location-owned, and Austrian distributors, including distributors for American-made juke boxes, are frankly delighted.

Why is the Austrian operator odd man out?

Because, according to the consensus of the distributors, he tends to be a fast-buck artist instead of solid businessman. The average Austrian operator, the distributors complain, expects to buy machines on credit, to have the distributor provide locations for the machines—and even guarantee him a fixed minimum return.

A major distributor commented, "Some of my colleagues were really taken to the cleaners by operators to whom they foolishly gave such guarantees."

Distributors Lost

"The distributors went along with the demand for guarantees at the crest of the Austrian juke box boom, but when the boom began to saucer, the operators' take dropped below the guaranteed minimum and

the distributors were in trouble."

Austria is a land of complete candor as far as the juke box distributors go. There is no wishful thinking or puffing involved in their ice-cold assessment of the situation here. Bad news, they feel, should be labeled as such and faced up to.

The distributor to whom I addressed the usual polite inquiry, "How's business?" rocked me with the almost brutal response, "Horrible, and it'll get worse before it gets better."

This wasn't theatrics, I learned. Only a cold statement of fact.

Austria's juke box boom was meteoric—spectacular but short-lived. Until May of 1955 Austria was occupied by the four powers, the

Soviet Union, U. S., British and French. In the Soviet occupation zone the Austrian economy was plundered by the Russians, and in the three Western zones economic recovery was retarded by the drag on the general Austrian economy by the Soviet occupation.

Independence Boom

But with signing of the Austrian State Treaty, in May 1955, Austria regained independence and sovereignty. The entire Austrian economy boomed under the independence stimulus, and with it the coin machine industry.

The boom bubbled merrily until 1958. Since then it has been losing steam rapidly. In retrospect, it now seems to Austrian coin machine in-

dustry oracles that the boom simply got out of hand and raced far ahead of firm demand.

It is charged that as Austria began to rock and roll with juke boxes, the country's fast-buck artists at once hastened to make like operators. They persuaded the banks to bankroll them and the distributors (as the distributors now sourly allege) to equip and establish them in business.

At the same time the coin machine jobbers in Antwerp, the European coin machine crossroads, moved into the Austrian "Automaten" act. Soon, the market was spinning under the dizzy pressures of inflated credit, price undercutting, and indiscriminate siting.

By 1958 the boom had sauced and the market is still saturated—and plagued by the disaster debris from the 1956-1958 boom.

Espresso Factor

The forecast is for an eventual, but not immediate, pickup, and modest future expansion of the market geared, primarily, to the expansion of Austria's espresso trade. The espresso parlor is driving the famous Austrian coffee house out of business.

This is sad from the standpoint of the romanticists, but glad tidings for the juke box trade, as the espresso establishment requires a juke box to be authentic almost as much as it does the chrome-plated, octopus-armed espresso machine.

And this fact underlines the significant point about Austrian distributor preference for doing business with the locations—and not the operators: the exalted position accorded the juke box in Austrian coffee bars and bistros.

The distributor for an American

(Continued on page 61)



Midwest

CHICAGO CHATTER

Alvin Gottlieb is recovering following a recent illness and should be back in the office within a week or two. . . . Al Tholke, United roadman, is in Raleigh, N. C., this week, visiting the Pierce Music Company. Next stop is Columbia, S. C., then Atlanta, both offices of Sparks Specialties. . . . The Gottlieb factory will be closed for its annual summer vacation the first two weeks in July. Production on Flying Circus, current game on the line, will be resumed on reopening. . . . Acceptance of Exhibit Supply's new series of Monkeyshine cards is particularly pleasing to prey Chet Gore, who dreamed up the legends personally. . . . The name of Seeburg's president, Delbert Coleman, was among those most prominently mentioned for the purported purchase of the Chicago White Sox following the resignation of Bill Veck recently. The rumor was quelled when A. C. Allyn Jr. bought the Veck and Henry Greenberg interests. Nick Biro.

ST. LOUIS LOG

Ben Axelrod, of Morris Novelty Company, reports the firm is now delivering the new Gottlieb two-player Flying Circus game, and demands are exceeding shipments from the factory.

The Morris Company also has taken over the Chicago Coin franchise on Pro Shuffle alleys and Princess bowling alley games locally, and they are moving very nicely, Axelrod said. He also added that used Gottlieb games are moving very good. "We can sell almost anything that we get in locally or abroad," he said. He pointed out that some games are being shipped to Canada.

Axelrod and his wife recently returned from a week's vacation in Highland, where they visited their son, Leslie. The Morris Company presently is in the middle of vacation season, which will continue through Labor Day. John Hicks

East

BOSTON BRIEFS

There's good news for friends of Ed Ravreby, former president of Associated Amusements. After many months of being laid up with a heart condition, he is building up connections in the travel business. He's now with Garber Travel Service and would like to plan trips for anyone in the coin business. He'd even like them just to drop in and say "hello."

Dick Mandell of International Vending Corporation has really been on the go lately. He flew to Canada, to Atlanta, then to Pennsylvania, New York and New Jersey all in one swoop. His pockets were said to be bulging with orders for Rock-Olas. . . . The staff at Trimount Automatic Sales Corporation is happy for Shirley Kagan, who is to have a September wedding. Marshall Caras reports AMI music sales highly satisfactory. A brisk summer business has made games scarce in the area.

Bob Jones of Redd Distributing Company making the grand tour of the territory, finds business generally off, but says operators who use "Artist of the Week" system and really program their stops are going along successfully. President Si Redd has been out to Chicago and salesman Al Levine is on the go more than ever. . . . Friends of Tommy King of Fall River were startled to hear that he was taken to the hospital recently with a heart attack.

The wife of Russell Mawdsley of Holyoke is confined to the hospital. . . . Ed Beals, of Needham, while not neglecting his music business, is busy these days with his motel in Plymouth. Ed's wife is a big help in this successful venture which they went into a couple of year ago. . . . Adolph Dugas of Webster is building a Pitch 'n' Putt in the Cape Cod resort town of Hyannis.

Two adverse situations have been plaguing segments of the business lately. Arcade operators are literally screaming about weather (bad) cutting into their business. Cigarette machine operators have had their problems recently with a flood of slugs and no one seems to be able to do anything about it.

Among operators seen visiting in town were: Mark Shaevel, of Brockton; Sumner Segall, of Cambridge; Mike Paskevitch, of Fitchburg; Al Dolins, of Hyannis; Don Cochrane, of Dover, N. H.; Anthony Josephs, of Providence, R. I.; Art Strahan, of Greenfield, and Thomas Libbey, of Haverhill. Cameron Dewar.

Atlas Music Hosts 50 at Cig School

CHICAGO — Atlas Music Company hosted one of its largest cigarette vending service schools here last week on its Rowe machine. In attendance were close to 50 operators and servicemen.

The class was conducted by Rowe factory engineer Bob Manthei. Atlas personnel included Eddie Ginsburg, Nate Feinstein, Harold Schwartz, Irv Ovitz, Mike Spagnola and Manuel Herman.

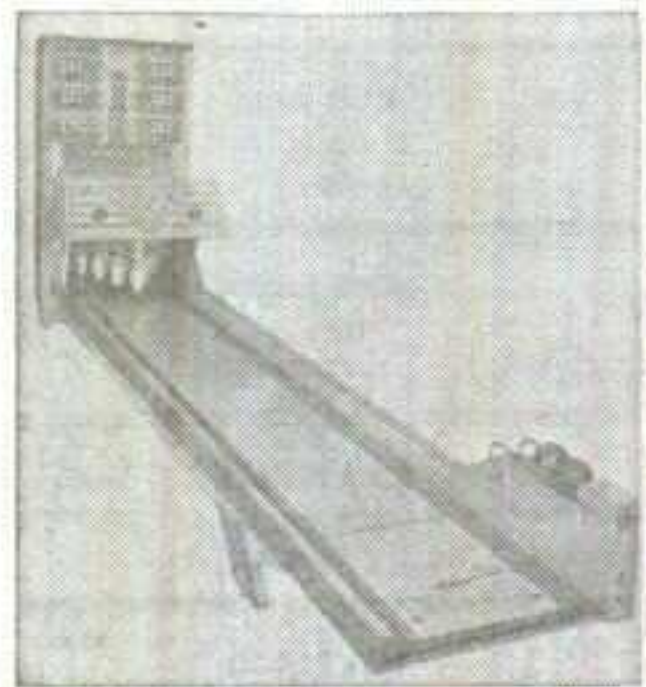
Operators and servicemen in attendance included Jack Burke, Norm Dompke, Ed Reinke, Art Ides, Bob Alexander, Hans Jones, Ray Simpson, Arvid Wetterholm, Jerry Krystyn, Steve Gones, Sol Silver, Robert Silver, Larry Di Bona, Pete Citro, Frank Kandler, Dr. A. M. Mercer, Mike Drick and Ralph Winquist.

Padula, Chi Operator, Moves Co. Quarters

CHICAGO — Frank Padula, veteran head of Melody Music Corporation here, has moved his juke box operating company into newly built quarters at 3809 West Grand Avenue, across the street from Padula's old location, where his firm has been in business some 24 years.

Padula's new building, built specifically for the juke box operation, is a large 50 by 120-foot structure encompassing some 5,000 square feet of floor space.

Office and shop facilities will be under one roof. Padula said the new quarters will enable Melody to streamline its operating procedures and offer better service to customers.



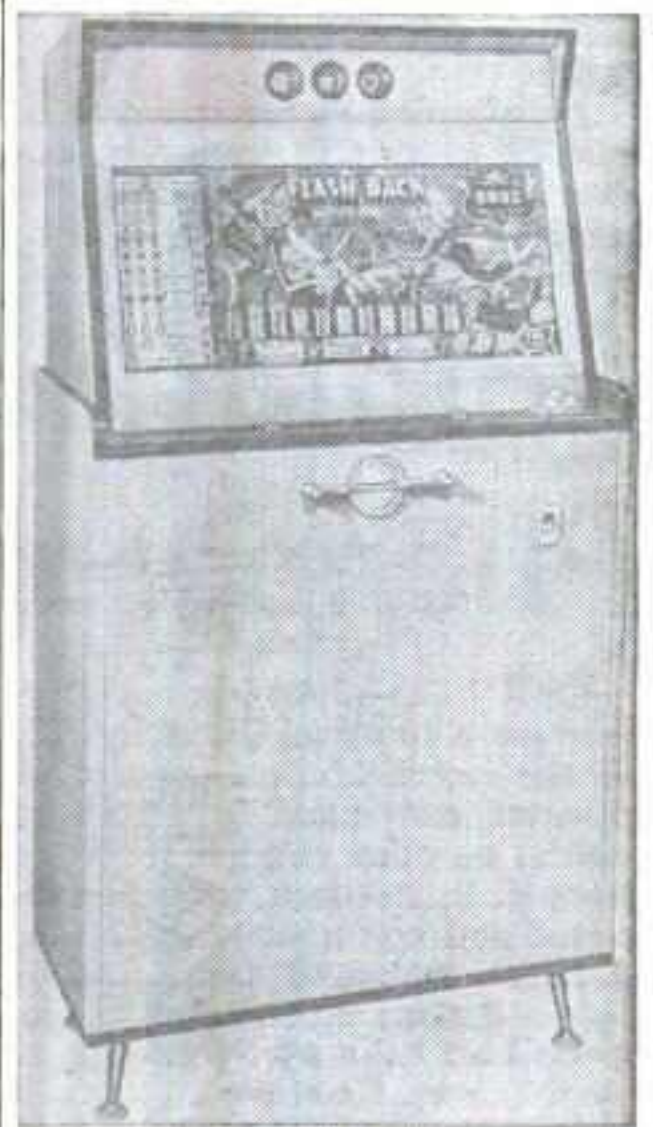
CLASSIC DELUXE BOWLER

United Starting Output on New Bowling Game

CHICAGO — United Manufacturing Corporation last week began production on its new Classic Deluxe bowler, pilot model of which was introduced at the recent Music Operators of America convention in Miami.

The game comes in 13 and 16-foot lengths, with eight and four-foot sections that can be added. It has a new "super deluxe" streamlined cabinet, with other new features including lower playfield and alley level for more realistic bowling, large-sized pin indicator on the backglass, and no wait between first and second ball in frame.

Game features, available by button control are: (1) Regulation scoring, (2) advance scoring, (3) progressive scoring, (4) strikes only, and (5) spares only (pick-a-spares).



FLASHBACK

Flashback New Double-Nothing Keeney Upright

CHICAGO — Flashback, new Keeney upright with double-or-nothing scoring, was introduced last week. The unit is housed in Keeney's new modernized cabinet and features single coin play.

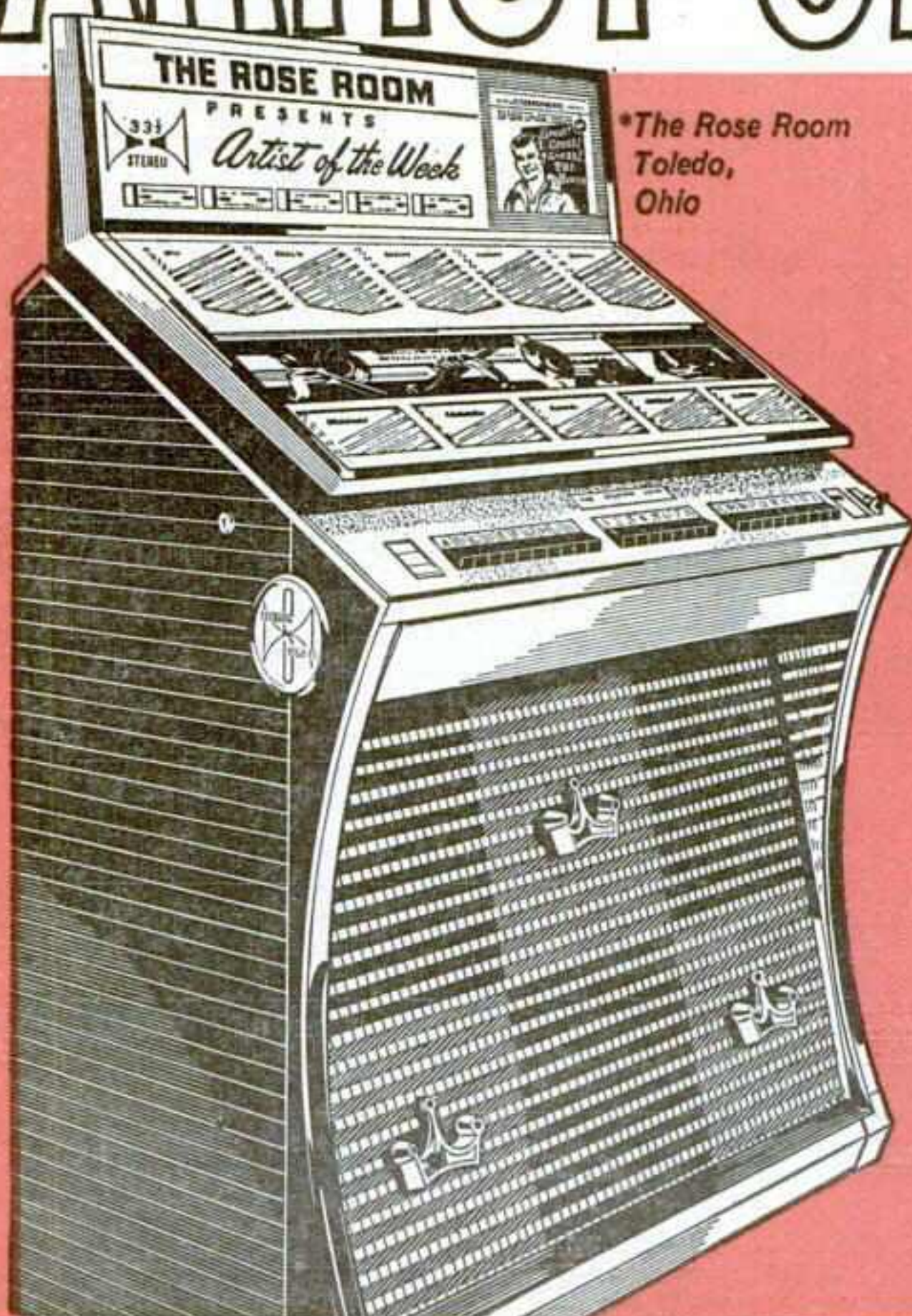
Another Keeney original, its Panoscope viewer, is incorporated into Flashback, enabling the player to quickly catch the game symbols in lighted windows at the top of the game panel.

Weight is 156 pounds and the unit measures 58 inches high, 30 inches wide and 16 inches deep. Activation is by the traditional flip-lever at the front of the machine. Backglass is attractively decorated with a mermaid and King Neptune theme.

PAT BOONE



ARTIST OF THE WEEK



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NVA Lawyers Quash Anti-Bulk Vending Measure Aimed at Charm-Gum Venders

CHICAGO—Federal legislation that would inadvertently have crippled bulk vending throughout the country is in the process of being revised, thanks to some effective industry representation by National Vendors Association counsels, Milton T. Raynor and Donald Mitchell. The bill, already introduced in

Congress, provides in part that a confection is adulterated if it bears or contains "any non-nutritive trinket or object (other than a non-hazardous object which performs a useful purpose) unless such trinket or object is separately wrapped."

The language would, in effect, exclude the co-mingling of confections and charms in interstate commerce.

More important, however, the bill would serve as a model for similar legislation on the State level, which would make the co-mingling restriction all-inclusive.

The bill is HR 3548 and was introduced as an amendment to the Pure Food and Drug Act.

Following meetings with NVA counsels and other bulk industry leaders, however, members of the Pure Food and Drug Administration have agreed to recommend deletion of that portion of the bill prohibiting co-mingling.

Sponsors Agree

Sponsors of the bill, National Confectioners Association, have also agreed to go along with the recommendation.

The bill is currently being considered by the House Committee on Inter-State and Foreign Commerce, which had asked the Pure Food and Drug Administration and other food and candy industry leaders for recommendations.

It is expected that the administration's recommendation relating to the co-mingling provision will be followed as a matter of course.

Originally Sought

Originally, the bill was sought by NCA primarily as a means of permitting the use of harmless manufacture of confections.

The so-called co-mingling provision was added to give the Pure Food and Drug Administration more effective control over confection products.

Introducing the measure was Rep. Torbert MacDonald, Massachusetts.

Following meetings with industry leaders, the food and drug administration has agreed to the co-min-

gling deletion and has also agreed to recommend that non-nutritive substances be permitted in the manufacture of confections if such substances are first submitted to the administration for approval, and the administration has authority to issue regulations governing their use.

The use of non-nutritive substances has long been permitted in other non-candy foods.

In addition to meetings with food and drug administration members, NVA counsels and officials held a meeting in New York recently to determine recommendations to be made on the current bill. In attendance were counsels, Raynor and Mitchell, charm manufacturer representatives, gum company representatives, and members of NVA's executive committee and board of directors.

First hint of the bill's potential impact came from a confidential memorandum sent by NVA counsels to its executive committee and board of directors recently.

Despite all efforts put in on the bill, however, it has surprisingly received little public or industry attention to date.

Bulk Banter

ST. LOUIS

Mark Koritz, of Marjay Vending Company, has become engaged to Susan Koplan Rosen, her parents, Mr. and Mrs. Earl K. Rosen, 8001 Davis Drive, Clayton (St. Louis municipality), announced.

Mark waited for three weeks for an engagement ring he ordered, and when it arrived he popped the question. They plan to be married early next year.

Miss Rosen, 20 years old, attended Miami (Ohio) University for two years and became a member of Alpha Epsilon Phi sorority while there. She transferred to Washington University in St. Louis last year and became president of the university's chapter of the sorority. A college senior, she is majoring in education.

Twenty-one-year-old Mark also attended Washington University, where he was a member of Pi Lambda Phi fraternity. He has been associated in the bulk vending industry with his father, Jason Koritz, for several years. Mr. and Mrs. Koritz and their son live at 562 North Mosley Road, Creve Coeur (St. Louis County).

—John Hicks

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Alert Op Spots 'Hidden' Business at 'Poor' Stop

FORT COLLINS, Colo. — Looking at a possible location from several angles before deciding whether to set up machines or not is a policy which has produced numerous profitable spots for Lloyd Gomez, bulk vending operator in this Northern Colorado agricultural center.

Gomez, who has some 250 machines on location, can count at least 50 spots which at first glance didn't seem worthwhile. For a typical example, he has a three-head unit in the operations office of the Fort Collins airport at a point where, at first glance, collection possibilities seemed light. With no scheduled airline

service, the airport seemed to have too little traffic to warrant two penny venders and a 5-cent capsule machine.

However, in looking over the spot several times, Gomez took into consideration the fact that public interest in light plane aviation has grown substantially, particularly since a Fort Collins manufacturer had begun producing Solvare airplanes right at the airport. This meant a lot of spectator traffic, particularly on weekends, many of whom would remain at the airport for relatively long periods of time. So Gomez "took a chance," installed the three-machine stand,

(Continued on page 61)

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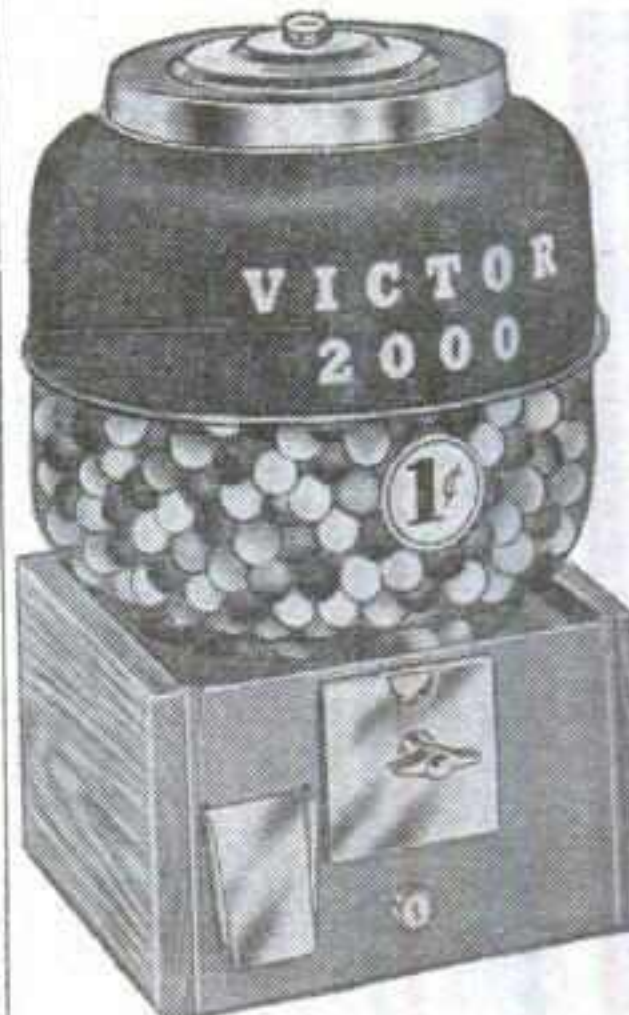
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Rainbow Peanuts	.32
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Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey's	.47

Rain-Bio Gum, 72 ct.	.32
Maltette, 100 ct. per 100	.35
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Rain-Bio Ball Gum, 100 ct.	.34
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Card File on Each Location Brings Smoother Operation, Added Stops

GOLDEN, Colo.—Meticulous record-keeping of everyday operations on the road means the maximum in returns and efficiency, where routes covering hundreds of miles are concerned, according to Clyde McCathran, who operates 700 bulk machines over a four-State territory.

The hub of McCathran's route management and accounting system is a metal card file kept in his station wagon and checked each evening against the following day's operations. The card file contains a separate card for every location on the routes, with complete information on location owner's name, a record of collections gained in past stops and any special instructions.

In the "remarks" section, any individual element is covered, such as the time at which the operator prefers McCathran to call, suggested switches in merchandise vended, etc. After work along the route, McCathran goes over the next day's stops and puts all of the information obtained into note form so that he doesn't miss a trick in driving from one location to another, carrying out repairs, filling machines, counting the receipts, etc.

Card Is Ledger

Carrying a full inventory of replacement heads as well as all of the essential tools for repairs and appearance reconditioning, McCathran uses the card as his ledger at each stop, counting the proceeds in the location owner's presence if at all possible, requesting currency for the coins collected to lighten weight problems on the stationwagon, etc.

Wherever there is an increase or decrease in sales, McCathran checks the fact with the location owner to determine why. Often, a change in the merchandise vended has developed from an impromptu discussion carried out in this way.

At the end of each quarter, McCathran sends a resume of the year's business to each location owner with a cover letter, thanking him for his co-operation. Since few bulk operators have ever gone to lengths such as these to keep the location owner posted, McCathran has built up a reputation for good business methods which have landed him not only worthwhile locations, but often caused the location owner to keep an eye on the vending machine stand, to guard against vandalism or slugging.

Slug Problem

Slugs have become a serious problem in recent months, according to McCathran, with many new developments in this bracket turning up. Probably

the most unusual has been an accumulation of dime-sized coins, probably minted by military posts overseas which use American vending machines but pay their personnel in the coin of whatever country is involved. Many of these dime-sized coins, which will apparently slip through any slug rejector, have turned up since early 1961.

To meet the slug problem head-on, McCathran has had to resort to direct action which he doesn't relish, but which has been thoroughly effective. In one spot where the dime slugs have turned up consistently, he lolled around the location after emptying the machine until he saw a youngster come in and vend himself a bug novelty. McCathran immediately opened the machine, found a slug, tracked the boy responsible to his home, and demanded an accounting of where the slug came from.

This pinpointed another sub-teenager, who had several hundred of the slugs in his possession, and put a complete stop to the 10 cent slug problem in that area. McCathran blames the large number of slugs which have suddenly blossomed out in all of his areas on the general tight money situation, which means that youngsters whose allowances have been cut down are attempting to slug machines, even though they know that this is against the law.

If a location owner is willing to keep an eye on the machine, and watch for furtive appearance on the part of customers, much of the slug menace can be eliminated.

Dime Machines

The Colorado operator only recently began adding 10-cent machines vending expensive charms, jewelry, insect novelties, etc., with relatively good results. However, when 30 slugs, amounting to \$3, show up in a 10-cent machine, it's a serious matter—and one which calls for an immediate effort to catch or scare off the offender.

Regularly adding new equipment to his routes and rotating machines which are showing relatively small returns, McCathran is one of the West's most traveled operators, covering most of his locations at least once a month, even in distant Nebraska, or Kansas. He has frequently received a valuable new location when one of his established location owners informs him that a restaurant owner down the highway, etc., "wants to talk to you."

The only way to build routes by reference, of course, is to create such respect and good will from existing location owners that they will go out of their way to recommend their bulk operator—which has been the case with McCathran for his entire operating career.

Buffalo Considers Fees on Machines

BUFFALO — A vending bill termed potentially dangerous by industry leaders is being considered by the city council here. The bill would provide for a per-machine license fee among other things.

The ordinance has been written but fee amounts have been left blank. Proponents of the measure were to testify last week and opponents are scheduled to appear at hearings this week.

National Automatic Merchandising Association legal counsel Richard Funk will be among opponents appearing to testify.

The bill has been termed a political football by vending traders here and is generally looked upon with disfavor by the industry.

NAMA's Hungerford With U. S. Committee

CHICAGO — Thomas B. Hungerford, executive director of National Automatic Merchandising Association, has been named a member of the association committee of the United States Chamber of Commerce.

Hungerford's term is set for 1961-1962. The group will meet for the first time this year, June 26-27 in Princeton, N. J. According to Wagner, "the association committee advises the Chamber's board and staff on programs and policies of importance to trade and professional associations affiliated with the national Chamber."

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Bubble Chicks, 320 & 520 ct.28¢ lb.
Tab (short stick), 100 ct.38¢ box
5-Stick Gum, 100 packs\$1.90
F.O.B. Factory 150 lb. lots.

AMERICAN CHEWING PRODUCTS
34 years of manufacturing experience.
4th & Mt. Pleasant • Newark 4, N.J.

when answering ads . . .
SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

The SUPER SIXTY Capsule Vender*
The ultimate in quality Capsule Merchandising.
Vends any item which can be placed in a capsule.
5c, 10c and 25c.
*With QUICK-TACH at slight extra cost.

CLEVELAND COIN MACHINE EXCHANGE, INC.
2029 Prospect Avenue Cleveland 15, Ohio
Phone: TOWER 1-6715

!!S-U-M-M-E-R S-P-E-C-I-A-L!!
FREE PICNIC COOLER
This deal is so HOT we pack it in a 31-Qt. Dylite Plastic Self-Insulating ICE CHEST

This is NOT A BLIND DEAL. Here's what you get (all current items):
500 Monster Fingernails in Tubes
500 Paul Revere Lanterns
500 Myrtle the Turtles
500 Talk-Talk Teeth—Clipped
500 Bongo Drums—Vac. Plated
500 Signal Flashlight—Vac. Plated
500 Assembled Belt Rings—Vac. Plated
500 Trucks & Trailers—Vac. Plated
1000 U. S. Combat Soldiers
2000 Super Series Charms—Vac. Plated
3000 Super Series Charms—Jewel-Tone Plastic

10,000 Charms—Value\$58.33
1 Cooler—Value 5.98
Total Value.....\$64.31

YOUR COST ONLY \$50.00

F.O.B. NEW YORK CITY
OFFER LIMITED—When our supply of coolers runs out, so does the offer. Order as many deals as you want, but order now.
If you do not have an account with us, please send check or M.O. with order to insure prompt delivery.

Karl Guggenheim
33 UNION SQUARE
N.Y.C. 3, N.Y. • AL 5-8393

For Sale 21 PENNY SCALES
Waiting Fortunes, Guessers, Tom Thumbs, Jennings Juniors. First takes all. Crating extra.
LEE PARKER
Box 141, Alexandria, La.

NEW and EXCITING!
MAIL BOX 'N' MESSAGE

Important message can be seen resting on the bottom of these beautiful, two-toned molded plastic mailboxes. The message is easily removed from mailbox by removing clear tape from bottom.
Each kid will want one for his collection.
Vends well in all machines.
Labels available.
Only \$13.75 per M
Order from your distributor or:

paul a. PRICE co. inc.
35 Leonard St., N.Y. 13, N.Y. COrtlandt 7-5147

RECONDITIONED & REFINISHED NORTHWESTERN 49's
Rotary delivery — mechanically simple — Sani-carry globe.
Available in 1¢ or 5¢ Merchandise or 1¢ Ball Gum and Charm.
(Specify when ordering.)
Only \$13.50 each
In lots of 10 or more ONLY \$12.50 ea.

RECONDITIONED SILVER KINGS
Finest 1¢ or 5¢ Bulk Vendor ever made!
Available in 1¢ or 5¢ Merchandise or straight 1¢ Ball Gum.
(Specify when ordering.)
Only \$8.50 each
In lots of 10 or more ONLY \$7.50 ea.

Send for list #110 of new and reconditioned machines.
Terms: 1/3 deposit, balance C.O.D.

Rake Coin Machine Exchange
609-A Spring Garden St., Philadelphia 23, Pa. WALnut 5-2676



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 9-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1¢ Tab Gum, 5¢ Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 520 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Nappies, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

Seevend to Handle Seeburg, Germany

HAMBURG—Following closely upon the announcement of the formation of Seeben S. A. in Belgium, George Gilbert, vice-president of Seeburg International Inc., of New York, disclosed the formation of Seevend Automaten Vertriebs-G.m.b.H., in Hamburg.

This new Seeburg affiliate will be the Seeburg sales headquarters in Germany and will be responsible for the sales development of the full range of Seeburg products, including phonographs, background music systems and vending equipment.

Previously, Seeburg phonographs had been distributed in Germany by Lowen-Automaten of Bingen (not by N.S.M., the manufacturing company of which Lowen is the sales affiliate).

The decision of Seeburg to form Seevend Automaten Vertriebs-G.m.b.H. is described by Gilbert as a necessary move to organize the new vending program.

Stocks of Seeburg phonographs are now available to German wholesalers from the warehouse in Cologne and additional stocks of phonographs, equipment and spare parts will soon be available from the warehouse in Hamburg.

Gilbert, in commenting on certain reports which have appeared recently in the trade press concerning a possible tie-up or licensing with the N.S.M. company in Bingen, stated that any such reports were pure speculation and absolutely without foundations.

Atlas Music Co. to Gift Paid Vacations to Ops At Luncheon Drawings

CHICAGO—Want a paid vacation to Las Vegas or Florida? Atlas Music Company customers here will have a chance to win just that as the firm holds its first drawings at a gala luncheon to be held June 27 at the Round Robin Restaurant.

Any operator who has bought a new AMI Continental II from Atlas is eligible for the drawings. The operator has a card in the hat for each machine he's bought.

The contest is in addition to the factory-sponsored contest being conducted by AMI whereby operators can win merchandise prizes and vacation trips. The factory-sponsored contest was introduced at the recent Music Operators of America convention in Miami Beach, Fla. The Atlas contest, announced some weeks later, will be held periodically.

Chi's Atlas Music to Work Iowa Sales Region Once Again

CHICAGO—After an absence of some two years, Atlas Music Company here is again entering the Iowa territory. This time, however, Atlas is representing the Rowe and AMI lines.

Atlas held showings in Davenport, Ia., last week and has scheduled another for Cedar Rapids, Ia., June 27, at the Roosevelt Hotel.

Plans call for additional showings in Des Moines and other Iowa cities, and ultimately a branch office, probably in Des Moines.

Current Atlas representative is Bill Phillips, the firm's familiar sales representative in Illinois. Gene Smith, Atlas' traveling serviceman

stationed in Peoria, Ill., will also make junkets into Iowa.

Additional personnel will be named when the Iowa offices are opened.

Atlas personnel should be familiar to Iowa operators. The firm was represented there for some 12 years handling the Seeburg line. Some two years ago, Atlas sold its Des Moines office to its manager, Phil Moss, who is still the Seeburg distributor for the Iowa territory. Atlas was purchased by Automatic Canteen Company of America, earlier this year and distributes the firm's line of Rowe and AMI equipment in Illinois and Iowa.

Valley Claims Name, Bumper Pool, As Own

CHICAGO — The term Bumper Pool is the exclusive property of Valley Manufacturing Company, the firm advised in a letter to the trade last week.

Valley said it has ownership by right or priority and trademark to the name, and has asked that all other members of the industry respect Valley's rights.

New French Phonograph Plays Musical Films of Record Stars

PARIS—A new "see it" juke box, the Scopitone, is making a play for automatic music advertising.

The new French box plays 16-mm. musical films of recording stars and orchestras in full color. Advertising messages can be in-

serted on the film and keyed to the mood of the music.

The producers regard Scopitone as the only practical medium for juke box advertising, blending, as it does, audio with visual effects.

At present the movie film juke box offers a choice of 36 titles, but the list can be multiplied indefinitely—and so can the advertising.

Scopitone is manufactured by the Compagnie d'Applications Mecaniques a l'Electronique au Cinema et a l'Atomistique (CAMECA).

The manufacturers, who have made a study of past and current efforts to sell advertising in the U. S. with the juke box as a medium, believe that the film system is the only practical method for volume advertising at juke box locations.

Their procedure is rather reminiscent of the movie trailer method of purveying advertising plugs. But the Scopitone strategists insist their product will be artfully conceived and sophisticated in delivery.

The French film juke box, in the opinion of its producers, offers virtually unlimited scope for high-grade musical productions—laced with rich advertising revenue.

Roanoke Vend. Shows New AMI Continental To N. Carolina's Ops

RALEIGH, N. C.—The Roanoke Vending Exchange displayed the new AMI Continental phonographs at the Hotel Sir Walter Raleigh here Sunday. Serving as hosts were President Jack G. Bess of Roanoke Vending and Mrs. Bess, along with Rusty Derby, Guy Derby and George Klersey, factory representative.

Guests included Horace Dove, Charles Watkins, Lacy Harris and John Williams, Dove Music Company, Raleigh and Fayetteville; Sam Watson and Edna Watson, Southern Vending Company, Goldsboro; Walter Carter and Dorothy Carter, Carter Music Company, New Bern; Chris Lockley and Susie Lockley, C. L. Music Company, New Bern; Mr. and Mrs. Garland Garrett, Cape Fear Music Company, Wilmington; Cecil Wallace and Ray Swain, Carolina Motors, Wilmington; Jack Mitchell, Royal Music Company, Durham, and Charlie Steele, Steele Music Company, Durham.

when answering ads . . .

SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

Canteen Names Alexander G. Hardy Asst. Chairman, Chief Exec. Officer

CHICAGO—Automatic Canteen Company of America last week named Alexander G. Hardy to the newly created post of assistant to the chairman of the board and chief executive officer. Announcement came from Frederick L. Schuster, who holds the latter post. Appointment is effective July 1.

Hardy has been senior vice-president of National Airlines, Miami, since 1955. He joined National in 1951 as executive assistant to the president, became assistant vice-president in 1953 and was

named a full vice-president in 1954. During World War II Hardy served in the U. S. Naval Intelligence Corp in the China, India and Pacific theaters.

Following the war he was one of the civilian chief counsels of the prosecution in the Nuremberg war crime trials, finishing his tour as executive counsel for the entire trial program. He has also served as public counsel of the Civil Aeronautics Board and has been a member of the legal division of the Office of Price Stabilization.

"AS IS" SPECIALS

United Jumbo B. Alleys...ea.	\$225.00
United Royal Bowling Alleys (with/conversion)ea.	200.00
Chicoin Player's Choice.....	350.00
Chicoin King.....	475.00
Chicoin Championship Shuffle..	150.00
Chicoin Rocket.....	50.00
Bally Moon Raider Gun.....	200.00
Bally Derby Gun.....	250.00
Bally Baffing Practice.....	200.00
Ingo Gripper (new).....	89.50
Exhibit Horses.....	275.00

Empire COIN MACHINE EXCHANGE
1012-14 MILWAUKEE AVE., CHICAGO 22, ILL. Phone: EVERGLADE 4-2600
DETROIT BRANCH—7743 Puritan, Detroit, Mich. Tel.: Diamond 1-5800

ROCK-OLA REGIS

TRULY THE WORLD'S MOST DISTINGUISHED PHONOGRAPH

FLEXIBLE • DEPENDABLE • PROFITABLE

OPERATE UNITED'S BOWL-A-RAMA

Welcome Everywhere

WRITE FOR DETAILS UNITED MANUFACTURING COMPANY 3401 N. California Ave. Chicago 18, Ill.

WANT TO BUY SPOT CASH!

CHICAGO COM DELUXE SIZE BALLS

BALLY BINGOS (from Broadway on up)

GOTTLES PIN GAMES

WURLITZER MUSIC

CALL COLLECT—WIRE—WRITE INTERNATIONAL AMUSEMENT CO. 804 No. Broad Street Philadelphia, Pa. POPLAR 3-7808 Cable, GROPOL, Phila.

The ALL NEW CROWN IMPERIAL by FISCHER

"4 x 8 Foot"—100" Long. "3 1/2 x 7 Foot"—90" Long. All New All Through!

See your distributor or contact Bill Waikel 223 Ridge Road, McHenry 4, Ill. EVERGREEN 5-5530—Distance Code 815

FISCHER SALES & MFG. CO.

LUCKY HOROSCOPE

5c, 10c, or 25c Play

- National Coin Rejector in each chute
- Two Coin Returns
- Easy to Load—Holds approx. 1,000 tickets

Size: 18' x 8' x 6" Wgt.: 20 lbs.

MID-STATE CO. 2371 Milwaukee Avenue Chicago 47, Illinois Phone: Dickens 2-3444

1,894 COMPLETE COPIES OF THIS ISSUE GOING TO OVERSEAS SUBSCRIBERS

2 1/2 Times More Circulation Than the Next Magazine!

TOTAL PAID CIRCULATION OF THIS ISSUE OF BILLBOARD MUSIC WEEK **21,922**

BILLBOARD MUSIC WEEK

THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

FOR SALE
25 Late Model
BALLY
CHAMPION HORSE

Only \$375 ea.
Call or Write Today.

TARAN DISTRIBUTING
CO., INC.
8401 N.W. 36th Street Miami, Florida
Phone: NEWton 5-2531

WANT TO BUY

HIGHEST PRICES PAID!
Rush Your List!

GOTTLIEB SWEET SIOUX—CONTEST
—GONDOLIER—PICNIC—TEXAN—
—AROUND THE WORLD—SILVER—
—MADEMOISELLE—WAGON TRAIN
—KEWPIE DOLL—SPOT-A-CARD—
—CAPT. KIDD—ATLAS—LITE-A-
—CARD—MERRY-GO-ROUND—
—MELODY LANE—ROTO POOL—MISS
—ANNABELLE—SUNSHINE—WORLD
—BEAUTIES.

NOW SHIPPING
GOTTLIEB'S NEW 2-PLAYER

FLYING
CIRCUS

WITH NEW
"Chain Reaction" Booster
Ball Feature!

A colorful player attraction
ORDER TODAY!

SALE! Completely
Reconditioned

BUMPER POOL, Slate Top.....\$ 95
C. C. TWIN HOCKEY..... 100
14' C. C. BOWLING LEAGUE..... 145
14' Bally STRIKE BOWLER..... 175

NATIONAL
COIN MACHINE EXCHANGE

1411-13 Diversey, Chicago 14, Ill.
BUckingham 1-9211

Rep. Celler to Sock
Disk Piracy in Talk

Continued from page 2

of Congress has had under study for the past four years.)

Celler Keen Observer
Celler is known to keep close watch on developments in the music industry, particularly where music licensing and the use of music in juke boxes is concerned. It was during hearings in the 86th Congress on the Celler bill to end the juke performance royalty exemption that MPPA counsel Julian Abeles pleaded for federal sanctions against record piracy.

Another aspect of record piracy brought out during Senate Rackets hearings and juke box hearings in the last Congress was the supply of legitimate disks to certain one-stop distributors who were known to deal in pirated product and, in some cases, even do the counterfeiting themselves. At one time, angered members of the Senate Rackets Committee were on the verge of calling some major disk manufacturers to Washington to explain why they continued to supply the transgressors "for a few

shekels of greedy profit for a few months, and ultimately put themselves out of business."

In introducing his bill against the counterfeiters, Celler pointed out that some \$20,000,000 was being drained out of the record business and out of the pockets of manufacturers, publishers and songwriters by the piracy, which is now coast to coast and has even crossed the borders into Canada and Mexico.

Celler is expected to ask for the fullest co-operation from the entire disk industry, before the piracy becomes organized on such a large scale it can cut as heavily into the album field as it has into the singles.

GLASS FRAME
IS APPRECIATED
BY LOCATIONS

EMPORIA, Kan. — Much goodwill and a closer bond between operator and location owner is the purpose of silvered glass license frames which Emporia Music Service here distributes regularly to restaurant owners. Harland Wingrew, Kansas operator with some 200 stops, didn't invent the idea, but took it under advisement from Bird Music Company in Manhattan, Kan., who first put out the frames. Resembling mirrors with a clear-glass area behind which inspection certificates, beer and food licenses, etc., may be inserted, the license frames include the Emporia Music Service trademark, brand name, telephone number and other information. Since the paper licenses or certificates which are enclosed by a snap-on backing are completely proof against dust, stains, and similar damage, the frames are much sought after by Kansas bar and restaurant owners. There is no doubt, according to Wingrew, that numerous spots have been developed entirely on the basis of the license frame's popularity. Their usefulness goes on year after year, of course—whereas the ordinary calendar, as distributed by many business firms, is usually surplus anyhow, and good for one year's use at the most.

Music Events
1961 Calendar
Now in Mails

WASHINGTON—The Summer Music Calendar of the United States, listing times and places for every kind of musical jamboree from the Big Sing Day in Kentucky to the Sixth Annual Alaska Festival of Music in Anchorage, is now available. The Calendar of over 3,000 musical events taking place in over 400 U. S. cities, June through September, 1961, is the product of the President's Music Committee, in the People-to-People Program, under chairmanship of Mrs. Jonett Shouse.

The 72-page calendar of summer music, theater and opera, outdoor concerts, et al, may be obtained for \$1.50 from the President's Music Committee, 734 Jackson Place, N. W., Washington 6, D. C. Also available, at \$2 per copy, is the International Music Calendar, listing music events in 98 countries during 1961.

WURLITZER
2500
ULTIMATE IN
Automatic
MUSIC

THERE IS A DIFFERENCE—DEPENDABLE SERVICE

ARCADE GUNS

Ex. Space Gun\$ 95
Ex. Jungle Gun 225
Genco Circus 250
Mufs. Sky Filter 125
Ky. Sportsman 195
Ky. Ranger 195
Mid. Bazooka 325
Seeburg Bear Gun 185
Seeburg Coon Hunt 185
Pirate Gun 225
Jungle Jo 125
Wms. Safari 210

VENDORS

Rudd Melikian 4 sel. Milk Cup\$350
Vendo 210 Milk 475
Stoner's 4 sel. Pastry.. 175
Keeney Pop-Corn 275
Automatic Corn Popper 150
Hebel 3 sel. Ice Cream 295
Hebel 5 sel. Ice Cream 350
Vendo 210 Ice Cream.. 550
Vendo Bottle Vendor .. 195
Cole T.M. 600—3 sel... 325
Cole Special—4 sel. 425
Spacarb 3 sel. 325
Spacarb 4 sel. 395
Barvend Fresh Grind & Choc. 295
Stoner 500 Coffee & Choc. 350
Mills Hot Chocolate ... 75

WANT TO BUY

PIN GAMES

Gottlieb Sweet Sioux—Contest, Gondolier, Picnic, Texan, Around the World, Silver, Mademoiselle, Wagon Train, Kewpie Doll, Spot-A-Card, Capt. Kidd, Atlas, Lite-A-Card, Merry-Go-Round, Melody Lane, Roto Pool, Miss Annabelle, Sunshine, World Beauty.

BINGOS

Show Times, Key West, Big Shows, Double Header, Miss America, Sun Valley, Cypress Garden, Sea Islands.

MUSIC

Wurlitzer 1700, 1800, 1900, 2104, Seeburg—R-KD, V1-Q, 201, 222.

Distributors for WURLITZER UNITED, GOTTLIEB & MIDWAY.

CLEVELAND COIN

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



M. S. GISSER
Sales Manager

ATLAS . . . MIDWEST HEADQUARTERS

COMPLETE STOCK OF PARTS FOR ALL
ROWE VENDING MACHINES . . . FAST SERVICE!

USED VENDORS

STONER D-13 HOT DRINK, Coffee, Tea, Chocolate, 2 Soups.....\$595
STONER 260MSQ CANDY, 386 Items 325
SEEBURG 800-E-1 225
SEEBURG 800-E-2 275
11-Col. NATIONAL (Slant) 175
NATIONAL 9M 95
CONTINENTAL CORSAIR "20" 195
Reconditioned—Refinished

JOBBER'S SPECIAL!

A.M.I. G-200's **\$195**
AS IS—COMPLETE (You Pick Up)
Crating \$10 extra

For SERVICE and PARTS
ATLAS is STILL Your Best Bet!

Distributors for
AMI—ROWE

1/3 Dep., Bal. C.O.D. or Sight Draft
F.O.B. Chicago



A Quarter Century
of Service

ATLAS MUSIC COMPANY

2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005

A.M.I. J-200	\$645
A.M.I. J-120	625
A.M.I. 1-200-M	425
A.M.I. H 100-M	325
A.M.I. G-120	325
A.M.I. F-120	295
SEEBURG 161	675
SEEBURG 201	675
SEEBURG L-100	495
ROCK-OLA 1455	425
ROCK-OLA 1448	350
ROCK-OLA 1446	245
WURLITZER 2200	445
WURLITZER 1900	375
WURLITZER 2100	365
WURLITZER 2000	295

"Profit-Makers" From
chicago coin

- WILD-WEST
- PRINCESS BOWLER
- PRO BASKETBALL
- PRO BOWLER

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

SHUFFLES

Rebound Shuffles\$ 45.00
Shooting Star 95.00
Rocket Shuffle 95.00
Blinker 170.00
All Star 125.00
Keeney Bowlette 145.00
Chicago Coin Ski Ball 145.00

6-POCKET POOLS.....\$150.00

LARGE BUMPER POOLS...\$75.00

14-ft. Bowlers\$145.00
Genco Rifle Gallery 95.00
Genco State Fair 195.00

4322-24 N. WESTERN AVE.

CHICAGO, ILLINOIS

JUNiper 8-1814

PURVEYOR
DISTRIBUTING CO.

Better Buys

BELAMEX for EXPORT

- PHONOGRAPHS Seeburg—Rock-Ola—Wurlitzer—AMI
- BALLY BINGOS
- GOTTLIEB PINBALL MACHINES
- BOWLERS
- SHUFFLES

We know the requirements of all foreign countries. Our service and co-operation are the best available. Our prices are most competitive.

FOR PRICES AND DETAILS
CABLE OR WRITE:
BELAMEX, NEW YORK

R. H. BELAM COMPANY, INC.

23 EAST 26th STREET

NEW YORK 10, NEW YORK

AT LAST,

a planned and positive public relations program is working for the coin machine industry. Instead of the old barrage of bad publicity, the press is now printing stories that show the coin machine industry as an important part of the American economy and way of life.

THE FUTURE

success of this public relations program depends upon your support. It is financed solely by memberships in the
COIN MACHINE COUNCIL

Mail This Coupon

NAME _____
FIRM _____
ADDRESS _____
CITY _____

COIN MACHINE COUNCIL

75 East Wacker Dr., Chicago 1, Ill.

Annual Dues: Distributors \$200 Jobbers \$100
Operators \$10-\$25-\$50

when answering ads . . .

Say You Saw It in Billboard Music Week

ARCADE EQUIPMENT

Priced Right For Quick Sale

	Each
1 Ant Colony	\$ 95.00
2 Auto Test	595.00
1 Genco Basketball	175.00
1 Evans Bat-A-Score	125.00
5 Genco Champion Baseball	75.00
5 Finley Colored Slide Machines, brand new	295.00
4 Williams Cranes	95.00
1 Flying Saucer	95.00
1 C. C. 4-player Derby	125.00
4 C. C. Goalees	95.00
10 Genco Gypsy Grandma, with pedestal	225.00
7 Genco Grandma Horoscope, console model	345.00
3 Midget Movies	95.00
1 Ace Bomber	125.00
1 Candid Camera	145.00
1 Periscope	95.00
1 3-D Peep Show	145.00
5 Motorama	225.00
11 Peppy the Clown	225.00
2 Exhibit Peep Barrels	125.00
1 Pollard Play Football	95.00
1 Genco Quarterback	125.00
5 Williams Sidewalk Engineer	95.00
2 Space Age	275.00

21 C.C. ROCKET SHUFFLE
with BOUNCING BALL
Good Group Game **\$95.00** Each

All Prices Quoted Crated F.O.B. Phila.
WIRE—PHONE—WRITE TODAY
Send for Complete Lists
ARCADE—GAMES—BINGOS
RIDES—MUSIC—etc.

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



South

MIAMI BREEZES

Norka Orsini, secretary at Bush International, was married early this month to Angel Diaz, manager of Cancel Hermanos, Inc., a leading Puerto Rico coin machine distributor. After a Florida honeymoon, the couple will make their home in San Juan.

Morris Marder, Sol Tabb and Harold Craver, M&M Service Company, recently expanded their operation by buying Moe Steinberg's Stirling Music and Willie Blatt's Music Maker routes.

Don Helow, formerly with Viking International (juke box exporter), is now on the road for Taran Distributing, covering the area from Tampa to Key West. Taran's Gene Lane is making monthly junkets to Jamaica and Nassau.

Buddy Kauffman, C&L Amusement Company, who will be married in Toronto this month, was guest of honor at a bachelor dinner given by local coinmen. . . . Eli Ross, Ross Distributing Company, reports healthy sales of the new Fischer Crown Imperial pool table.

Bobby Taran, youngest son of Sam Taran, and Carol Kent were married Sunday (18) at the Seville Hotel here. Young Taran is assistant manager of the Pan American Distributing Company.

West

LOS ANGELES ANGLES

Although the R. F. Jones Company is yet to hold its grand opening, a number of operators have been dropping in for parts and service. These included Herman Stauffer from San Bernardino and Paul Vogel, local operator. Vogel recently sold his cigaret operation, is now confining his activities to background music. . . . Don Peters, service manager at Paul A. Laymon, Inc., leaves soon on his annual vacation to North Dakota. . . . Jimmy Wilkins, also of the Laymon firm, and his two sons are prepping for a 65-mile hike along with 30 Boy Scouts. Wilkins, who is interested in the Boy Scout movement, said the hike is a preliminary to the one planned in 1962 for seven days.



Jimmy Wilkins

Jack Leonard, of the Badger Sales parts department, and his wife, Dorothy, recently marked their 21st wedding anniversary. Jack's father, Lou, was in town from Vancouver, B. C., for the event. . . . Red Creswell is back on his job at the Laymon company following an illness of nearly two weeks. . . . H. O. Chapman, of Mayflower Vending, will retire with the rating of colonel in the U. S. Army next December. . . . Walt Hemple, of First National Music in San Fernando, in town for parts and supplies. Sam Abbott.

Jack Arnold, of American Amusement Company, Denver, is continuing operations on a reduced scale, having given up a large portion of his former citywide phonograph route. . . . Even though collections slowed up somewhat during the late spring and early summer in Denver and other large Colorado cities, Wyoming spots continue to show improvement, according to Zoltan Ganz, Cheyenne operator. He was seconded by Ron Cook, of Laramie, who has both diversified and extended his route with a larger percentage of games.

BARGAINS FOR THE WEEK

Bull's-Eye Drop Ball	\$150.00
Genco Skill Ball (as is)	50.00
Wms. Roll-A-Ball (as is)	50.00
C. C. Rocket (2 Player) (As Is)	60.00
C. C. Skill Ball DeLuxe	50.00
C. C. Rocket (1 Player) As Is	50.00
United Team Mafu (16 Ft. Bowler)	650.00
United Small Ball Bowler	135.00
United Advance (16 Ft. Bowler)	595.00
United Mini-Bowl League (16 Ft.)	625.00
United Mini-Bowl Handicap	675.00
United Rebound Shuffle Alleys, Ea.	75.00
United Team Shuffle Alley	85.00
Bally ABC Super Delux Shuffle Alley	225.00
2 Bally Strike 14-16 (As Is)	150.00
United Deluxe Baseball (Used)	295.00
United Yankee Baseball	275.00
2 1454 Rock-Ola	375.00
3 AMI K200A (New)	Write

The United Bowlers mentioned above reconditioned like new. Have been used very little.
All Equipment Subject Prior Sale.

Central DISTRIBUTORS, INC.
2315 Olive Street, St. Louis 3, Mo.
Phone: MAIN 1-3511; Cable: 'Cendist'

WE NEED USED PHONOS

Liberal Trade Allowances on New Wurlitzers

WALLBOXES

Rock-Ola 50-Selection W.B. . . . \$ 9.50
Seeburg 200-Selection W.B. . . . 59.50

C.C. small Ball Bowlers . . . \$80.00

United Simplex Bowlers . . . \$295.00

Call, Write or Cable
Cable: LEWJO

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
1301 N. Capitol Ave. 1635 Central Pkwy.
Indianapolis, Ind. Cincinnati, Ohio
Tel.: ME 9-5193 Tel.: MAIN 1-8751

Joe Ash says . . .
CONTACT ACTIVE FOR PINBALLS
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Roller Derby	Big Tent	250	Carnival	115
Laguna Beach	DeLuxe Big Tent	150	Beauty Contest	175
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Ballerina	Circus	125		
Sea Island			ARCADE & MISC.	
Carnival Queen			Golf Champ	\$175
Beach Time			Rebound Shuffle Alley	95
Cypress Gardens			Dale Roadracer, New	525
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New Minnesota Legislation Creates Problems for Operators of Cig Units

ST. PAUL—Two new measures enacted during the recent session of the Minnesota Legislature are creating problems for cigaret machine operators in the State. One law raises the State tax on cigarets from 5.5 to 7 cents per pack effective July 1.

The other law requires wholesalers to mark up their selling price 4 per cent over their cost of acquisition, and retailers to mark up their selling price 8 per cent over what they pay wholesalers.

The latter law, a cigaret fair trade act, became effective when it was passed last month, but has not been enforced so far. Responsibility for enforcing it was delegated to the Minnesota Department of Business Development by the Legislature.

Currently, most ops are charging 30 cents a package for both filter and regular cigarets sold from machines. Many believe that they will have to raise their price to 35 cents. Only possible exception is wholesalers who also are in the vending business.

Operators estimate that with the extra 1½ cents tax and over 1½ cents a package to meet the fair trade pice law, 35 cents probably will be the prevailing price for vendors.

This will create a considerable difference between the price of cigarets sold over the counter and

by machines. Regular cigarets generally are selling at cut-price in drugstores and at supermarkets for a minimum of 24 cents a package and king size and filter cigarets for 25 cents, according to Robert Armstrong, sales manager of E. B. Crabtree, tobacco wholesaler. These prices will go up to a minimum of 25 cents for regular size, 26 cents for king size and 27 cents

for filters as a result of the fair trade law, Armstrong said.

The increased Minnesota tax will boost the three prices another cent—to 26, 27 and 28 cents—on July 1, he added. Prices at smaller stores may be even higher.

The drive for the State cigaret trade law was spearheaded by the Minnesota Candy and Tobacco Distributors Association. Passage of the law resulted from claims by distributors and independent dealers that area chain stores had been selling cigarets at less than the manufacturer's price, using them as a "loss leader" to attract business.

James W. Clark, Minnesota commissioner of business development, said enforcement of the law in the 20,000 retail outlets and 200 wholesale outlets affected is an "impossible task" until an attorney is assigned to his staff by the attorney general's office. Funds for employing such an attorney were provided by the Minnesota Legislature.

Operators also pointed out that they cannot give their locations less commission (or split) than they currently are giving them, making the increased price per package necessary.

FTC'S Payola Charges Nixed

WASHINGTON — Payola charges have been officially dismissed by the Federal Trade Commission against Columbia Record Sales & Distributors of New York, Capitol Records Distributing of Hollywood, and Interstate Electric Company, New Orleans. The full Commission dismissal followed recommendation by FTC attorneys who noted that the charges against the firms were made before the September, 1960, changes in the Communications Act and were no longer pertinent.

Although the FTC does not make public the alleged charges, they are known to concern supply of free records to broadcasters, a practice which is now expressly permitted under the revised Sponsorship Identification Sec. 317 of the Broadcast Statute. FTC says it no longer has to determine the legality of the practices involved "since the public interest is now fully assured by specific statute."

The new anti-payola terms permit a reasonable supply of free records to broadcasters and even permit supply of a whole library for newcomers or music format changeovers, provided no exclusive play is agreed upon in exchange. The Federal Communications Commission is in the process of setting up guidelines for the anti-payola and sponsorship requirements of the revised broadcast law. The 1960 reforms were enacted as a result of extensive TV quiz and broadcast payola scandals investigated by a special House Committee.

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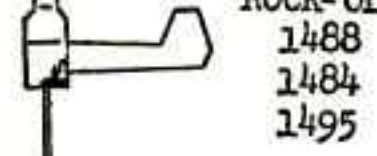

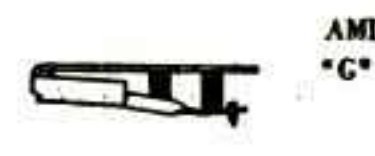

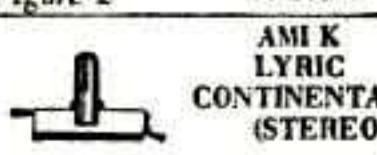
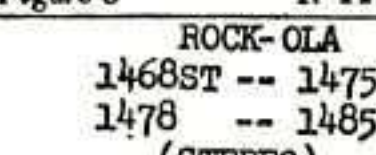



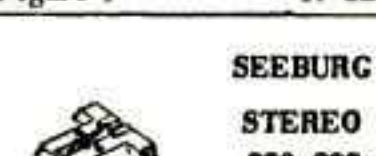

NAVY

PEACH-O-POINT COIN PHONOGRAPH NEEDLES

PEACH-O-POINT needles are manufactured especially for us by one of America's leading needle manufacturers. Every needle is hand manufactured with respect to grinding accurate radius specifications with the stone polished to a smooth mirror-like finish. The stone is mounted in exact alignment in the needle shank and is finally given a complete quality control check prior to packaging.

PEACH-O-POINT diamond needles are manufactured from whole or full diamonds in contrast to some competitors who use diamond chips bonded to a metal holder.

PEACH-O-POINT NEEDLES ARE UNCONDITIONALLY GUARANTEED — ANY PEACH-O-POINT NEEDLE FOUND TO BE DEFECTIVE, IN REGARDS TO MATERIAL OR WORKMANSHIP, WILL BE REPLACED FREE OF CHARGE.

 Figure 1 N-101 AMI C, D, E ROCKOLA 1432 thru 1465	 Figure 2 N-102 ROCK-OLA 1488 1484 1495	 Figure 3 N-111 AMI "F"	 Figure 4 N-112 AMI "C"
 Figure 5 N-113 AMI H, I, J, K LYRIC CONTINENTAL ROCKOLA 1468, 1475 UNITED UPA & UPB	 Figure 6 N-114S AMI K LYRIC CONTINENTAL (STEREO) UNITED UPB (STEREO)	 Figure 7 N-121S ROCK-OLA 1468ST -- 1475ST 1478 -- 1485 (STEREO)	 Figure 8 N-132TS AMI I & J (STEREO) WURLITZER 2300S, 2304S, 2310S, 2400S, 2404S, 2410S, 2500, 2504, 2510
 Figure 9 N-141-2 SEEBURG M100B, M100C, M100G, M100W	 Figure 10 N-142-2 SEEBURG RED HEAD HF-100R, V-160, V-200, KD-200, L-100 101, 161, 201	 Figure 11 N-143-2S SEEBURG STEREO 220, 222 Q-100, Q-160	 Figure 12 N-151 WURLITZER COBRA CARTRIDGE 1100 thru 2410 (MONAURAL)

PEACH-O-POINT NEEDLES ARE INDIVIDUALLY PACKAGED IN PLASTIC BOXES WITH LABEL ON BACK SHOWING MAKE AND MODEL PHONOGRAPH NEEDLE IS USED IN.

JULY & AUGUST BONUS NEEDLE PLAN

Buy TWELVE needles of your choice in the same price category and receive ONE FREE. Buy FIFTY needles of your choice in the same price category and receive FIVE FREE. Buy ONE HUNDRED needles of your choice in the same price category and receive TWELVE FREE. Bonus needle plan expires August 31, 1961.

FIGURE NUMBER	NEEDLE NUMBER	DESCRIPTION	POINT MATERIAL	PRICE EACH	
				1 TO 11	12 & UP
1	N-101	Astatic G	Jewel	\$0.55	\$0.50
1	N-101D	Astatic G	Diamond	2.95	2.85
2	N-102	Astatic Stereo	Jewel	1.85	1.55
2	N-102D	Astatic Stereo	Diamond	3.25	3.15
3	N-111	GE RPJ	Jewel	1.30	1.20
3	N-111D	GE RPJ	Diamond	2.95	2.85
4	N-112	GE RPX	Jewel	1.30	1.20
4	N-112D	GE RPX	Diamond	2.95	2.85
5	N-113	GE VR-11	Jewel	1.30	1.20
5	N-113D	GE VR-11	Diamond	2.95	2.85
6	N-114S	GE CL7, VR-22 Stereo	Jewel	1.65	1.55
6	N-114SD	GE CL7, VR-22 Stereo	Diamond	3.25	3.15
7	N-121S	CBS SC-1S, SC-2S, SC-8S	Jewel	1.65	1.55
7	N-121SD	CBS SC-1S, SC-2S, SC-8S	Diamond	3.25	3.15
8	N-132TS	Sonotone 8T, 8TA Stereo	Jewel	1.65	1.55
8	N-132TSD	Sonotone 8T, 8TA Stereo	Diamond-Sapphire	3.25	3.15
8	N-132TSSD	Sonotone 8T, 8TA Stereo	Diamond-Diamond	4.25	4.15
9	N-141-2	Seeburg Black Head	Jewel	1.10 pr.	1.00 pr.
9	N-141-2D	Seeburg Black Head	Diamond	4.25 pr.	4.15 pr.
10	*N-142-2	Seeburg Red Head	Jewel	3.65 pr.	3.55 pr.
10	N-142-2D	Seeburg Red Head	Diamond	9.90 pr.	9.70 pr.
11	*N-143-2S	Seeburg Stereo	Jewel	3.75 pr.	3.65 pr.
11	N-143-2SD	Seeburg Stereo	Diamond	9.90 pr.	9.70 pr.
12	**N-151	Cobra Cartridge, Green	Jewel	2.10	2.00
12	N-151D	Cobra Cartridge, Green	Diamond	5.50	5.40

*Note — We are unable to make the Seeburg N-142-2 and N-143-2S Needles, due to patent rights. However, we will supply genuine Seeburg needles at prices listed.

**N-151-Cobra Cartridge Jewel is imported. All other needles show are produced by a U. S. manufacturer.

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V 200 with VL Selection Receiver	295
V3WA-200 Sel. Wallbox ..	75
3WI-100 Selection Wallbox	39

WURLITZER

2250	\$395
2200	395
2000	245

ROCK-OLA

1455	\$375
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AMI

Continental 200-Sel., like new\$795
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EUROPEAN NEWS BRIEFS

EFTA Tariffs to Lower 10%

GENEVA—Tariffs on all coin machines imported into the seven nations of the European Free Trade Association will be slashed 10 per cent, effective July 1. The cut is a general across-the-board reduction whereby the seven EFTA countries—Britain, Switzerland, Portugal, Austria, Denmark, Norway and Sweden—are wiping out their common tariffs, step by step. The move is of particular interest to two big U. S. coin machine companies, AMI and Wurlitzer, which have their European headquarters in Switzerland. The cut taking place July 1 was originally planned for January 1, 1962. It has been advanced six months under a general speed-up of the trading bloc building. Specifically, the July 1 cut of 10 per cent will bring tariff reductions among EFTA members to 30 per cent—the same level as the six-nation European Economic Community (Common Market). EFTA's present schedule of gradual tariff reductions calls for complete abolition of tariffs by 1970 among the seven nations, which will then proceed to erect a common tariff wall against outside countries.

Ops Release Royalties Figures

FRANKFURT — German coin machine operators are paying GEMA, the German ASCAP organization, well over 5 million marks (\$1,250,000) a year in royalty fees. Operator associations have just released the figures to refute claims by GEMA that the artists are being short-changed amid the German juke box boom. The operators take as the basis for their estimates a total German juke box count of 60,000 machines. Each record purchased by the operators net GEMA 32 pfennings in royalties. This amounts to around 1 million marks (\$250,000) a year. Direct per-box royalty payments to GEMA total 4 million marks annually or \$1 million for the 60,000 boxes. The operators contend that this figure compares favorably with U. S. operator payments to ASCAP, and that the \$1,250,000 GEMA take constitutes an impressive argument for not tampering with the goose that lays the golden egg.

Bavarian Coinmen Pick Officers

MUNICH—Paul Damm has been re-elected chairman of the Bavarian Coin Machine Operators Association, and Otto Saumweber elected deputy chairman. The board of directors has been expanded and the following officers elected: Alfred Koehler, Fuerth; Edward Brauer, Kaufbeuren; Emil Gallenmueller, Munich; Herbert Sarfert, Starnberg; and Erhard Stuebner, Munich.

Neuberg Retires as Assn. Pres.

FRANKFURT—Helmut Neuberg, whose Rehbock Company is the AMI distributor in West Germany, has asked to be relieved of the office of president of Association of German Coin Machine Wholesalers, a position he has held for six years. Neuberg, of Hamburg, will be succeeded by Heinz Kaestner, of Kassel. Other new officers elected are Hubert L. Schmitz, Cologne, and Herbert Nack, Bingen, vice-presidents; and Meyer Christian, business agent. Neuberg was elected honorary chairman of the association in recognition of his long service as president.

Phonos Important Tax Source

BONN—Juke boxes have become an important source of revenue to local and State governments, according to a tax study just made by the Federal Finance Ministry. For purposes of the survey, the ministry assumed average gross per-box earnings of 150 marks per month. The mark is four to a dollar. Revenue is derived from the turnover tax (Umsatzsteuer), amusement tax (Vergnuegungssteuer), and miscellaneous business tax and trade tax fees. Juke box contributions to total German tax revenues were analyzed as a section of the general German tax revenue picture. The analysis showed that the German juke box has become a relatively heavy tax contributor.

Bulgarian's Will Swap Garlic For Phonos

VIENNA — Juke box distributors here report a potentially lively market in Communist Bulgaria—of you like garlic.

The Bulgarians, dyed-in-the-Red Communists that they are, nevertheless have a hankering after the capitalist dollar. Bulgaria is striving to lure the Western tourist trade to its Black Sea beaches, and with this in mind agreed to purchase a dozen reconditioned juke boxes from a Viennese distributor.

He put what the trade here agrees was a fancy price on the juke boxes, keen to demonstrate that a capitalist can out-smart a Communist in the competitive co-existence which Nikita Khrushchev talks so much about.

When the Reds received the shipment and bill, they accepted without protest. But they advised the Viennese distributor that since they were short on foreign exchange, could they pay in garlic?

The distributor took soundings on the local garlic market and received favorable response. At the prices garlic was known to be selling in Bulgaria's barter trade with other Western States, it was even suggested that the juke box distributor might make a killing in the garlic market with his payment for the juke boxes.

But when he received the garlic he discovered that the Bulgarians had outrageously overcharged him. Moreover, in the interval, the bottom had dropped out of the local garlic market. After vast effort, he was able to dispose of the garlic at about the break-even point.

Meantime, the Bulgarians are cheerily advising: Have garlic, will barter for juke boxes.

Memphis Burglaries On Climb Once Again

MEMPHIS — Coin machine burglaries, which were reduced 50 per cent six months after a special police coin machine squad went to work on them, are back up to about 67 per cent of what they were a few years ago when they reached their peak.

This was disclosed last week by Drew Canale, chairman of the industry's anti-burglary committee. Canale, owner of Canale National Tobacco Company and Canale Amusement Company, said the increase probably stems from tight money, increased taxes locally, unemployment, and other economic factors.

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BALLY LUCKY SHUFFLE	325.00
BALLY SUPER DELUXE ABC ..	225.00
BALLY DELUXE ABC	175.00
BALLY ABC	150.00
C.C. DUCHESS	795.00
C.C. KING BOWLER	595.00
C.C. PLAYERS CHOICE	445.00
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UNITED BOWLING ALLEY ..	125.00
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Keeney Criss Cross Diamond	\$195
Games Inc. Wildcat	185
Games Inc. Skool Shoot	95
Games Inc. Double Shot	95
Keeney Little Buckaroo	175
Bally Skill Derby (now)	195
Auto Bell Circus Play Ball	75
Auto Bell Galloping Dominoes	85
Auto Bell Circus Wagon Wheel	95

ARCADE

Bally Sharp Shooter (now)	\$495
Wms. DeLuxe Polar Hunt	145
Bally Jet Shuffle Bowler, 8 1/2'	50
Bally Trophy Bowler, 11'	295
Bally ABC Bowling Lane, 14'	125
Keeney True Score Bowler, 14'	95

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You pick the winner when you operate American's IMPERIAL. This shuffleboard game wins more coins for you because exclusive Magno Play Control prevents additional play, unless coin is inserted, when the game is over or when time expires. Your customers love to play the IMPERIAL and locations are just wild over its design and construction. Trouble free, too.

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GOOD THINGS HAPPEN WHEN YOU HELP!



P.S. WON'T YOU HELP "CARRY" THE RED CROSS?
 (Courtesy Nat'l Cartoonists Society)

Hottest Singles Artists of 1961's First Half: Elvis, Connie, Fats, Lee, Wilson, Anka, Drifters

• Continued from page 1

apiece. A total of 44 other labels had one each in the top 50 of the "Hot 100."

It is interesting to note here that many of the labels mentioned separately are subsidiaries of other labels, and if the subsidiaries' total was added to the parent company total, the results might be much different. For instance, Atco's six added to Atlantic's six comes to 12, a solid figure for the Ertegun-Wexler indie. Decca's five and Brunswick's three give the major a total of eight, etc.

The number of records a label may have in the top 50 may not necessarily denote its sales position in the singles market. A firm with two records that sell a million each is better off than a firm with five 100,000 sellers. But the more records a firm can place in the top 50, the more chances it has of breaking with big hits. Since Victor had two one-million sellers with Elvis Presley during the first six months of 1961, it is apparent that its singles position is very potent.

For the first six months of 1961, more labels hit the top 50 than ever before in a similar period. A total of 86 different labels made the top 50, and 178 different records on these labels made the upper half of the "Hot 100."

A substantial group of artists were able to come up with two or more records in the top 50 during the first six months of 1961. Artists who made the top 50 with three different releases in 1961 were Elvis Presley (one of the disks was a double compact 33), Paul Anka, Fats Domino, Jackie Wilson, the

Drifters, Brenda Lee, and Connie Francis.

Artists who had two records in the top 50 from January through June were: Etta James, Jerry Butler, Duane Eddy, the String-A-Longs, Maxine Brown, Roy Orbison, the Shirelles, Hank Ballard, the Miracles, Chubby Checker, Al Caiola, Ricky Nelson, LaVern

Baker, the Chimes, Frank Gari, Neil Sedaka, Bobby Rydell, Ben E. King, Johnny Maestro (formerly of the Crests), Chuck Jackson, Dee Clark, Clarence Henry, Adam Wade, the Coasters, Brook Benton, the Everly Brothers, Del Shannon, Floyd Cramer, Sam Cooke, James Brown, and the Bill Black Combo.

Two-Way Radio Set-Up Won't Always Help Op

PHOENIX, Ariz. — In many instances, a two-way radio system may prove to be an expensive luxury in phonograph and game route operation, according to Bill Bryant, head of the big Arizona Stereophonic Music Systems here.

One of the largest operations in the Southwest, Arizona Stereophonic Music Systems backed into the use of radio on its service trucks when buying a vehicle already radio-equipped. Because the high-frequency system was already there, another was added, and a transmitter set up in the mid-town Phoenix office.

At the same time, a good-sized telephone directory display ad was contracted, which, of course, featured the radio equipment heavily.

Experience showed several disadvantages, however, almost

from the start, according to Bryant. First, the radios installed in the trucks proved to be somewhat delicate for the stop-and-go schedule which the trucks regularly followed, to the point that there was almost continuous repair expense. Tubes, condensers and entire strips went out without warning, to the point that Bryant's three route collectors were using the telephone almost as much as ever. Likewise, since the usual service man or collector actually spends more time at locations than he does in the truck, they were often located by telephoning the spots, either through a time-schedule or a process of elimination — rather than being contacted "on the roll."

It wasn't long before Bryant decided that his radio equipment

(Continued on page 61)

ACT! HURRY! MAKE BIG CASH SAVINGS BY BUYING FROM REDD NOW

Our fiscal year ends June 30. We MUST and WILL sell regardless of price.

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- 100 ASSORTED VENDING MACHINES —Coffee, Drink and Cigarette
- 10 NEW AND USED POOL TABLES—
- 20 SHUFFLE ALLEYS — Bally, Chicago Coin; you name it.
- 10 NEW AND LIKE-NEW GUN GAMES
- 25 ARCADES — Kiddie Rides, Auto Test, Western Trails, etc.
- 8 NEW CANDID CAMERAS
- 20 NEW AND LIKE-NEW SKILL CARDS COUNTER MACHINES.

WANTED IN TRADE
WURLITZER
1700, 1800, 1900, 2104
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Austrian Distribs

• Continued from page 50

big-name juke box explained, "The Austrian location regards a juke box as necessary operating capital investment—as a piece of equipment like his espresso machine and bar stools.

"Therefore, he is not primarily concerned with a profit from the machine. He counts the machine as a business asset and calculates its profit as part of the general profits from his business.

"We think this a businesslike and healthy approach, much more so than keeping tab only on the coin box in each machine and rating the machine concerned in terms of its take.

"It is far easier, so we find, to sell equipment to locations taking the capital-investment business approach to juke boxes than to operators rating each machine in terms of its take."

Distributors also concede that location ownership increases their overhead, as it is necessary for the Vienna-based general Austrian distributor to maintain an Austrian-wide sales and service network. This is essential because the distributor is dealing with locations on a juke box-to-box basis instead of with a small number of operators with a large number of boxes.

"But the pattern of ownership by locations is here to stay in Austria," one of the country's largest distributors summarized. "There is no chance for the operator here—this is a location-ownership country, and it'll remain that way."

E. R. Ratajack Talks

• Continued from page 49

of concern, especially since the drop in city locations is expected to continue to some degree.

Also on the agenda at the Thursday operator meeting was discussion on a proposed golf outing to be held this summer.

Two-Way Radio

• Continued from page 59

was an expensive luxury which was returning very little in the way of dividends. All of the routemen, who maintain an extremely close personal relationship with their stop owners, were free to use the telephone at almost any point, and, of course, got clear, undistorted communications, undisturbed by the static and cracklings of police fleets, truck fleets, etc., which was the usual case in a big, busy city, such as Phoenix.

The result, after two years' use, was the decision to scrap the radio equipment, and to simply continue operations "as is," according to Bryant. "We're getting along just as well if not better, through relying on telephone contact," he said. "Our record girl knows the schedule of each serviceman or collector, and doesn't have any trouble in getting in touch with anyone of them within a few minutes' time, either on the spot, or calling the next location at which he is to stop, after a glance at the clock. We like to be as modern as possible—but we don't feel that two-way radio is anything like essential."

Alert Op Spots

• Continued from page 52

and as a result, has a steadily profitable spot where other bulk route operators had given it one look and gone on to other spots.

Gomez has used the same sort of reasoning at a small dairy plant which regularly stages "plant tours" for large numbers of school students, at a wholesale grocery center, and similar spots. "The traffic you can see, and the total traffic potential can be two entirely different things," he said.

Williams Deal

• Continued from page 50

amortization of excess of cost over underlying book value of subsidiaries acquired, including sinking fund and dividend requirements on preferred stock of subsidiary and debt discount. Net sale and other income for the year amounted to \$56,107,853.

The report says the financial statement does not include any financial information of Williams.

Nebraska Ops Meet

• Continued from page 49

forums in Miami were better attended than most previous forum sessions.

Conclusion was, however, that while it was good to go to Miami at least once, it would be good to be back in Chicago.

The old location sales problem was also brought up, but operators in general reported that the trouble had died down. Most reported they

were following through contacting their locations and doing an aggressive sales service job to combat the problem with good results.

The next meeting of the Nebraska group will be held in Columbus in September.



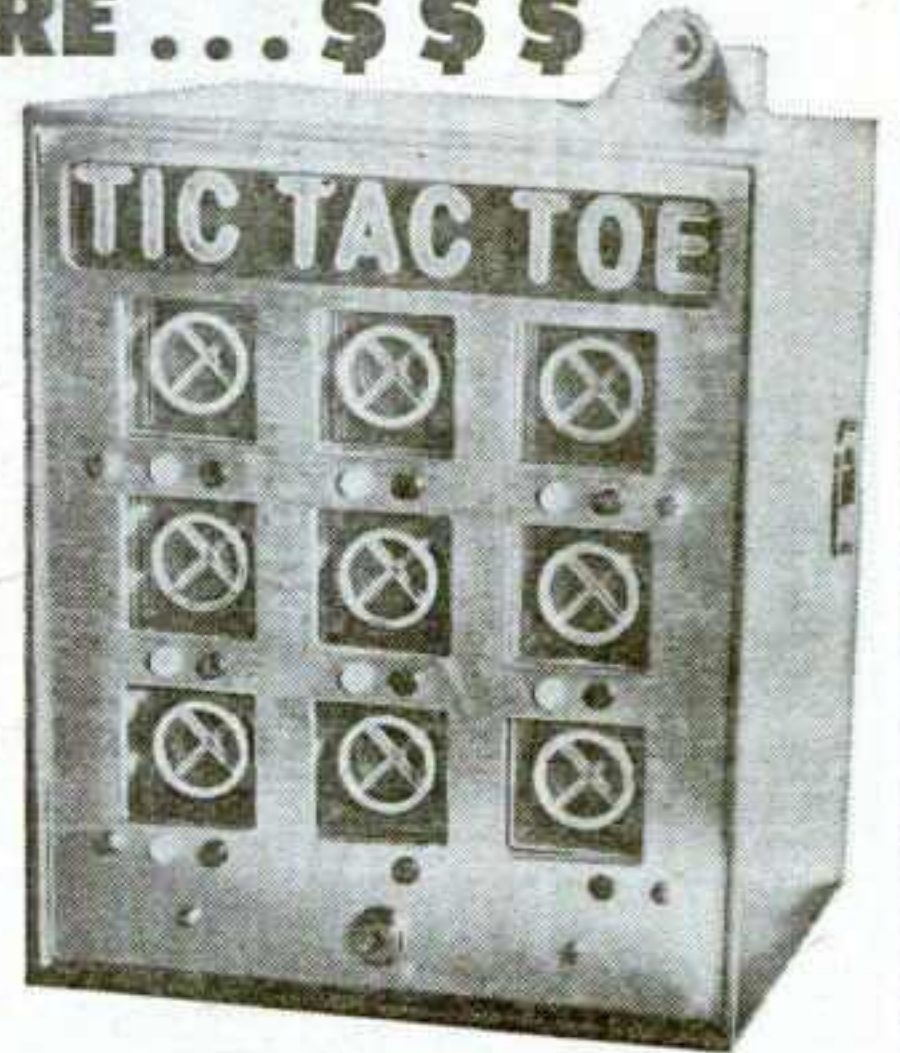
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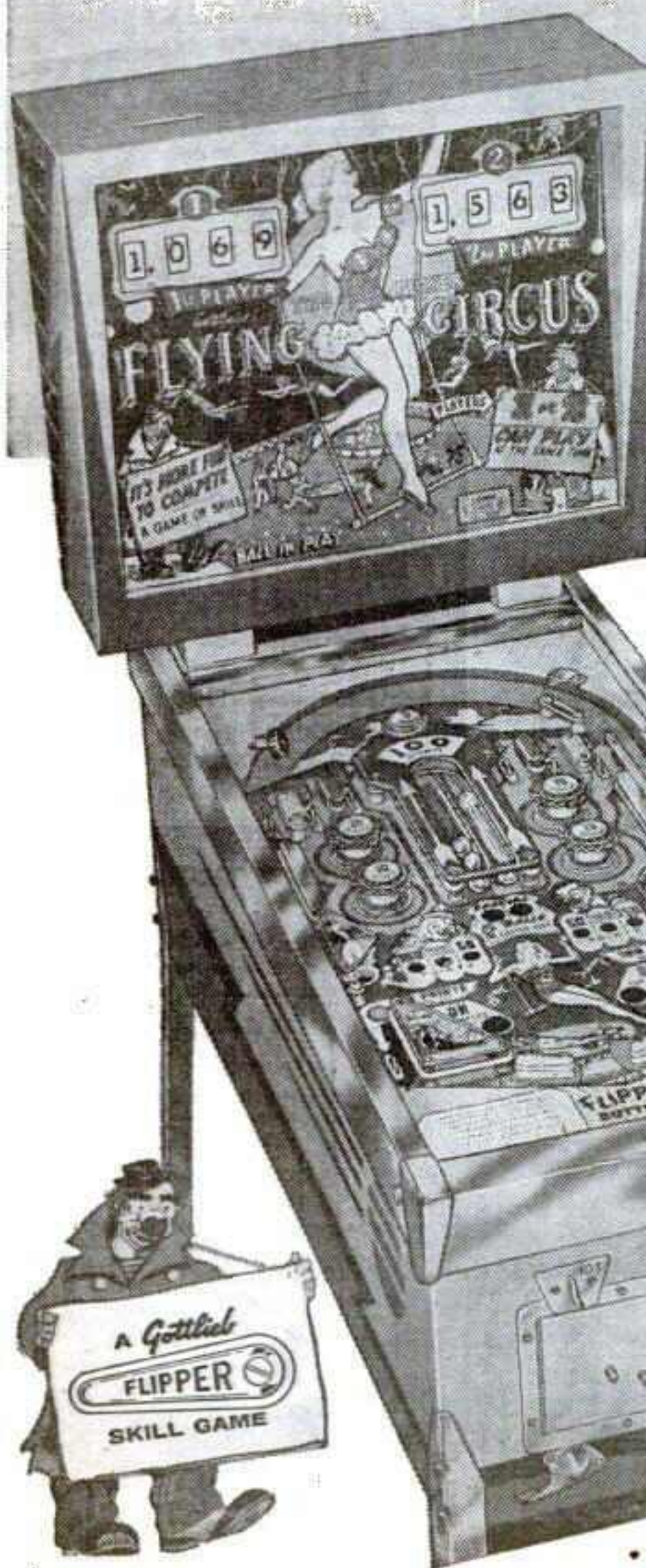
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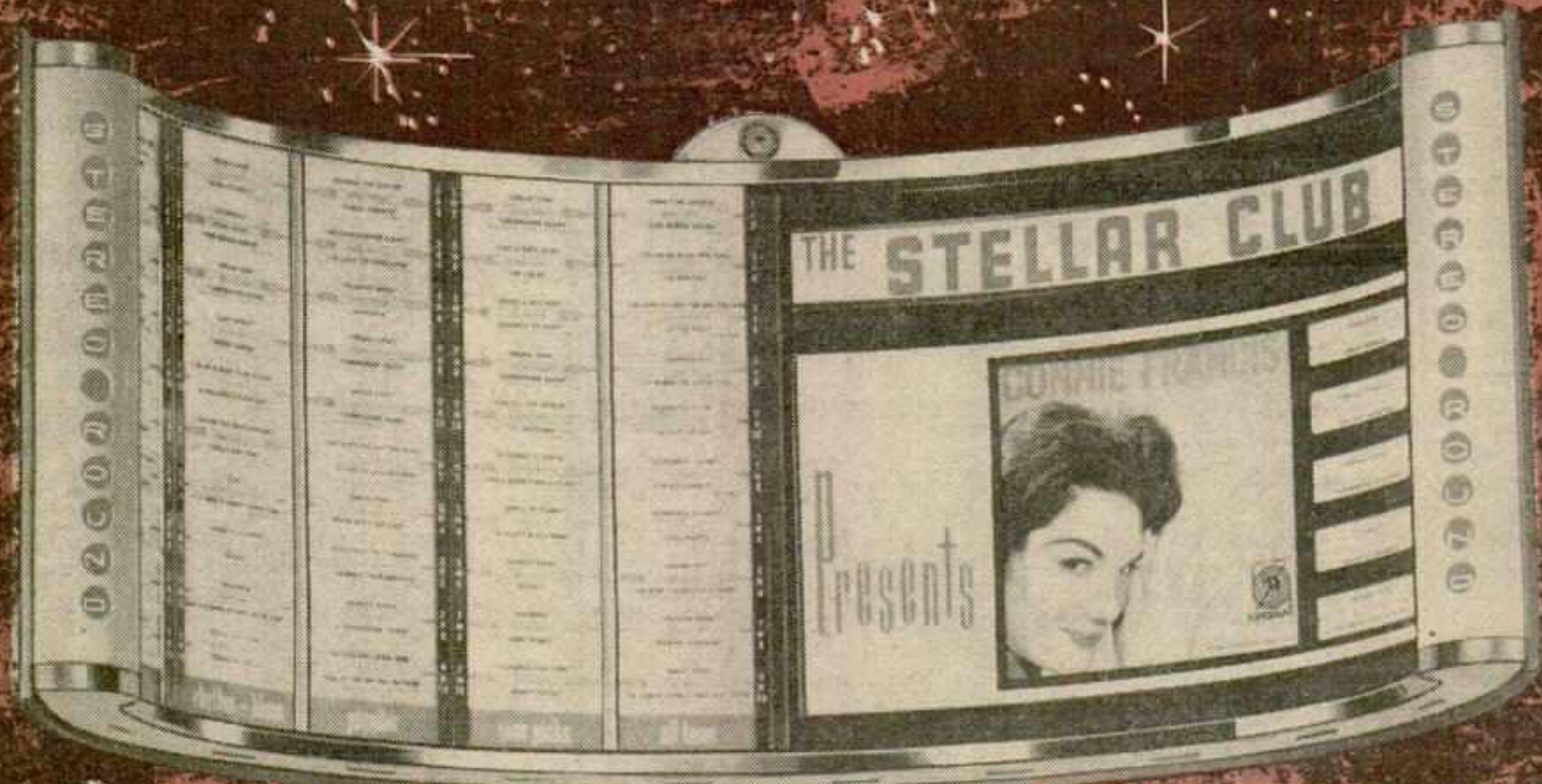
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