

# BILLBOARD MUSIC WEEK

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

## BELGIAN DEALERS, MFRS. AGREE ON PRICING CODE

By JAN TORFS

BRUSSELS—The National Federation of Belgian Record Dealers (NFBRD) who recently gathered under the direction of Mr. Becker to form a protective group, held a meeting in Brussels after they made contacts with the Federation of Record Manufacturers and Distributors, called the "Chambre Syndicale" (CS). The CS is composed of the following: Mr. Pelgren of Fonior, Mr. Lebbinck of Philips, Mr. Braunstein of Discotrade, Mr. Verneve of Grammophone, Mr. Holzhapfel of Siemens-Deutsche Gramophon, Mr. Goldschmidt of Telefunken-ABC-Paramount and Mr. Gorlee of Ets. Leman and Gorlee. As a result of the meeting, the CS has agreed upon the necessity of collaboration with the NFBRD, and out of the meeting came the following results.

1. The two commissions (NFBRD and CS) will meet with each other at least once each month to discuss the many increasing problems in the record business. A good mutual understanding is deemed indispensable, and regular, numerous contacts are considered of great importance.

2. As a result of certain excesses by discount houses, discount stores and warehouses who cut prices on their records all the year through, in the future only records more than one year old are to be sold at discount. There will be no more privileged stores, and every dealer may now sell out all such records and get the same advantages.

3. In order to avoid incidents as recently happened with Verve Records, which sold out its records at a very low price to the warehouses, an agreement was set whereby, when a label changes over to another distributor, the first distributor tries to get an agreement with the second one to take over all the remaining records. If not, the records will be presented to the members of the NFBRD.

5. In order to encourage the sale of 45 r.p.m. records,  
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## Record Execs Deliver Balm and Solace For Dealers' Problems at SORD Confab

Randy Wood Praised for Staunch Anti-Club Talk; Talmadge, Gortikov Stress Aggressive Selling Ideas

By REN GREVATT

CHICAGO — Three leading disk manufacturing executives delivered varying degrees of balm and solace in speeches highlighting the fourth annual general membership meeting of the Society of Record Dealers of America (SORD), held in the Crystal Room of the Palmer House, Tuesday (18) produced one of heavier turnouts for a membership meeting of SORD.

The audience was heartened by the presence of Randy Wood, president of Dot Records and a vice-president of the Record Industry Association of America (RIAA); Art Talmadge, vice-president and general manager of United Artists Records and president of the American Record Manufacturers and Distributors Association (ARMADA) and Stanely Gortikov, vice-president and general manager of Capitol Records Distributing Corpora-

tion. The dealers, however, were visibly disappointed when two of the three speakers declined to answer any questions following their

talks. However, the fact that such executives accepted invitations to be present and to speak, was regarded as a step in the right direction to the hoped for goal of an all-industry summit conference on the ills of the record business from the independent dealer point of view.

Initial speaker presented by SORD President Howard Judkins, was Art Talmadge. The UA and ARMADA executive outlined the latter group's contribution to the halting of widespread disk bootlegging and pointed out to the dealers their own responsibility in this matter. He also noted ARMADA's role in obtaining stiffer legislation on bootlegging in California and spoke of hoped-for national legislation on this front now being developed by Congressman Emanuel Celler (D., N. Y.).

Then, "switching hats," as he put it, Talmadge, speaking as a diskery executive, told the dealers "You are the life blood of our business but nobody can solve your problems but yourselves. We will help you in every way we can. For example, we have developed a special rack at great expense to UA, for your stores. We are giving you this tool to help you fight rack jobbers. But it is up to you to use the rack and to merchandise records intelligently. You must do that instead of dreaming in this business." Following his talk, Talmadge begged off on questions "because I have to catch a plane to New York."

Next speaker was Gortikov who took the occasion to note his awkward position, in facing a group "which has chosen to attack my company with a lawsuit. Your

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## ELVIS AIMS TO HIT THE ROAD

NEW YORK—Elvis Presley, who hasn't been seen by his fans on the road in almost four years, is planning a personal appearance tour in January. He won't be free until that time as he is committed to do another picture after he finishes his current flick, "What a Wonderful Life." Presley has been making movies since he was discharged from the Army in 1960, his current film being the fifth since he was released. He made his last road tour in 1957, just prior to joining the Army.

## Jocks Out for Hot Weather Fun

By JUNE BUNDY

NEW YORK—As it does every year, summer has again gone to the promotional heads of stations and disk jockeys across the country. Jocks are participating in zany stunts, conducting seasonal contests, and generally cutting up in an effort to keep rising temperatures from reducing their audiences.

Station KORL, Honolulu, Hawaii, is particularly anxious to qualify for silly-season promotional honors. Deejay Ted Sax of that outlet writes: "We are as wild or wilder than the boys in the States." In support of this statement, Sax

points to KORL's intrepid spinner Spangler.

Spangler, who broke the world's record for marathon bowling this spring to help raise funds for the American Cancer Society, recently broadcast a "bubble-by-bubble" account from a shark tank. While broadcasting underwater throughout an entire day, Spangler attempted to attach a banner on the dorsal fin of Marineland's biggest shark. Spangler's bowling record was broken last month by two other Honolulu jocks, Ted Moffatt and Tom Rounds of KPOI, who lasted more than 60 hours. Last week Spangler concluded his latest stunt, wherein he dressed as an Indian and spent two weeks in a

wigam located in a parking lot of Honolulu's Wigam Department Store. Several thousand people visited Spangler, and he aired his daily KORL disk show (3-6 p.m.) from the teepee. Fortunately, the wigam was equipped with a TV set, refrigerator, radio and other modern conveniences.

Earlier this summer Spangler and Sax raced two Warrior boats for nearly six hours at Keehi Lagoon. Crew members were picked out of a hat containing names of 2,000 teen-agers. Sax won by three laps.

Bill Lewis, KOTN, Pine Bluff, Ark. (the station in which veteran TV deejay Buddy Deane has an interest), created a local traffic

jam this month with a stunt. First, he played a new record on the air and informed his listeners that if they didn't like it he would personally throw the disk away. When a quick phone survey indicated the platter was in disfavor, Lewis climbed to the top of the station building (tallest in Pine Bluff) and threw the record into the street below, thereby creating the aforementioned traffic jam. Kindhearted Lewis declined to identify the rejected disk.

Bermuda shorts play a prime role in some station summer promotions. For example, jocks at CKWX, Vancouver, B. C., are currently wearing Bermudas by man-

*(Continued on page 14)*

## CMC ELECTING OFFICERS AUG. 1 AT CHI MEETING

CHICAGO—The Coin Machine Council, public relations arm of the coin machine industry, will hold its first annual election of officers at a meeting of the executive committee, Tuesday afternoon, August 1, at the Morrison Hotel here.

Also on the agenda will be formulation of public relation plans for the remainder of the year.

Up for re-election will be the Council's President, Lou Casola; Secretary, Herb Jones; Treasurer, Herb Oettinger; and three vice-presidents, John Bilotta, E. W. Holyfield, and Harold Liebman. Also to be voted on will be the 39 director seats of CMC.

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## WM Acquires Top European Agency

NEW YORK — The William Morris Agency has acquired the John Mather Organization, one of the top talent reps in Continental Europe. Henceforth, the Mather firm will be known as the William Morris Organization, marking the first time W.M. will operate its own offices outside the U. S. Heretofore, W.M. has worked through affiliated talent management firms in other countries.

Mather, who will head the new set-up, will quarterback in Rome and supervise operations of offices in Rome, Paris and Madrid.

In making the announcement, W.M. president Abe Lastfogel stressed that Christopher Mann, Ltd., will continue to operate for W.M. clients in the movie and legit field, and the Harry Foster Agency will continue to handle W.M. clients in the variety and musical comedy fields in Great Britain.

# Kenin Urges Performing Unions Unite on Issues

## Suggests AFM, AFTRA, Other Unions Fight As One Against Radio & TV Stations Injustice

DETROIT—A movement is under way whereby the American Federation of Musicians (AFM), the American Federation of Radio-TV Artists (AFTRA), and other affiliated unions may band together—as a group—to take their beefs against radio and TV broadcasters to the FCC, Congress and the public. One of the beefs concerns the threat of automation to disk jockeys and other station personnel.

Addressing the AFTRA convention here Saturday (22), AFM President Herman Kenin said: "I urge that the great entertainment unions, whose survival is at stake, join in demanding, loudly and continuously, of the FCC, the Congress and the public that broadcast licensees be compelled to live up to their obligations to provide decent economic opportunities to those who make their huge profits possible."

Kenin also said that AFTRA President Don Conaway "has been suggesting to me and to others among the entertainment unions, certain mutual administrative co-operations that could not only render all of our tasks more efficient but save our treasuries many dollars."

In line with this, he noted: "We are right now exploring the reasons

why AFTRA and the AFM should be sending separate corps of observers to police up a single recording session, and why the expensive administration of union pension funds should not be handled from a joint clearing house at great savings to each and every participating union."

Bemoaning the demise of employment for live musicians in radio and TV, Kenin said that in the 1920's broadcasters "glibly assured us that 'what's good for radio is good for musicians.'... But their promises then were as phony as some of their payola programming is today." Today, added Kenin, "there is less than a statistical half of one musician employed in each of the radio stations in this country."

Urging the AFTRA members to answer a "call to action — joint action," Kenin commented: "For the musicians, who were the first mass victims of mechanization, it already is late in the day." Then he warned the AFTRA members that they also have "begun to be shunted aside by the inexorable advance of the machine." Specifically he cited the recent trend toward stations adopting fully automated equipment, which could eliminate a sizable amount of jobs for AFTRA members, particularly deejays, announcers, and engineers.

# Aussie Club Adds American Artists

SYDNEY, Australia — Light Music Club, off-shoot of strong World Record organization adds to its release schedule this month albums by Frank Sinatra, Nat Cole, Judy Garland, Tex Ritter and Gordan MacRae and orchestras of Nelson Riddle, Ray Anthony, Paul Weston, Fred Waring among others.

These are in addition to club's own London, England, recordings of musicals, operettas and musical comedy. The club's repertoire of musicals, and other material now numbers more than 50—all specially commissioned from British indie production unit F.C.M. Productions. Initials hide the identity of young producer Fiona Bentley, composer-conductor Cyril Orna-del, and Morys; Lord Aberdare. Miss Bentley also heads Fiona Bentley Productions, responsible for creation of many children's EP's released here by World Records Guild, and by HMV in Britain and elsewhere.

# DEALERS FINED IN HONG KONG

HONG KONG—Three record dealers who pleaded guilty to selling pirated copies of Chinese hit records have been fined from \$3 to \$90 by a magistrate here. Eleven other dealers who pleaded not guilty to the charge will appear in court next week. An even bigger case concerning the counterfeiting of American hit records is due to come before the courts in the near future.

# Dot Opens 12th Company Branch

HOLLYWOOD — Dot Records last week opened its 12th company-owned branch in Indianapolis to cover the Indianapolis-Cincinnati territories. Vaughn Tiedman, Columbia Records' Indianapolis branch manager, was placed in charge of the new Dot operation. Heretofore, Dot's disks were handled in Indianapolis by Indiana State Distributor, and in Cincinnati by Hit Records. Other markets covered by Dot's expanding chain of company-owned branches include Cleveland, Pittsburgh, Buffalo, Miami, Atlanta, Dallas, Houston, Oklahoma City, Memphis, Nashville, and New Orleans.

"Either we close ranks and compel a greedy industry to assume its public responsibilities" concluded Kenin, "or we shall soon be push-buttoned into ever-lasting silence."

# Record Clubs Get Attention At SORD General Meetings

CHICAGO—Record clubs were the dominant theme of both general membership and private executive board meetings of the Society of Record Dealers of America here last week. On this subject, various decisions were made regarding financing of the suit by several local retailers against the major record clubs, one of which will have the effect of letting the record clubs pay the legal costs of their opponents.

It was reported that many dealers are now sending their record club commission checks directly into SORD for addition to the legal war chest. This practice will be encouraged. Beyond this one suggestion which gained considerable favor, was that dealers would remit all proceeds of special deals offered by the firms which are defendants in the suit, directly to SORD, also for the suit kitty.

Also related to the club picture was the tremendous play given Erroll Garner by the SORD people here. At the SORD Palmer House desk on the fourth floor, there were large placards regarding Garner's newest album, and covers of the album were available at the general meeting.

The great play on Garner, whose newest Octave album is on BMW's best selling monaural and stereo charts, results partly from the pianist's stand against record clubs. (And, of course, from the fact that he has been a good-seller.) Dot President, Randy Wood, addressing the SORD dealers here, pledged that his firm would not enter the club picture now or in the foreseeable future (see separate story), a stand which brought pledges of all-out support of Dot product by the dealers.

(Continued on page 16)

# Merc Sets Distribution For Philips' U. S. Debut

CHICAGO — The contents of the Philips catalog, to be released in the United States through Mercury Records later this year, was the main subject of discussion at the Philips-Mercury meeting held at Paris last week.

Irving Green, Mercury president, attended the conference with David Carroll, Quincy Jones, Shelby Singleton and Jack Tracy, members of Mercury's a.&r. staff. Representing Philips were Willem Langenberg, president of the International record group of Philips Phonographic Industries, and members of the Philips executive committee and a.&r. staff.

Philips, through Mercury, will issue recordings from France, England, Germany, Spain, Holland, Belgium and Italy. The firm's pop series will include such international artists as Michele La Grand, Ives Montand, Sasha Distel, Juliet

Greco and Marty Wild. Its classical series will present Sviatoslav Richter, Kondrashin, Grumix, I Musici, and conductors Kating, Sawalisch, Jokum and Dorati.

It is also intended that Byron Janis record piano concertos with the Amsterdam Concertgebouw and the London Symphony Orchestra with the above-mentioned conductors.

Mercury presently is readying its sales and promotion staff and is setting up a completely new distribution arrangement for the Philips label (BMW, June 26).

# UA Makes Strong C.&W. Singles Bid

NEW YORK — United Artists Records is entering the country and western field in a move to round out its catalog. UA chief Art Tamladge said the label will go "all out" to build its new c.&w. line, via special promotion and merchandising.

The initial c.&w. sides will be cut by Bobby Boyd, head of Boyd Records, and will be distributed under that label. However, the line will basically feature artists on the UA label. Autry Inmann is the first c.&w. artists signed by UA. The first c.&w. single released by UA will be Jimmy Blakey's "Honky Tonk Princess," a master purchase.

Talmadge said that negotiations are currently being completed for one of the "major independent producers in the c.&w. field" to record for UA. "Most of the product which will be forthcoming from the label," added Talmadge, "will feature top names in this field, with the best indie producers handling the recording assignments."

# Continuance For Reprise in Capitol's Suit

HOLLYWOOD — Overruling Capitol's objections, Superior Court Judge Gordon Files last week granted Reprise Records a week's continuance before it must show cause why it is not to be enjoined from distributing its Frank Sinatra "Swing Along With Me" album (See BMW, July 7 issue). Capitol filed suit against Sinatra and his Reprise label, complaining that the "Swing Along" LP closely resembled Capitol's own Sinatra "Come Swing With Me" album, and asked the court to restrain Sinatra from releasing the Reprise package.

The court first set Friday (21) as the day for the "show cause" hearing, but Reprise attorney Morris Cohn pleaded he would need time to prepare an answer to Capitol's complaint, and asked for a postponement. Capitol attorney Victor Natterville objected to the delay, contending that any continuance of the case was a continuance of Capitol's injury, since Reprise was being left free to sell its album.

Capitol, in a "memorandum of points and authorities" filed with the court, stated that "defendants have wrongfully utilized to their own advantage all the elements going to make up the plaintiff's album." Then, in chart form, Capitol sought to show the similarity of the two albums under columns headed "Elements," "Defendants' Album," and "Plaintiff's Album."

Listed under "Elements," were "Title" (Reprise's "Swing Along With Me" vs. Capitol's "Come Swing With Me"), "Artist" (Frank Sinatra shown in both the defendant's and plaintiff's columns), "Arranger" (Billy May shown in both columns), "Conductor" (Billy May shown in both columns), "Cover" (Frank Sinatra with hat on listed in both columns), "Record Size" (12-inch listed in both columns), "Record Speed" (33 1/3 r.p.m. listed in both columns), "Fidelity" (stereo) (Continued on page 40)

# UA Signs Distrib for Lima

NEW YORK — United Artists Records has signed El Virrey Industries Musicales, Lima to handle its distribution in Peru, thereby giving UA complete coverage in South and Latin America.

In line with UA's new policy on foreign distribution deals, all releases in Peru, under the new two-year contract, will carry the UA logo and label. The pact is effective immediately.

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### SPECIALS COMING UP . . .

- August 14, Spotlight on Jazz
- September 18, Fall Spotlight on Record Programming
- October 2, Annual Phonograph Buying Guide

# Name Product Pushed at Victor Sales Convention

## Strong Singles Action, Album Growth & Anka Pact Set Optimistic Meet Mood

NEW YORK — RCA Victor opens its national sales convention at the Barbizon Plaza Hotel in New York today (24). The convention, which will run for two days, brings together all of the firm's distributors and distributor salesmen from all over the country. The meet, which will be chaired by Victor chief George Marek, will display the firm's strong new product for fall. It is also expected that the firm will also announce the long-awaited signing of Paul Anka, upon the conclusion of his current pact with ABC-Paramount.

Victor executives enter this sales convention with a confidence stemming from the label's continuing strong sales in the singles record

# Old Everly's Disk Back on Listing After Four Years

NEW YORK — The Everly Brothers' four-year-old Cadence waxing, "All I Have to Do Is Dream," is back on the charts, thanks to Neil McIntyre, deejay-music director of WHK, Cleveland.

Three weeks ago McIntyre started to play the boys' six-month-old Cadence album, "Everly Brothers' Best," placing heavy emphasis on the "Dream" side. In two weeks the disk (a No. 1 platter in its time) was a big seller in Cleveland, and this week it moved onto BMW's "Hot 100" chart in the No. 100 slot.

The Everly's, of course, have since moved to Warner Bros., but Cadence prexy Archie Bleyer needn't shed any tears. In addition to the old Everly's record, Cadence has three other waxings on the "Hot 100" this week. "Never on Sunday," by the Chordettes is No. 15; Eddie Hodges' "I'm Gonna Knock on Your Door," No. 38; and Don Shirley's "Water Boy," No. 80.

# Warren Cleared Of Bootlegging

HOLLYWOOD—Disk counterfeiting charges against Leonard Warren were dismissed last week by Superior Court Judge Clement D. Nye. Warren was one of seven indicted by a county grand jury last October on bogus disk charges. The other six named in the indictment are scheduled to go on trial August 15.

Judge Nye dismissed the charge against Warren on a motion by the district attorney's office. Warren had claimed he was innocent, and that his only connection to the case was that he had rented office space to an individual who was charged with allegedly being involved in disk counterfeiting activities.

# ABC to Handle 'Cozy Inn,' Other Cimarron Disks in Future

NEW YORK — ABC-Paramount Records has signed to handle production, sales and distribution of Leon McAuliff's Cimarron record, "Cozy Inn," which reportedly has been breaking out in some areas. The deal, which was inked with Cimarron President Don Thompson, also calls for Am-Par to handle other Cimarron product in the future.

field, and the steady growth in the firm's album product. Since last year Victor has developed a number of new strong-selling album artists, including Peter Nero, Al Hirt, and the Limelights.

In the singles field, the firm has come up with strong new artists in Ann-Margret, the Tokens and others. Victor, of course, is still swinging strongly in the album field with standard artists like Henry Mancini, Chet Atkins, Perry Como, Brother Dave Gardner, Belafonte, Elvis, Don Gibson and others.

According to Bob Yorke, head of a.&r. for Victor, the firm's success in the album field over the past year has been due to the same concentrated type of effort introduced by the label in the singles field two or three years back. At that time Victor cut down tightly on its single releases and issued an average of only two or three disks a week. Victor cut back severely on its album roster about a year ago and has concentrated on keeping its strong names up there and either building new ones or getting names from other labels and concentrating on them —Norman Luboff for instance.

Results of the cutting down on album releases and the all-out concentration on specific product, says Yorke, has paid off for the firm and points the company's future path. At the convention opening today the firm is showing what it believes to be Victor's strongest collection of LP's this year. Product for both August and September will be shown at the meeting on Tuesday.

# Stereo FM, Tiny Radios, Tape Grab Most Attention at Chicago NAMM Trade Show

By REN GREVATT  
CHICAGO—Stereo FM broadcasting and the opportunities it presents to the music dealers of America was easily the dominant theme of conversation and interest at the annual Music Merchants Trade Show of the National Association of Music Merchants, held here last week at the Palmer House.

At the same time, observers noted strong evidence of a continuing trend toward penetration of the American market by foreign manufacturers. Pocket-sized Japanese transistor radios, literally by the score, were on view for dealers strolling the endless halls of the Palmer House exhibit area. Beyond this, however, the low-cost, transistorized, battery-operated miniature tape recorder from Japan was much in evidence.

# Liberty Program Offers 100% Guaranteed LP's

## Fall Plan Covers New Releases, Catalog Items, Long-Term Credit

HOLLYWOOD — Liberty Records will spearhead its fall program with an 18-album release, largest in the label's history, and will back up past and present product with its most extensive dealer protection plan to date, including up to six months credit, a 100 per cent guarantee, and a 10 per cent discount.

The program covers the new release as well as the complete Liberty and Dolton catalogs comprising some 170 albums with the exception of Chipmunk LP's. Benefits of the program are not being

extended to include Chipmunk product.

The program goes into effect as of August 1 and will continue through to September 22. A four-month deferred billing calls for payments to be made by the 10th of November, December, January, and February. Thus, while the program is set up on a four-month payment plan, the fact is that it will be in effect for two months prior to the first payment's due date. Dealers who buy early will get the benefit of having their credit carried over a full six-month period.

All orders will be backed by a full 100 per cent guarantee, allowing dealers to return unsold merchandise for a credit to be applied to their accounts. Cut-off date for returns is February 1. Since the final payment is due February 10, dealers will be allowed to send back returns a full 10 days before the last payment is made.

Liberty is banking on its extended billing plan to assure its

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turers have attempted to build in the public mind.

In another area of the tape scene, Bell Sound officially introduced its lightweight (18 pounds) professionally styled cartridge tape player. The unit also has provision for playing a three-inch reel-to-reel tape. The reel itself, however, is not compatible with the standard type of three-inch reel.

(Continued on page 41)

# Radio Luxembourg Breaking Records Just for Laughs

LUXEMBOURG — European author-composer organizations — the BIEM and GEMA—are annoyed at Radio Luxembourg's "Smash Hits" disk show, which means just what it says.

Radio Luxembourg, an aggressive privately owned station with studios and transmitter in the Luxembourg capital, came up with the idea of giving pop enthusiasts the opportunity to vent their spleen at disks they dislike. Listeners were instructed to write in telling why they hated a certain disk and wanted to hear it smashed. Radio

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# 20th Fox on Biz Push for Action in Singles Field

NEW YORK — 20th Fox Records has embarked on an all-out campaign to move more heavily into the singles market, according to the label's president, Henry Onorati. The firm has set up a new department to exclusively handle production, scheduling, recording and promotion of singles.

The company has signed several new artists to key the start of the drive. These include teen-aged Canadian singer, Dean Morgan, and Johnny Restivo, who was formerly with RCA Victor. Restivo has become the focal point of a major promotion tie-in with Seventeen, the national magazine for teen-age girls. Promotion will hinge on the tune, "The Magic Age of Seventeen," recorded by Restivo for 20th.

Much of the new single product will be the work of independent producers, several of whom have been asked by Onorati to submit masters. Other product will be of foreign derivation, from 20th Fox' overseas licensees. One or more newly created labels will be employed for the singles product.

# CALIF. STIFFENS PIRACY TERMS

HOLLYWOOD—California Gov. Edmund G. Brown signed Assembly Bill 3075 into California law last week. The bill provides that anyone who makes or knowingly sells records to which counterfeit labels are attached shall be punishable by a jail sentence of up to five years in the State prison or up to one year in the county prison.

The new law changes the crime from a misdemeanor to a felony and increases the maximum jail sentence which previously was six months. Under the old law, a fine of \$500 was provided, but a provision for fines was discarded in the new law in order to provide for a mandatory jail sentence.

# LATE POP SPOTLIGHTS

## THE EVERLY BROTHERS



Warner Bros. W 1418—This latest Everly's production features a dancing and a dreaming side. On both, the boys get some mighty classy accompaniment from a flock of guitarists like Chet Atkins, Hank Garland, etc. For dancing there are seven tunes, including "My Mammy," "Muskrat Ramble," etc., while the dream side includes "Don't Blame Me" and "The Wayward Wind," among others. Either way, it's fine wax.

## LET THE FOUR WINDS BLOW



Fats Domino. Imperial LP 9153—Another exciting package from the great little man from New Orleans. His current hit is included as the title tune of the album. Other standout readings include a couple of the most memorable Hank Williams tunes, "You Win Again" and "Your Cheating Heart"; and things like "Am I Blue," "Shanty in Old Shanty Town," etc. A lot of kicks here for the many fans. Good cover, too.

## THE VAMP OF THE ROARING 20'S



Dorothy Provine. Warner Bros. W 1419—Here's a strong follow-up to Dorothy Provine's current hit album "Roaring Twenties." It features Pinky, Her Playboys and the Chorus Line. Tunes, all from the wild and wonderful era of the 90's, range from "The Love Nest" to "Hard Hearted Hannah." Miss Provine sells them in her own special and bright style, over happy accompaniment. Strong wax here for both young and old.

## JOIN BING IN A GANG SONG SING ALONG



Bing Crosby & His Friends. Warner Bros. W 1322—Bing's second sing along album is as bright and spirited as his first, which was a sock seller for the label. This set contains 50 favorite tunes, and Bing and his gang sell them with the zing and gusto they deserve. Among the songs are "Shine On Harvest Moon," "Hello My Baby," "Little Liza" and "Annie Laurie." As with all sing-alongs, the lyrics are included. Good wax, good fun, and good sales indicated here.

## SOMEBODY LOVES ME



Ray Conniff Singers. Columbia CL 1642—A new album by Ray Conniff is always a good bet for strong sales and this new LP is no exception. It features the chorus in fine performances of a lovely group of standards, including "I Don't Want to Set the World on Fire," "Golden Earrings," "You're the Cream in My Coffee" and "It Had to Be You." The cover, too, is very attractive.

# Gallagher Appointed Col. Marketing Topper

## Newly Created Post Marks Major Realignment of Firm's Sales Forces

NEW YORK — Bill Gallagher, Columbia Records vice-president and sales chief, has been named to the newly created post of vice-president, marketing, for the label. The creation of the new position marks a major realignment of sales forces by the firm. Reporting to Gallagher in his new post will be

## Regular Sessions Set Up By UA for Master Purchase

NEW YORK—In line with its newly expanded master-buying program, United Artists Records has set up a special service to co-ordinate its business with indie record producers.

UA artist and repertoire staffer Ken Lauber will now meet with indie producers on a regular basis (every Monday, Wednesday and Friday afternoon) to listen to new masters submitted for consideration. All sessions will be handled by appointment.

"The lifeline of our business," said UA's vice-president, general manager Art Talmadge, "is strong product, and we at UA want to give all interested independents the opportunity to present their product under the best possible conditions."

UA has an exclusive deal with Boyd Records to distribute its entire catalog. Phil Upchurch's Boyd waxing "You Can't Sit Down" is on BMW's "Hot 100," and the Delacardos' "Hold Back the Tears," another master purchase distributed under the UA label, was on the "Hot 100" a couple of weeks ago. Other recent masters acquired by UA for distribution under the UA label include "Sometime" by Gene Thomas on Venus and "Battle Cry" by the Cavalrymen.

## Broadhead Talks Sale of Pressery

HOLLYWOOD—Dakon Broadhead last week confirmed that negotiations are underway for the purchase of his Hollywood (Las Palmas at Santa Monica) pressing, matrix and milling plant which until recently had served as the Coast headquarters for Allied Record Manufacturing Company. Precision Radiation Instruments (Tops Records) recently bought Allied, including its 57th Street pressing plant here and its Eastern manufacturing wing, but the deal did not include the factory at 1041 N. Las Palmas in Hollywood.

As a result of this purchase, Allied has become a subsidiary of PRI, and the Las Palmas operation, still owned by Broadhead and the stockholders in the former Allied firm, has changed its name to General Record Manufacturing Company since the purchase of Allied, the Las Palmas plant's operational forces have joined the PRI staff, leaving the Hollywood factory idle with the exception of some matrixing contracted by Tops.

Broadhead confirmed that the Hollywood plant, now known as General Record Manufacturing, is the subject of sales negotiations with several interested parties. He refused to identify the prospective buyers. Deal would include the pressing and milling operations, as well as the matrix facilities, which according to Broadhead is "The most modern in America."

all retail activities of the firm, except direct mail sales. They include Columbia Record label sales, Columbia Record Distributors (the company's wholly owned branches) the Columbia Home Music Library test project, and Columbia Special Products—such as premiums and promotions, etc.

Gallagher has been associated with Columbia Records since 1952. He was named vice-president in charge of sales in June of 1960. Norman Adler, executive vice-president of the firm, referring to Gallagher's new slot, said, "We are confident that his reorganized marketing structure, under the direction of Mr. Gallagher, will pro-

(Continued on page 18)

# ZOA Charges Against GEMA Cites West Germany Monopoly

By OMER ANDERSON

FRANKFURT, Germany—West Germany's Central Organization of Coin Machine Operators (ZOA) has lodged a monopoly complaint against GEMA, the German ASCAP organization, with the federal government's Cartel Office. ZOA charged that GEMA exercised a monopoly hold on the West German music market, and that current demands of GEMA against phonograph operators would tighten its monopoly grip.

## U. S. Inspired

The Cartel Office—Bundeskartell—is the West Germany government's supreme trust-busting authority. It was established at the prodding of U. S. occupation authorities to police competition in the free enterprise economy which the Germans erected under American tutelage during the occupation. Originally established to monitor Ruhr industry, the Cartel Office has developed into a general watchdog of free enterprise competition and antitrust regulation.

GEMA's move dovetails with demands by Bundestag deputies for a stem-to-stern Parliamentary investigation of monopoly practices in the music industry, focusing on GEMA, BIEM (the Paris-based Bureau International de l'Edition Mecanique), and the IFPI (International Federation of Phonographic Industries). Parliament's probe is scheduled to begin in the

## No Increase for Disk Postal Rates

WASHINGTON — Rates for mailing records or other types of sound recordings appear safely pegged at the present level of 9 cents the first pound, and 5 cents for each succeeding pound or fraction, regardless of raises in prospect for other postal classes.

A modified bill to raise postal rates (H.R. 7927) is under consideration by the House Post Office Committee, having replaced an earlier and steeper version, based on President Kennedy's requests to increase postal revenue. The earlier bill would have raised the rates on sound recordings and other fourth class materials a cent above present schedules.

Present bill would raise first class mail rates to 5 cents per ounce, airmail to 8 cents. Rates would be lifted on second and third class mailings, depending on weight and distance.

## MOVE AFOOT TO COMBINE EPIC, COL. A.&R'S

NEW YORK — There is a move in the works at Columbia. Although Columbia Records would make no comment on the matter, it is understood that the Epic a.&r. men will also record certain Columbia artists and that Columbia a.&r. men will in turn record some of the Epic artists. There will be no change of artist status, with the current Epic artists and the current Columbia artists remaining on their respective labels.

Reason for the integrated a.&r. staff is to enable the jazz a.&r. men to make jazz sides for either label, rock and roll a.&r. men to do the same, etc. Bill Levy, former administrative head of a.&r. at Epic, is leaving the label, and Dave Kapralik, who handles administrative a.&r. chores for Columbia, will take over his duties.

# Copyright Study Recommends End to Compulsory Licensing

By MILDRED HALL

Editor's Note: This is the second in a series of stories on various aspects of the U. S. Copyright Office report for a revamping of the Copyright Act of 1909. Additional facets of these recommendations will be covered in subsequent issues.

WASHINGTON—Whether for better or worse, the proposed ending of the compulsory licensing provisions of the 1909 Copyright Act will hit the music business right between the eyes, if the Copyright Office recommendations become law.

Traditionally, composers and publishers fight the compulsory licensing and its statutory 2-cent royalty, as depriving the creator of the right to decide who may record his music, setting too low a royalty, and providing only "pea-

nuts" in the way of recovery from infringers.

Copyright Office thinking, as shown in its current report on revision of the law, is that the compulsory licensing provision of 1909 was an exception to the general principle of giving a copyright owner exclusive right to license recordings because of one factor: A leading record company was known, at the time, to have garnered exclusive recording rights from the best publishing houses.

(Continued on page 41)

## Milt Grant Show On Multi-Station 'Teen Net' in D. C.

WASHINGTON—Veteran deejay Milt Grant, who has been off the air since his top-rated TV record hop show was dropped by WTTG here three months ago, is back in broadcasting again. Operating on the "first teen network," Grant is broadcasting over a four-station web, covering the entire metropolitan area.

The twice-weekly show (Saturday and Sundays, 1-4 p.m.) which kicked off this weekend, is aired simultaneously over WPGC, WAVA, WINX, and WEEL. Grant's avowed aim is "to reach all teen-agers in the Washington area."

In addition to best selling singles and disk star guests, Grant's new show features a gimmick whereby most of the programs will originate "live" from area recreation halls, swimming pools, amusement parks and other places where teen-agers assemble.

Grant intends that the show will "act as a sort of community bulletin board—a source of teen-age world goings-on." In line with this, Grant said he will work with schools and civic organizations to try and combat juvenile delinquency by providing "wholesome activities." For example, the jock is planning a "Teen Charity of the Month" which will be supported by dances and hops, with proceeds going to local charitable organizations selected by his young audience.

Also active on the show will be a staff of teen news gatherers who will report on events in their areas and schools. Grant is reactivating the "Milt Grant Club," which had over 50,000 members when his program went off the air, and most of his old TV sponsors are buying time on his new ailer.

Although Grant's WTTG record hop show was the top-rated program in his time-period and one of the best-known video disk hop shows in the country, WTTG dropped it this spring because the format didn't fit a new "image," formulated by management to appeal to an adult market.

## Bill Haley & Comets Back in Jolly's Fold

PHILADELPHIA—Jolly Joyce, head of the Jolly Joyce Theatrical Agency, has returned Bill Haley and the Comets to his banner after a number of years. Joyce originally managed Haley to the top of the rock and roll heap. First step was to get Haley in line for records again and Joyce secured a release from Warner Bros. Records to enable Haley to go with George Goldner's Gone Records. Music makers, currently at Tony Mart's resort nitery in Somers Point, N. J., will cut their first Gone sides in New York next week. Pact with Gone enables Haley to pick his platter material.

## British Disk Tax Expected to Rise

LONDON—An upset in British trading may be due Tuesday (25) when Chancellor of the Exchequer Selwyn Lloyd announces the emergency financial measures promised. It is expected that he will increase purchase tax on luxuries, including gramophone records. The government has made it clear that because of the success of the pop market, the industry is not entitled to special consideration on cultural grounds.

The Chancellor refused to alter the purchase tax on disks, currently levied at 50 per cent of the wholesale price (i.e., paid by the dealer before resale to the consumer), in the spring. The industry had made representations before the annual budget statement, but they were unavailing (BMW, April 17 and 24). Instead, Lloyd asked Parliament for power to raise purchase tax by 10 per cent at any time, without waiting for the annual tax review.

The 1961 Finance Act Bill, having passed through Parliament,

(Continued on page 18)

## WB's Weiss Reports Eastern Disk Scene

By DON WEDGE

LONDON—After a round-the-world trip, Bobby Weiss, international director of Warner Bros. Records, is now back in Europe, the center of his activities. In an interview with BMW here, he gave these country-by-country impressions of territories he had visited for the first time.

### Japan

In three or four years Japan is likely to become the third most important market for American and Western music in the world—after Britain and the European continent. Already Western music is very noticeable. Japanese artists' covers of American hits accurately interpret the mood and feeling of the original. Artists on the big television shows were excellent. Singers, groups and orchestras had a standard equal to anything similar in the U. S. or elsewhere—both in performance and style. In night clubs, Japanese orks and singers perform many western hits, usually with English vocals.

On the whole, though, Japanese people prefer their own artists, a widespread knowledge of English being confined to key cities at present. Despite this, American artists have many vociferous fans. Great influence is the Far East

Network (of the Armed Forces Radio and Television Service). Japanese audience, mainly teen-agers, hears U. S. hits soon after American release and the demand created is being met quickly by local disk firms. Stereo is just beginning to become an important factor.

Small transistor radios were everywhere, but have not affected the buying of disks. The practice of getting four or five covers of a tune seems to be declining. The current craze is for dodompa, a kind of off-beat cha-cha, which was found everywhere—clubs, radio, TV and disks. It originated in the Philippines.

The market here is mainly one for singles, though there are substantial LP sales. There are no EP issues. Languages: in the record industry English is spoken and read, many dealers also have a good command of the language.

### Hong Kong

Hong Kong is a free port, the lack of import duty is making the colony a big supermarket. Local market is not large, many dealers are exporting to other countries as far east as Australia. Morale of local dealers is reduced, undermined by dumping of surplus

(Continued on page 21)

# TAKING OFF!!!

## Breaking Out in CHICAGO, PHILLY, CLEVELAND, BUFFALO—

Thanks to Best Record Distributors in Buffalo, M & S in Chicago, Concord in Cleveland,  
and Chips in Philadelphia for breaking this hot new single!

# ST. LOUIS BLUES

# THE COUSINS

BUBBLING UNDER  
THE HOT 100  
ST. LOUIS BLUES  
Cousins, Parkway #823

Billboard, July 17, 1961

TOP MARKET BREAKOUTS  
PHILADELPHIA . . . .  
ST. LOUIS BLUES . . . .  
Cousins, Parkway #823

Billboard, July 17, 1961

### PARKWAY 823

Three New Sizzling Singles  
That Have Already Started to  
Happen!

**FLASH! FLASH!**  
The New Dance Craze  
Starting in Philly!

## THE BRISTOL STOMP

b/w "OUT IN THE COLD AGAIN"

**THE DOVELLES**

Parkway #827

## WHEN WE GET MARRIED

by

**THE DREAM LOVERS**

Heritage #102

**BILLY BARNETTE**

## MARLENE

b/w

## TWO BROTHERS

Parkway #826

**CAMEO/PARKWAY RECORDS** 1405 Locust st. Phila., Pa

## Expect Bonn Government To Revise Royalties Law

BONN—The Bonn government is expected to introduce a new law regulating payments when Parliament reconvenes in September.

The new measure would regulate payments to GEMA, the German ASCAP organization, and to the performing artist organization. In the closing weeks of Parliament the government was placed under heavy pressure to sift complaints of monopoly practices in the West German music industry.

The majority of these complaints involve lack of clear-cut legislation sharply defining the scope of royalty payments.

The Bundestag—West Germany's Parliament—has been influenced in its attitude by the substantial publicity given in this campaign of the Kennedy Administration. The Germans are particularly interested in agitation in the U. S. for the ending of the 50-year-old performance royalty exemption for juke box music.

However, there is somewhat the reverse sentiment in this country, which is regarded by German juke box operators as sort of object lesson for the U. S. trade. At the moment, legally speaking, the sky is the limit for royalty payment demands by GEMA on juke box operators.

### Was Lone Fight

Until the last year the operators fought a lone battle to clip the high-flying GEMA's wings. In the last year, however, the aggressive—the critics call them aggressive—tactics of GEMA have made the composer-author organization an apparent host of enemies.

GEMA has branched off in all directions in its efforts to increase its royalty take. Even sport organizations have come under pressure in recent weeks. The result has been complaints wholesale to Parliament.

But preliminary Parliamentary investigation discloses that while the German ASCAP twin is aggressive imprudent and immoderate in its demands and tactics, it is apparently violating no laws. Preliminary investigation shows, indeed, that the entire field of royalty legislation has been neglected in Parliamentary preoccupation with more pressing postwar legislation.

There are conflicting statutes on the books, and there are vast gaps in existing legislation.

### More Detail Due

It is expected that any new Bundestag measure will detail the rights and obligations of GEMA and will provide machinery for the adjudication of disputes. GEMA's Parliamentary critics complain the composer-author organization is a "law unto itself with only rights and privileges—but no duties or obligations defined by law."

There is also plentiful criticism of the lack of any clear-cut arrangements for policing GEMA's internal handling of the royalty payments it receives. For example, Parliament has been asked expressly to look into GEMA's administrative costs to determine whether they are excessive.

It is proposed to stipulate in any new legislation regulating GEMA that the organization be required to furnish a public accounting of its receipts and disbursements.

The Parliamentary eye has been focused on GEMA largely through the efforts of two deputies from the Christian Democratic Party, Richard Muckermann and Hermann Ehren.

Muckermann, himself an author, is demanding that new legislation protect the interest of the GEMA rank-and-file membership against bureaucratic largesse with royalty fees. Ehren, an editor, is especially concerned with the considerable

economic power of GEMA has amassed through what the two deputies term its "monopoly position" in the West German music industry.

Ehren charges that numerous enterprises have been plunged into economic difficulty largely through GEMA's intemperate royalty demands.

Any new federal law fencing in GEMA will also deal exhaustively with the organization's contracts. It is charged that GEMA employs a "straitjacket" contract which reduces the other party to "captive status."

However, the real concern of some critics is not only GEMA but the performing artists organization, Gesellschaft zur Verwertung von Leistungsschutzrechten (GVL), which, armed with a German Supreme Court decision in its favor, is demanding a cut of the GEMA pie. GEMA, however, takes the position that the GVL should negotiate independently with the operators.

### Showdown Coming

Information indicates that GEMA, as well as its critics, is girding for a Parliamentary showdown. GEMA is determined not only to preserve what the critics call its present freewheeling status, but to have this status anchored into legislation.

GEMA is prepared to deny—with substantial evidence—that it is throttling independent juke box operators. GEMA will contend that many of West Germany's approximate 5,000 operators (of whom 2,500 are organized in the Central Organization of Coin Machine Operators—(ZOA) are in financial difficulty because of their lack of business acumen, not because of excessive GEMA fees.

GEMA is prepared to cite the opinion of top figures in the operator ranks that West Germany has too many operators. It is estimated that at least 1,500 of Germany's 5,000 operators have fewer than 10 boxes. Many marginal operators, furthermore, have little training or aptitude for the trade.

GEMA also will hammer hard at the trend—in Europe and the United States—to concentrate juke box operation into large combines and the trend toward diversification by operators into games and vending equipment.

Briefly, GEMA will contend that the "small businessman" Parliament is being asked to protect is in the process of vanishing and that nothing can save him.

Operators fear, moreover, a GEMA counter-attack from the rear, so to speak—manufacturer and distributor sales of juke boxes to locations. There is gathering pressure in this country for a re-orientation of sales policy from operators to locations, pressure stemming from declining sales.

West Germany is almost alone in Europe in adopting the American-style operator trade. This country is the bulwark of operator sales policy, but much of Europe has clung to location sales. There is little doubt that GEMA is ready to cite the tremendous concentration of juke boxes in Belgium—a location sales country—to prove that juke box operation is not the exclusive preserve of the small businessman.

Finally, there is the effort of European juke box operators to generate advertising revenue from locations. Chief interest at the moment is focused on a French "cinebox," Scopitone, which screens 16-millimeter sound films of orchestras. Advertising trailers can be inserted in the films.

Experiments are under way to insert commercials at the start and finish of disks, as well as to sell

## FULBRIGHT BILL PASSES SENATE

WASHINGTON—The Fulbright bill to co-ordinate cultural and educational exchange into one operation, on a long-range policy, has passed the Senate and is now being considered by the House Committee on Foreign Affairs.

Senator Fulbright (D., Ark.) has fought hard and long to make the valuable "impact of music and art" an acknowledged and continuous factor in American foreign policy, rather than leaving it to piecemeal administration and catch-as-catch-can financing. The exchange of artists would be reciprocal, under the new legislation, with foreign artists invited to perform here, as well as tours abroad for U. S. performing talent. As Fulbright points out, "it is as important for us to understand their culture, as it is for them to understand ours."

The Fulbright bill calls for a general study on the effectiveness of the exchanges.

In the latest (ninth) semi-annual report on U. S. artists tours abroad, during the last half of 1960, there is no question of the popularity and effectiveness of one musical ambassador. Louis Armstrong brought the Satchmo charm to the Congo and Kenya. "A note's a note in any language," said Satchmo, and reports in both U. S. and African papers echoed "Amen!"

## 2 Festivals Vying For Big Audiences In Detroit Hall

DETROIT—Two major musical events will play competition to each other in the same building as the result of day and date bookings in Detroit's new \$54 million Cobo Hall, next month.

Promoter Edward Sarkisian has booked the former American Jazz Festival, first of its type to play the hall, in the 12,000-seat Convention Arena August 5-6, with two shows daily.

For the opening day, August 5, a Musical Americana program will play "day and date" with the Jazz Festival, in Hall C at Cobo. Musical Americana sponsored on the road by the International Order of Foresters, is co-billed as the New Hollywood Revue. An unusual feature will be the free admission, with seating set up for 10,000 spectators.

The former American Jazz Festival will be renamed American Festival of Music this year featuring Dave Brubeck Quartet, the Four Freshmen, and West Montgomery. The Sunday show has Count Basie and His Orchestra, the Jonah Jones Quartet, the Cannonball Adderley Quintet, Nina Simone, and Lambert, Hendricks and Ross. The Jack Brokensha Quintet and Willis Conover as master of ceremonies are booked for both days.

advertising space on the juke box exterior. All of these experiments are only that at the moment, but they serve to complicate the performing rights legislative situation.

A hidden factor in the general situation is the growing tendency of the Bundestag to examine parallel legislation either passed or under consideration by Congress, the product of visits to Washington by German deputies. Hence, whatever action takes—or doesn't take—on performing rights, legislation will influence to some extent the German attitude.

This is particularly true because of the trend toward standardization of legislation on an international basis where parallel situations exist, in the royalty rights field first and foremost.

## MUSIC AS WRITTEN

### New York

#### BIG THREE SWINGS WITH MOVIE TUNES

The Big Three is lining up much record action via its current summer drive on tunes from six major films. The drive includes music from "Francis of Assisi," with records by the Russell Faith Ork, and Sarah Vaughan. Big Three is also promoting film title songs: "Voyage to the Bottom of the Sea" waxed by Frankie Avalon; Claude King's rendition of "Big River, Big Man"; "Marines, Let's Go," waxed by Rex Allen; and the theme from "La Dolce Vita" cut by Ray Ellis. "A Place Called Happiness" from "Snow White and the Three Stooges," has been recorded by Anita Bryant and Dorothy Collins.

Bert Siegelson has been named professional manager of Frank Music and affiliates. Milt Kramer, general manager of the firm appointed Siegelson to his new post. The new professional manager has been with Frank since 1958. . . . Cleffer Joan Whitney and Alex Kramer have started a new publishing firm, Southside Music, and they are also issuing records under the same name. First disk features Carl Spencer. . . . Don Sanders and Joe Gottfried have started their own label, Stellar.

Times Square Records are now being distributed in New York by Argus Distribs. . . . Soprano Antonina Kawecka of the Polish National Opera has signed with Bruno. . . . Edward B. Marks Music has acquired the score for the off-Broadway play "The Connection," written by Freddy Redd.

Richard Johnson has been named Midwestern sales and educational representative for Mills Music. . . . Caedmon Records has named Don Dumont of Boston and Bud Daily of Houston as new distribs for the label. . . . Reports are that Pat Boone is playing to capacity audiences in South Africa. . . . The Monte Kay-Alex Valdes Jazz Festival opened to a full house at the Ritz Theater in Sao Paulo, Brazil, July 12. Festival features a flock of top American jazz names, and plays Rio de Janeiro, Porto Alegre, Buenos Aires, Montevideo and Santiago next. Bob Rolontz.

### Hollywood

Capitol is turning a baseballer into a balladeer with the signing of Los Angeles Angels outfielder Albie Pearson to a recording contract. The major league player is due to make his disk debut when he records his first sides within several weeks. Capitol Producer Curly Walter will handle his sessions. . . . Liberty Records hosted four distributor salesmen and their wives during a four-day expense-paid Hollywood junket, grand prize to winners of the label's Teensville sales contest. Those reaping the trip award (included tour of MGM Studios, Disneyland, Hollywood Bowl, Coboan Grove, etc.) were Morton Horowitz of Detroit's Cadet Distributors, Dick Bowman of Cincinnati's Hit Distributors, Dennis Dobson of Nashville's Southern Distributors, and Bernie Polakoff of Miami's Pan-American.

Hank Mancini takes his initial step into the textbook field with his "Young Arranger's Guide," published by Northridge Music, and to be distributed by the G. Schirmer Company. Book's more than 80 samples includes excerpts from his "Peter Gunn" and "Mr. Lucky" scores. . . . Dot's Randy Wood returned to his Hollywood headquarters following a vacation in Tennessee and attending the National Association of Music Merchants show in Chicago where he had addressed the general membership of the Society of Record Dealers.

Capitol is adding to its four-track stereo tape catalog by issuing two album best sellers in tape form: Ray Anthony's "Dream Dancing" and Felix Slatkin's "Charge!," a collection of martial music. . . . Jack Gerard has signed the Altones, a new group, to his Moviecraft label. . . . Leonard Feather and ex-Capitol a.&r. man Ed Yelin have formed an independent production firm to service record companies here and in the East. Team has concluded a deal to produce an Ann Richards LP for Atlantic, and a Claude Maxwell package for the Warner label. Lee Zhitto.

### Chicago

Ray Ellis, RCA-Victor a.&r. man and recording artist, was in town with Stan Pat, RCA's Midwest director of radio-TV relations, last week. His stay combined promo work for his latest LP and single, with new talent auditions. Ellis returned to New York over the weekend where he is concentrating his work in the pop and r.&b. field. . . . Barney Fields, Mercury's national promotion director, and his staff were on hand Wednesday (12) for the opening of Brook Benton's (Mercury) five-day stand at Robert's Show Club. Benton was lauded by the firm for his 14th straight hit ("Boll Weevil"). . . . Earl Glickin, Donna and Del-Fi Records, spent last week in Detroit promoting a new release by Little Caesar and the Romans. . . . Bill Sheppard, Pam Records, reports that his Pam, Nat and Wes labels will now be distributed through Summit Distributors here. (Continued on page 11)

## Strong Advertising Push Will Herald October Philadelphia Hi-Fi Exhibit

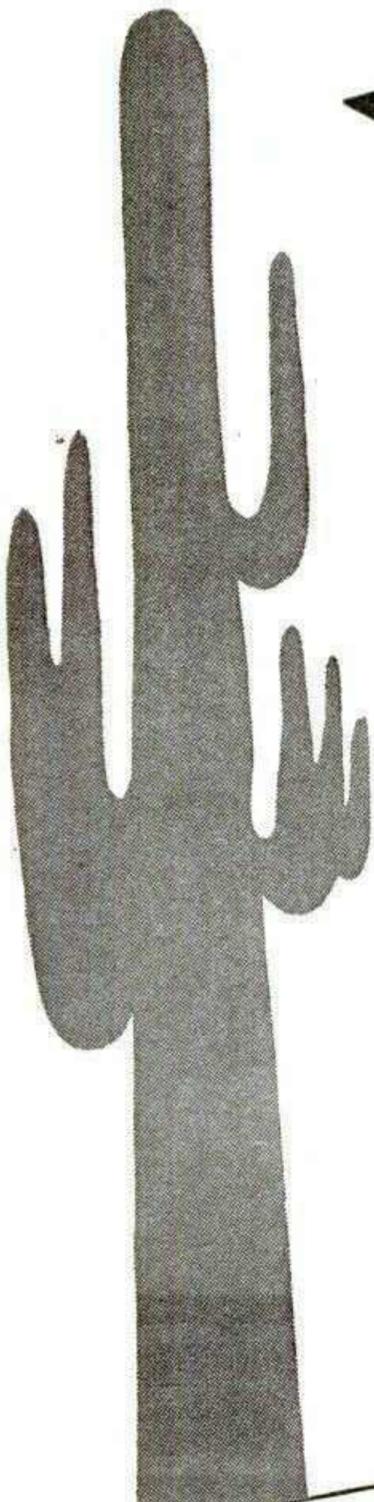
PHILADELPHIA—The largest and most concentrated advertising and promotional budget ever allocated for such activity in this area has been set aside for the 1961 High Fidelity and Stereo Music Show, it was announced by Harry Bortnick, show director. In addition, arrangements are being made for key FM stations in the area to do continuous Multiplex broadcasting during the hours of the show to permit product dem- (Continued on page 16)

Another great hit from

**Monument**  
RECORDS



A different instrumental sound



# Mexico

with

## Bob Moore

and his orchestra

45-446

**BILLBOARD**  **SPOTLIGHT SINGLES OF THE WEEK**  
JULY 17, 1961

BOB MOORE

**MEXICO** (Acuff-Rose, BMI) (2:37) — **HOT SPOT** (Acuff-Rose, BMI) (2:25) — The melodic instrumental sides by the Bob Moore crew, both penned by Boudleaux Bryant. "Mexico" is a swinger with a touch of that Tex-Mex mariachi flavor. Flip is a lightly swinging item with a non-lyric vocal by chorus.



**Monument**  
RECORDS

ONE OF THE **LONDON GROUP** OF HIT LABELS

539 WEST 25 STREET, NEW YORK 1, N. Y.

This One



48N2-460-RXRP

**THIS IS IT!!!!!!!!!!!!!!!!!!!!!!  
 BREAKING EVERYWHERE!!!!!!  
 YEAR'S HOTTEST YET!!!!!!!!!!  
 A REAL SMASH!!!!!!!!!!!!!!!!!!  
 THE ORIGINAL  
 & HIT VERSION**

**I'LL  
 NEVER  
 SMILE  
 AGAIN  
 BY THE WANDERERS**

**CUB RECORDS**

**K9094**



**NEW LP RELEASES**

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

- CAPITOL**  
 COME SWING WITH ME—Frank Sinatra—W-1594, SW-1594 (7-31)  
 POLYNESIAN FANTASY—T-1595, ST-1595 (7-31)  
 KATZ AT THE U.N.—Mickey Katz—T-1603, ST-1603 (7-31)
- ANGEL**  
 SCHUBERT: PIANO QUINTET IN A MAJOR—COLH 40 (7-31)  
 DAME NELLIE MELBA—COLH 125 (7-31)
- RIVERSIDE**  
 PERCY HUMPHREY'S CRESCENT CITY JOY MAKERS—RLP 378, S 9378 (7-31)  
 PETER BOCAE—RLP 379, S 9379 (7-31)  
 WORLD WAR II—VOICES AND SOUNDS—7511-12 (7-31)  
 WITNESS: HIGHLIGHTS OF CONGRESSIONAL INVESTIGATIONS—7513-14 (7-31)  
 SOUNDS OF SPEED—RLP S6 (7-31)
- MERCURY**  
 SMETANA: THE MOLDAU (and other selections)—London Symphony Orchestra (Dorati)—MG 50214, SR 90214 (7-24)  
 LOEFFLER: DEUX RHAPSODIES (and other selections)—Eastman Orchestra (Hanson)—MG 50277, SR 90277 (7-24)  
 TRY A LITTLE TENDERNESS—Frank D'Rone—MG 20497, SR 60174 (7-24)  
 SWING SOFTLY RED—Red Prysock—MG 20512, SR 60188 (7-24)  
 WORLD'S GREATEST WALTZES—Clebanoff Strings—MG 20577, SR 60237 (7-24)  
 MOVIN' EASY—Jazz Renaissance Quintet—MG 20605, SR 60605 (7-24)  
 MY HEART SINGS—Sarah Vaughn—MG 20617, SR 60617 (7-24)  
 SOMEONE'S WATCHING OVER YOU—The Plainsmen—MG 20625, SR 60625 (7-24)  
 GOLDEN HITS—Tiny Hill Ork—MG 20631 (7-24)  
 TALES OF THE BAYOU—Cajun Pete—MG 20633, SR 60633 (7-24)  
 BROADWAY BONGOS AND MR. B—Billy Eckstine—MG 20637, SR 60637 (7-24)  
 DANCE WITH DAMITA JO—MG 20642, SR 60642 (7-24)

**FOLK TALENT & TUNES**

By **BILL SACHS**

Jim Denny Artist Bureau, Nashville, reports arrangements have been completed by Lucky Moeller for Hank Snow and The Rainbow Ranch Boys to sail to Germany on the Queen Elizabeth July 26. Hank is booked to make 22 personal appearances in 12 days. The boys accompanying Hank on the trip are Chubby Wise, Howard White, Ray Smith and Earl White. Negotiations are also under way for Hank and the Rainbow Ranch Boys to make personal appearances in France. The group will return to the States August 21. . . . Marty Martel, "D" recording artist, and his personal manager, Carl Day, are readying a promotion tour to promote Marty's latest release, "Between the Devil and the Deep Blue Sea." C.&w. jocks may get a sample of the release by writing to Carl Day, Box 151, Coshocton, Ohio.

will bring deejays a sample copy of the record.

Connie Hall, c.&w. artist on Decca, was in New York the week of July 3, promoting her new waxing, "Fools Like Me" b.w. "Lonely as Anyone Can Be." Connie guested on "Grand Ole Opry" Saturday (15). Deejays may write to Connie at 5 W. Maple, Fort Mitchell, Ky., or Hubert Long, 616 Exchange Building, Nashville, for samples of the record. . . . Skeeter (Davis) and Ralph Emery dropped in at WNOP, Newport, Ky., recently. Ralph was in town promoting his newest Liberty release, "Hello Fool," an answer record to "Hello Walls."

Tillman Franks, 604 Commercial Building, Shreveport, La., invites deejays to write in for copies of Claude King's new Columbia etching, "Big River, Big Man" b.w. "Sweet Loving"; Billie Jean Horton's "Ocean of Tears" b.w. "Don't Take His Love From Me" (20th-Fox); Mitchell Torok's "Eating My Heart Out" b.w. "El Tigre" on Mercury; Margaret Lewis' Ram waxing of "John De Lee" b.w. "Something's Wrong"; Jimmie Davis's "Get On Board, Little Children" b.w. "Twenty-One" on Decca, and Rex Allen's Mercury release, "Marines, Let's Go." Put your request on your station's letterhead. Last week we erroneously associated Claude King's name with the tune, "Cup of Coffee." It should have been his new release, "Big River, Big Man."

**JATHER REALLY GOING TO POT**

MINNEAPOLIS — Jather Distributing here is letting things go to "POT" and finding the move most profitable for himself and his dealers. Jack Taylor, Jather boss, has initiated Proof of Turnover and reports that in the first month, many participating dealers are up over 100 per cent in their buying.

POT is based upon a set of 40 divider cards, supplied to participating stores. Each card carries the name of an artist on one of the labels which Jather carries. The reverse side of the card carries a tabular column arrangement so that the Jather salesman working the account can keep an easy inventory control sheet for reference whenever he's selling.

Thus far, Taylor reports such success that by fall he'll expand the 40 divider card system of actually showing dealers their turnover to an 80-card system.

Kathy Dee, WWVA Jamboree vocalist, is still picking up heavy spins on her B-W release "Trail of Tears" b.w. "Ways of a Heart." The record is now being distributed in Canada on the Rodeo label. Together with her manager, Quentin Welty, Kathy journeyed to the Bradley Studios, Nashville, July 11, for a singles and album session. . . . Kenny Biggs, singing-swinging B-W record guitar man, is getting plenty of action in the Wheeling, Youngstown, Cincinnati, Akron-Canton area on his current release "Swingin' Swanee Rock." A note to B-W Records, Box 337, Wooster, Ohio,

# MR. JUKE BOX OPERATOR!

FOR CATCHING THE COINS, HERE ARE FIVE STEREO SINGLES, DESIGNED WITH YOU IN MIND!

Vassar Records is different from all other labels, because we're aware of the operator's problem—namely, the scarcity of singles for the adult market, the decline in profits ops have suffered because of "Top Forty" programming and the lack of stereo singles for stereo boxes. Here, we feel, is the answer to your problem, as all the singles in this package were designed to sell in busy locations under actual operating conditions!

# NORMA RIVERS

WHISPERING  
and  
MY HEART  
KEEPS  
CRYING  
FOR YOU

Vassar #3116



TILL WE  
MEET  
AGAIN  
and  
BEER  
BARREL  
POLKA

Vassar #3117

LUCK TO YOU DEAR  
and  
THEN I SHED  
A TEAR  
SHAYNE HUNTER

Vassar #3115

LA CUMPARSITA  
and  
AYE AYE AYE  
DOM DAVILIO  
AND HIS ORCHESTRA

Vassar #304

ORDER FROM YOUR LOCAL ONE-STOP, OR FROM THESE LOCAL DISTRIBUTORS TODAY!

- |   |  |
|---|--|
| BEE GEE DIST., INC.<br>ALBANY, N. Y.                | HUFFINE DISTRIB.<br>SEATTLE, WASH.               |
| MARNELL DISTRIB.<br>BALTIMORE, MD.                  | GREAT WESTERN DISTRIB.<br>SALT LAKE CITY, UTAH   |
| DUMONT DISTRIB.<br>BOSTON, MASS.                    | TELL MUSIC DISTRIB.<br>MADISON, WIS.             |
| METRO RECORD DIST.<br>CORP.<br>BUFFALO, N. Y.       | SOUTHERN RECORD DIST.<br>NASHVILLE, TENN.        |
| COSNAT DISTRIB.<br>CHICAGO, ILL.                    | M. B. KRUPP DISTRIB. CO.<br>EL PASO, TEXAS       |
| TRANS AMERICAN<br>DISTRIB., INC.<br>CLEVELAND, OHIO | M. B. KRUPP DISTRIB. CO.<br>PHOENIX, ARIZ.       |
| COSNAT DISTRIB.<br>DETROIT, MICH.                   | INDIANA STATE DIST.<br>INDIANAPOLIS, IND.        |
| COSNAT DISTRIB.<br>LOS ANGELES, CALIF.              | STAN'S RECORD SHOP<br>SHREVEPORT, LA.            |
| JOHN O'BRIAN DISTRIB.<br>MILWAUKEE, WIS.            | MUSIC SERVICE CO.<br>GREAT FALLS, MONT.          |
| DEE GEE DISTRIB.<br>MINNEAPOLIS, MINN.              | A. & I. RECORD DIST. CO.<br>CINCINNATI, OHIO     |
| CAMBRIDGE DISTRIB.<br>NEW YORK, N. Y.               | B. & K. DISTRIB.<br>OKLAHOMA CITY, OKLA.         |
| FENWAY RECORDS<br>PITTSBURGH, PA.                   | UNITED RECORD DIST. CO.<br>HOUSTON, TEXAS        |
| UNIVERSAL RECORD DIST.<br>PHILADELPHIA, PA.         | F. & F. ENTERPRISES<br>CHARLOTTE, N. C.          |
| RECORD MERCHANDISER<br>ST. LOUIS, MO.               | TRINITY RECORD DIST.<br>CORP.<br>HARTFORD, CONN. |
| TONE DISTRIB.<br>HIALEAH, FLA.                      | APEX MARTIN REC.<br>SALES, INC.<br>NEWARK, N. J. |
| SOUTHLAND DISTRIB.<br>ATLANTA, GA.                  |  |

A & R'd by Lew Douglas who gave you "SO RARE" with Jimmy Dorsey, "CONFESS" with Patti Page, "PAPER KISSES" with Lola Dee, "YOUR CHEATING HEART" with Joni James and many others.

Packages of these singles are available in both mono & stereo. Package #3000 (M), #3000-S (S)



1619 Broadway, New York, N. Y. • Phone: Circle 6-2271

DEALERS, DJ's, JUKE BOX OPERATORS, RACK OPERATORS, ONE STOPS!

# WIN CAPITOL'S SINGLES SWEEPSTAKES CONTESTS

## UP TO \$10,000 IN CASH & PRIZES

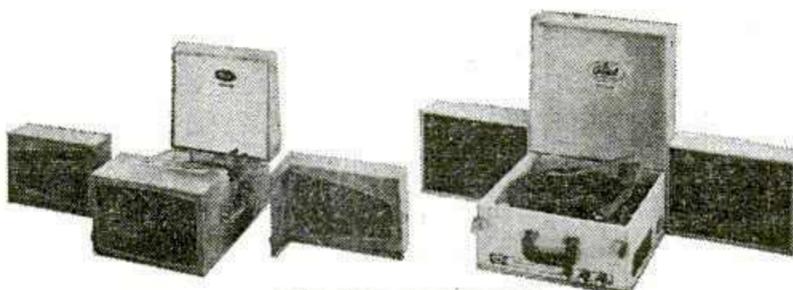
EIGHT CONTESTS! A NEW CONTEST EVERY OTHER WEEK!

It's a cinch to win. Here's all you have to do. Just check the list of ten hot Capitol single records 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

HILLBILLY HEAVEN, Tex Ritter—Moving up rapidly on the Billboard, Cash Box, Music Vendor and Music Reporter pop charts, and is now No. 10 on the Cash Box C & W and No. 11 on the Billboard C & W.

HELLO WALLS, Faron Young—Maintaining good chart positions on all national pop and C & W charts, and looks like a long-time seller.

TAKE A FOOL'S ADVICE, Nat King Cole—Breaking all charts and climbing fast. Moved up in Billboard and Cash Box this week, and is listed as "Upcoming" in Music Reporter.

#### PICKED TO BE HITS

MY DREAM COME TRUE/STRANGE DESIRE, Jack Scott—Billboard "Spotlight Winner" and Cash Box "Pick of the Week," July 17th.

WILLOW TREE/TAKE A LOOK, Ferlin Husky—Billboard "Spotlight Winner," Cash Box "Bullseye," and Music Reporter "Scoop," July 17th.

#### REGIONAL BREAKOUTS

HERE IN MY HEART, Al Martino—Billboard lists this side as a "Regional Breakout" in the Baltimore-Washington area.

THE WAY YOU LOOK TONIGHT, The Lettermen—A West Coast smash and breaking in the Mid-West.



DESTINED TO TOP "WINGS OF A DOVE"

Ferlin Husky's latest release . . .

### WILLOW TREE b/w TAKE A LOOK

Record No. 4594

#### FIRST CONTEST WINNERS!!!

1st PRIZE of \$500.00 CASH—  
**HARRY REMPE**  
Rempe Music House  
Fort Madison, Iowa

2nd PRIZE—  
**ADELA BAHL**  
Wrights Music Store  
Wausau, Wisconsin

3rd PRIZE—  
**GORDON C. PELZEK**  
Radio Doctors  
Milwaukee, Wisconsin

### ENTRY BLANK

FOR SALES JULY 28-AUGUST 3

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.

- BONE SHAKER JOE  
The Edsels—4588
- HELLO WALLS  
Faron Young—4533
- HERE IN MY HEART  
Al Martino—4593
- HILLBILLY HEAVEN  
Tex Ritter—4567
- I STOLE YOU AWAY  
Janie Black—4592
- JUNK YARD  
Mike Roncone—4589
- MY DREAM COME TRUE  
Jack Scott—4597
- TAKE A FOOL'S ADVICE  
Nat King Cole—4582
- THE WAY YOU LOOK TONIGHT  
The Lettermen—4586
- WILLOW TREE  
Ferlin Husky—4594

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY/STATE \_\_\_\_\_

AFFILIATION \_\_\_\_\_



**MUSIC AS WRITTEN**

Continued from page 6

One of his vocal groups, the Sheppards (Wes), is currently appearing weekends at Joliet's Club 99.

Kathy Jean and the Roomates (Valmor) were in town recently while on their Midwest promo tour. Though Kathy and the Roomates originally recorded together as one vocal group, they have since split and are appearing as two separate acts. Their latest stint was in Asbury Park, N. J., over the weekend (15-17). . . . Nero Records recently signed twins Ellen and Eileen Rengel to a recording contract. The young duo cut their first single last week. . . . Jimmy Reed (VeeJay) and the Platters (Mercury) recorded some sides last week at Universal Recording Studios. . . . Vocalist Nina Gaylo held a singles session also, cutting a ballad and a c.&w. tune. Tim Gayle, Nina's manager, has formed "Tim Gayle's Preview Enterprises" which will concentrate on record production and deejay promotion. . . . Pinnacle Recordings has just signed a contract with Deutsch Grammophon Gesellschaft, Hamburg, Germany, for its release of Franz Jackson's LP "A Night at Red Arrow" in European countries. Nick Biro.

John Doumanian, Columbia Records promo man, returns to Capitol Records, effective August 1. Doumanian will act as Capitol's singles promo man for the Chicago and Milwaukee areas. He previously had been affiliated with Capitol during 1954-1958. . . . Bill Sheppard, Pam Records, reports that his Pam, Nat and Wes labels are now distributed through Summit Distributors here. One of his vocal groups, the Sheppards (Wes), is currently appearing weekends at Joliet's Club 99. . . . Ellen and Eileen Rengel, twin vocalists, recently cut their first single for Nero Records. . . . Jazz vocalist Gayle Stevens is set for a singles session at the new International Recording Studios next week. Tim Gayle, Stevens' manager, has formed "Tim Gayle's Preview Enterprise" which will concentrate on record production and deejay promotion. . . . Dave Olshan, Dean Electronics, New York, was in town last week for the NAMM Convention. He and Mrs. Olshan recently celebrated their 50th wedding anniversary with a blast at Boulevard Regal Park, New York. . . . Irv Biegel, Detroit, is now in partnership with Sammy Kaplan—doing record promo work. Biegel was formerly employed by Watler M. Drake, head of Abby Distributing, Detroit.

Ray Ellis, RCA Victor a.&r. man and recording artist, was a recent visitor with Stan Pat, RCA's Midwest director of radio-

TV relations. While here, Ellis combined promo work for his latest LP and single, with new talent auditions. . . . Jackie Vernon, young (29) comic with a lot of punch, just signed with Sid Epstein of the William Morris agency here. Vernon, who's appeared at Chi's Playboy Club, is slated for a Bermuda stint, then on to Buffalo's Glen Casino with Paul Anka. . . . Comedy team Burns and Carlin are set for the Steve Allen TV show this fall (ABC). The pair just closed at Toledo and open next at the Palace Gardens in Flint, Mich. . . . Phillis Diller, comedienne, has signed with Verve. . . . Candlelight Dinner Playhouse bows a new experiment in theatergoing and dining for Chicago. Young producer William Pullinsi, who originated his idea in Washington, has taken an old barn-like structure and fixed it up to accommodate tables and a small stage. Patrons come for dinner and drinks, then watch legitimate theater from their tables. Idea is to present a variety of theatrical entertainment—musical and drama—with all live talent. . . . Currently at the Playboy are: the Danny Apolinar trio; Wick and Brand, comedy team; comedienne Penny Malone; the Three Young Men, folk singing group; Patti Leeds, blues singer, and vocalist Ron Rich. Gloria Manlong

**Pittsburgh**

Bob Quinn, manager of the nearby Clementon (N. J.) Theater turning show promoter with a series of four fall dates at Camden, N. J., Convention Hall with Liberace, Elsa Manchester, Harry Belafonte and Charles Laughton. . . . Jimmy Toppl adding a third local ballroom to his local operations in taking over the Moose Hall which will be completely restyled. Already operates the White Orchid and the Imperial ballrooms. . . . Don Renaldo now setting up the rhythms at Smiley's-on-the-Boulevard. . . . Pianist Ben Greenblatt will be in charge of the orchestra aboard the S. S. United States this summer, set for the assignment by Meyer Davis.

Jim Winston, Columbia branch manager and his publicity aid, Solly Solomon, returned from Atlantic City where they attended a regional sales meeting. . . . Cee Cee Joy's latest Columbia single, "Dribblin' Around" b-w "It's All Over Now," looms as a big one in this area. Cee Cee was featured at the second "Sing-A-Long" show sponsored by KDKA-Radio July 15 at the North Hills Shopping Center.

Brian Hyland spent a day here plugging his latest ABC-Par waxing of "Let Me Belong to You," hosted by Jay Cunniff, newly appointed ABC-Par publicity man for this area. . . . Jimmy Brown, the King Record star, will headline a show at the Town

(Continued on page 12)

**OFFICIAL CAPITOL SINGLES SWEEPSTAKES CONTEST RULES**

- 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 July 28 through Aug. 3, 1961.
- 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.
- 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 30, 1961, and received on or before Aug. 4, 1961. Winners for this week's contest will be announced in Billboard and Cash Box on or about Aug. 21, 1961.
- Judging of entries will be supervised by the nationally famous contest division of the Reuben H. Donnelley Corp., with sales statistics certified by a national auditing firm.
- 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.
- 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.



How to make your money grow up with your family

They'll need more than money. They'll need a peaceful world to grow up in. U.S. Savings Bonds are shares in a stronger America. Buying them helps your country assure freedom's security.

The only bills that don't grow right along with your kids are dollar bills. But you can make your dollars grow too—by investing them in U.S. Savings Bonds. Say you start to put \$6.25 a week into U.S. Savings Bonds when your daughter is three years old. By the time she's in high school—and wants shoes and dresses and the beauty shop for herself instead of for her doll—you'll have close to \$3,900 to help you meet these "growing-up expenses." And over \$600 will be earned interest.

- Why U.S. Savings Bonds Make Good Saving Sense
- You invest without risk
  - You now earn 3 3/4% interest to maturity
  - You can save automatically on the Payroll Savings Plan
  - You can buy Bonds at any bank
  - Your Bonds are protected against loss, fire, even theft
  - You can't lose your money
  - You save more than money—you buy shares in a stronger America.

You save more than money with U.S. Savings Bonds

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

Say You Saw It in Billboard Music Week

**MUSIC, MUSIC, MUSIC**  
THE SENSATIONS argo 5391

---

**STOP RIGHT NOW**  
THE VIBRATIONS checker 987

---

**TEENAGE TROUBLES**  
JACKIE WEAVER chess 1797

**"THAT'S WHAT GIRLS ARE MADE FOR"**

**A BMW BEST BUY**  
and already 37 ON HOT 100

**THE SPINNERS**  
TRI-PHI 1001

**RECORDS**  
592 Farnsworth  
Detroit 2, Mich.

tri-phi's second hit's breaking!  
**"CARRY YOUR OWN LOAD"**  
JOHNNIE AND JACKY  
tri-phi 1002

The Most Important Release  
in ATCO'S History!

**Ben E. King**  
**AMOR**  
and SOUVENIR OF MEXICO  
atco 6203  
A Leiber-Stoller Production

**The Coasters**  
**GIRLS, GIRLS, GIRLS**  
A Leiber-Stoller Production (Sides 1 & 2)  
atco 6204

**Jorgen Ingmann**  
**MILORD**  
and  
**OCEANS OF LOVE**  
atco 6205

**ATCO RECORDS**

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

"I'm still programming eight hours of country music daily and still getting results from the sponsors," typewrites Tom Reeder, general manager and deejay at WYAL Radio, Scotland Neck, N. C. "We are opening two new stations, WDYL, Ashland, Va., which will serve the Richmond, Va., market, and WARI, Abbeville, Ala., and I plan to program eight hours of country music daily on each of these stations." Tom says biggest response at the moment is coming from Bill Anderson's "Po Folks," George Jones' "Tender Years," Warren Smith's "Old Lonesome Feeling" and Bill Carlisle's "Have a Drink on Me."

Johnny Daume, c.&w. jock and director of country music at Station KWCO, Chickashaw, Okla., has resigned his post there to take a similar position with KOJM, NBC outlet in Havre, Mont. Daume is in charge of all c.&w. programming at KOJM, in addition to serving as farm director of the station, and asks that artists and diskeries revise their mailing lists to have records reach him at KOJM, P. O. Box 70, Havre, Mont. Johnny programs three hours of c.&w. music 8-11 p.m., Mondays thru Fridays. . . . Tommy Good postals that he's still playing c.&w. music at KCKC, San Bernardino, Calif., but that he's now doing many of his programs from Long Beach, Calif. He asks that the artists and record firms cancel his personal listing in San Bernardino and change his address to Box 5393, Long Beach 5.

"I've just returned from a vacation in Nashville," writes Charlie Grant, of KSIW, Woodward, Okla., "and I'm convinced that the nicest people in the world live there. And they're in the music business. We visited many publishers and artists and they all went out of their way to make us feel at home. I took my tape recorder and got loads of dandy interviews for my shows. I learned many things there that will help me tremendously with my record shows."

## Churchill Stereo Files Offer for 105,000 Shares

WASHINGTON — Churchill Stereo Corp., a Brooklyn firm which assembles stereo, hifi, radio and TV units into console furniture, and sells them as units or separate parts, through six retail outlets in the New York metropolitan area, has filed a stock offering with the Security and Exchange Commission. The company plans to promote a line of stereo and hifi products under the name "Churchill."

SEC says the offering would register 105,000 shares of common and a like number of attached 5-year warrants, to be offered in units of one share and one warrant, at \$3.60 per unit. Warrants are exercisable at from \$3.60 to \$5 per share. Underwriters are headed by Lieberbaum & Co.

Net proceeds from the sale of units will go to finance new retail outlets, discharge loans, and develop and promote a line of hifi and stereo cabinets and component parts under the name "Churchill." Jack Dubler, president, and Bernard Dubler, treasurer, own 62,500 shares each out of 140,000 shares of common outstanding, with current book value of 86 cents per share.

## MUSIC AS WRITTEN

Continued from page 11

House night club August 6, sponsored by Sir Walter Raleigh, the WAMO deejay.

Pittsburgher Adam Wade returns "home" August 21 for a two-week date at Holiday House. . . . Timi Yuro spent the weekend here in behalf of her Liberty Record smash, "Hurt." . . . Lou Walker, King branch manager, and Jim Spence, his publicity aid, who formerly produced the Jay Michael TV "Bandstand" show, report that Bobby Lewis' "Tossin' and Turnin'" is zooming in sales here.

The success of the movie, "The Guns of Navarone" at the Gateway Theater has spurred sales of the Columbia sound track LP here. . . . A survey of local distributors shows the following records with strong potential: Earl Grant's "Ebbtide" LP (Decca); Della Reese's "A Far, Far Better Thing" (RCA Victor); "Paco Peco," the Limelites (RCA Victor); "Carnival," original cast (MGM) LP and "Theme From Come September," Bobby Darin (Atco). Leonard Mendlowitz.

## Nashville

Jim and Mary Reeves, who've been living it up Texas-style, returned here Friday (21) from their home State vacation. . . . Hank Snow set sail right away for month's string of dates in Germany. . . . Owen and Charlie Bradley and engineer Glenn Snoddy leave Tuesday (25) for Desert Ranch Motel, St. Petersburg, Fla., where they will record organist Lenny Dee for Decca. . . . Bradley Studio's Ruby Strange is recouping in a local hospital. She's the sister of studio's Owen, Harold and Charlie Bradley. . . . Chet Atkins, who has directed a heavy schedule of Victor dates recently, was in Chicago last week at the Palmer House for the Gretsch Guitar Show. Artist designs guitars for the Gretsch rompany. From the Windy City, Chet flew into New York Sunday (23) for an RCA Victor general sales meeting. . . . Eddy Arnold has been at Vice-President Lyndon Johnson's Texas ranch recently. . . . Joyce Gray, Jim Reeves' secretary, was visited last week by her mom, Sue, who hails from Pewee Valley, Ky.

Ann-Margret was in RCA Victor Studio Saturday (5) for a session directed by Chet Atkins. . . . The Browns are skedded for a religious album session for Victor July 28. . . . Johnny Forbes, new folk artist for RCA Victor, completed an album at Victor Studio here last week. . . . Hank Locklin's hot new Victor release is "You're the Reason" c/w "Happy Birthday to Me." . . . Capitol's Ferlin Husky was in Bradley Studio for a session July 9. . . . Owen Bradley directed a string of dates for Decca recently at Bradley Studio. Artists included Johnny and Jack (12), Connie Hall (13), Carl Belew (14), Bill Anderson (18), Wilburn Brothers (19-20) and Webb Pierce (22). . . . Faron Young cut a session for Capitol at Bradley Studio July 19. . . . Mercury's Clyde McPhatter was skedded into Bradley Studio for a closed session Friday (21). . . . Louvin Brothers and Johnny Seay are scheduled for Capitol sessions this week at Bradley Studio. . . . Owen Bradley and Harry Silverstein were in New York Sunday (23) for a Decca sales meeting.

## Philadelphia

Top Flight Record Company, a newcomer to local labels, is under the aegis of Clifford Brinkley and Margaret Copley. . . . Four Sportsmen, introduced via record with their release of "Pitter Patter," are under the personal management wing of Harold B. Robinson, head of Girard Chevrolet, one of the town's largest auto dealers. . . . Barry Abrams, who just shelved records to become road manager for Chubby Checker, announced he will middle-aisle it with Renee Newman. . . . Rock'n Records still another label setting up shop locally has Reginald Morrison, John Hudson and James M. Ross at the helm. . . . The Tommy Ferguson album, "Danceable Dixieland," was waxed live at Drexelbrook Club here by Richmond Records.

Maurie H. Orodener.

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

And it offers you two important new areas of profit:

- 1—You buy copies for 36¢, sell them for 60¢. . . . make a 40% profit on each sale.
- 2—The editorial material and the advertisements in HIGH FIDELITY help bring your customers into your store again. HIGH FIDELITY stimulates them to buy what you sell.

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

## EXTRA PROFITS FOR RECORD AND COMPONENT DEALERS

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

high fidelity

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

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

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

Store \_\_\_\_\_

Address \_\_\_\_\_

Signature \_\_\_\_\_

GOOD THINGS HAPPEN WHEN YOU HELP!

O. SOGLOW

(Courtesy of The National Cartoonists Society)

**FIRST THINGS FIRST**  
**THE FIRST LADY OF SONG**  
**THE FIRST HIT**  
**OF THE SUMMER**

**MR. PAGANINI**

**SUNG BY**

**VERVE VK10237**

**ELLA FITZGERALD**



**THE FIRST LADY OF SONG IS ON VERVE RECORDS**

**WE WANT LETTERS!** Get your hands on this blockbuster right now! A FREE box of 25 records will be sent to the first 100 ops and 100 dealers who write to Ella, Verve Records, Box L 1540 Broadway, N.Y. 36, N.Y.

**SEEKING ATTENTION**

**Hot Weather Moves  
D.J.'s to Spot in Sun**

• Continued from page 1

agement edict. The stunt, tied in with a local department store, involves a contest asking listeners to vote for the CKWX deejay who looks best in shorts. The Canadian station also recently staged a five-hour "Day at the Beach" promotion, which was attended by more than 12,000 people. Top recording artists were present, plus three local rock and roll bands.

Bill Bennett, WLOL, Minneapolis

**AGVA to Hit  
Philly Record  
Hops Tactics**

PHILADELPHIA—The deejay record hops, long a sore spot with record distributors and recording artists here, are now making Phil Rindone do a slow burn. Rindone, local branch manager of the American Guild of Variety Artists, announced this week that his office was preparing to crack down on disk jockey record hops in this area.

"Some of them are working acts as often as three times a night," said Rindone. "We're going to insist on payment for the artist whenever an admission is charged. They tell me certain disk jockeys can't play a singer's record even if they want to because their list of recordings is handed to them from the front office. But they still force performers to appear."

According to some local distributors, it's no secret that many artists making the rounds of the deejay record hops here can't even get their disks played on the jockey's stations. However, the artists hope is that by getting a plug for their record—even if it's not actually played on the air—the exposure will ultimately create a local sales demand for the disk, thereby landing it on Philly stations' programming schedule in the future.

lis, is currently running a "Knobby Knees Club" on his morning show. He asks his fem listeners to submit the names of husbands or boy friends who qualify for membership. Each day Bennett makes a daily drawing and awards a pair of Bermuda shorts to the winner.

Musical programming is also affected by the weather. For instance, Red Robinson of CKWX, writes: "This is one of the hottest summers on record according to the weather bureau, but it's cool on the turntables. Sure, we have hits, but compared to last year's hit list it's a dull summer." In line with this, Robinson played the current top 40 hits back to back with the top 40 from the same week last year. The stunt, notes Robinson, "pointed out the lack of good material this year, and caused a lot of reaction from listeners."

Ed King, KDKA, Pittsburgh, last week recalled "the sounds of vanished summer" in five nostalgic nightly 10-minute features. Re-created (through records and narration) on successive nights were a concert in the park, a circus, a front-porch song-fest, an evening on the lake and a church picnic. Disks used included waxings by the Paul Lavalle Band and various barbershop quartets.

Station KDKA is also celebrating summer by offering the public free "Trip Tips" leaflets (listing recreation spots within a 200-mile radius of Pittsburgh) and litter bags. The litter bags feature copy which lists KDKA jockey shows and urges motorists to "travel with KDKA Radio."

The CBS radio network designed a special seasonal promotion campaign—"Radio's Fun—Anywhere Under the Sun"—to help its affiliates increase their summertime listening audiences. The kits included a flock of promotion aides, including special seasonal jingles, and a set of announcements involving the use of current hits and standards. Integrated into the copy are such appropriate oldies as "Heat Wave," "Sunny Side of the Street," "In the Good Old Summertime," "Lazy  
(Continued on page 18)

**PROGRAMMING  
PANEL**

**THE QUESTION**

**Which of the young recording artists of today do you think will have obtained the stature of Crosby or Sinatra by 1970?**

**THE ANSWERS**

**STAN KARAS  
WDON, Wheaton, Md.**

Only one young singer, to my way of thinking, could fill the bill of Sinatra and Crosby by 1970. That is Bobby Rydell. Being close to Bobby for some time now, I have seen his claim to fame rise from recordings, TV appearances and now night clubs, including New York's Copa. At 18, with all this talent, his success and following should more than triple by 1970.



**BOB ARMSTRONG  
WIBV, Belleville, Ill.**

Frankly, I doubt that any now going will attain the musical and purely professional stature enjoyed by Crosby and Sinatra. Possibilities, though are La Rosa, D'Rone, Damone, Henderson, Williams—on the basis of their talent. Of course, Torme, Cole and Davis are already up there. The Presleys and Darins will probably make it dollarwise, but then so did Lombardo. It all depends on how one measures talent and success.



**BILL GREGOR  
WWBZ, Vineland, N. J.**

I think that Bobby Rydell has a good chance to reach by 1970 the stature of Crosby or Sinatra. The reason I say Rydell is because I have seen him in action at the Steel Pier and other places and he can hold any type of audience. He is very versatile, and yet he is Bobby Rydell—no "put on" or anything phony about the boy. My nomination goes for Bobby Rydell.



**AL TRILLING  
Music Manager  
WNEW, New York**

Besides a good voice, I study their personality, way of selling a lyric, ability to perform, and audience appeal. Steve Lawrence meets all these requirements—a true artist with appeal to all ages. Bobby Darin's inimitable style and many talents should establish him with all age groups. Others who show great promises are Andy Williams, Brook Benton and Jimmy Rodgers. In the female department, Eydie Gorme, Connie Francis and Brenda Lee have all the requirements.



**ARTISTS' BIOGRAPHIES**

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

**THE JIVE FIVE**

The vocal group known as The Jive Five is comprised of Billy Prophet, Richard Harris, Norman Johnson, Jerome Hanna and lead singer Gene Pitt. They all come from the same neighborhood in Brooklyn, N. Y., and have been singing together for more than two years.

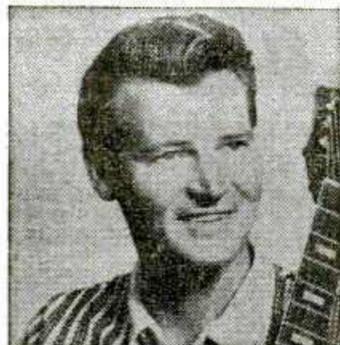


The boys wanted to create a new sound in vocal groups. When they felt they were ready to display their talent, their manager Oscar Waltzer, arranged for the group to audition for Joe Rene, a.&r. chief of Beltone Records. Rene immediately signed The Jive Five to a recording contract.

"My True Story," their debut disk on the Beltone label, was written by Gene Pitt, their lead singer, and is rapidly moving up on the Hot 100.

**CLAUDE KING**

The newest vocalist to hit the charts from Columbia Records is Claude King. He was born in Shreveport, La., spent his childhood in a rural atmosphere and went to both country and city schools.



He purchased his first guitar from a farmer for 50 cents when he was twelve years old. King's songwriting talents also began at an early age. He attended the University of Idaho and went to business college in Shreveport, La. During his school years he participated in all types of sports, but baseball and football were his favorites. He also likes to fish and hunt.

King's initial release for Columbia tagged "Big River, Big Man" has already broken into the Hot 100. Claude King is managed exclusively by Tillman Franks Enterprises.

**VOX JOX**

By JUNE BUNDY

**GAB BAG:** Dave Griffiths, KOOS, Coos, Bay, Ore., writes: "I have a slight comment concerning the gripes about deejay promos at the ARMADA convention. They talk and talk about promotion and yet, I haven't seen a guy from anywhere around here plugging anything. I think most of the so called 'big boys' have been cutting off their noses to spite their faces. They have neglected the smaller markets altogether. This is 'grass roots.' Exposure of their wares in small markets might be just the thing to kick things off." . . . Ted Sax, KORL, Honolulu, writes "I have a record coming out by a group I found called the Pearls. They are five boys stationed at Pearl Harbor—all on ships."

**COLLEGE NOTES:** Gene Mackie, of Boston College station WVBC, Bedford, N. H., writes "In the fall we intend to start a new FM station. We are also entering upon a new programming idea of designing our music to the tastes of the students—folk, music, jazz, request show, telephone and letter public opinion show. Finally we will make one artist the artist of the week and focus our programming around this artist." . . . Candy Lee, of college station WBWC, Berea, Ohio, pens: "My latest venture occurred when we threw some cable out the window and I did my show from outside. In this way I had the opportunity to interview students who were on their way to registration for the fall quarter. Also we have had some problems with the fraternities and I hear various opinions on that problem. We also took requests from students and gave them 15 minutes to get back to the dorm to hear their request being played. Thus building up our audience."

**THIS 'N' THAT:** Tim Comolli, music director of WKSI, Barre, Va., reports "as of lately we have begun a more liberal schedule regarding the use of rock and roll material. We have found that both our ratings and mail have shot sky high. But we do have a great need for more 45's and as many albums as possible." . . . Jack Frost, KRIZ, Phoenix, Ariz., auctioned off his beard during a 14-hour telethon for Cerebral Palsy fund. . . Station WNEW, New York, plugged its hole-in-one contest by sending the trade beach towels inscribed "if you golf it's a crying towel; if you swim it's a drying towel."

Joe Finan, KTLN, Denver, writes, "Read with interest the coverage given a South Carolina disk jockey's admonition to deejay letter writers not to gripe—that everything is 'lovely.' I don't believe the purpose of this newsletter, or most others sent, is to vent the spleen of a particular jock. This newsletter is to keep people away from the Denver scene informed of what is happening here since none of the trade papers have a rep here. When problems arise from time to time I include them if they are general. Since there are no promotion people in this market  
(Continued on page 18)

**YESTERYEAR'S HITS**

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

**POP—5 Years Ago  
JULY 28, 1956**

1. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
2. Wayward Wind, Gogi Grant, Era
3. I Almost Lost My Mind, Pat Boone, Dot
4. My Prayer, Platters, Mercury
5. More, Perry Como, RCA Victor
6. What Ever Will Be Will Be, Doris Day, Columbia
7. Be Bop A Lula, Gene Vincent, Capitol
8. I'm In Love Again, Fats Domino, Imperial
9. Allegheny Moon, Patti Page, Mercury
10. Born to Be With You, Chordettes, Cadence

**POP—10 Years Ago  
JULY 28, 1951**

1. Come On-A My House, Rosemary Clooney, Columbia
2. Too Young, Nat King Cole, Capitol
3. Jezebel, Frankie Laine, Columbia
4. Sweet Violets, Dinah Shore, RCA Victor
5. How High the Moon, Les Paul & Mary Ford, Capitol
6. My Truly Truly Fair, Guy Mitchell, Columbia
7. I'm In Love Again, April Stevens, RCA Victor
8. Shanghai, Doris Day, Columbia
9. Rose, Rose, I Love You, Frankie Laine, Columbia
10. Loveliest Night of the Year, Mario Lanza, RCA Victor

**RHYTHM & BLUES—5 Years Ago—JULY 28, 1956**

- Fever, Little Willie John, King  
Rip It Up, Little Richard, Specialty  
Stranded in the Jungle, Cadets, Modern/Jayhawks, Flash  
Treasure of Love, Clyde McPhatter, Atlantic  
Casual Look, Six Teens, Flip

- Please, Please, Please, James Brown, Federal  
Hallelujah, I Love Her So, Ray Charles, Atlantic  
Love, Love, Love, Clovers, Atlantic  
Let the Good Times Roll, Shirley and Lee, Aladdin  
Up on the Mountain, Magnificents, Vee-Jay

# LIGHTNING STRIKES TWICE!

**HONOR ROLL OF HITS**  
 THE NATION'S TOP TUNES  
 The Honor Roll of Hits comprises the nation's top tunes according to record sales and disk jockey performances as determined by The Billboard's weekly nationwide surveys.

**The Billboard HOT 100**  
 STAR PERFORMERS showed the greatest upward progress on Hot 100 this week. Indicates that 45 r.p.m. stereo single version is available. Indicates that 2515 r.p.m. stereo single version is available.

THIS WEEK	LAST WEEK	TITLE	ARTIST	RECORD NO.
1	1	ITSY BITSY TEENIE WEENIE YELLOW POLKA DOT BIKINI	Brian Hyland, Leader	ABC 10236
2	2	I'M SORRY	Boyz n the City	Mercury 73429
3	3	IT'S NOW OR NEVER	Elkie Sater	MCA Victor 7777
4	4	ONLY THE LONELY	Ray Charles	ABC-Paramount 10119
5	5	ALLEY-OOP	Hollywood Argyles	Liberty 857

ONE YEAR LATER:

## LET ME BELONG TO YOU

b/w LET IT DIE  
ABC-10236

### BRIAN HYLAND

ABC-PARAMOUNT'S  
NEWEST SINGING STAR  
HITS AGAIN

ORDER 'EM NOW! ORDER PLENTY!  
YOU'RE GONNA NEED 'EM ALL!



A  
POGO  
PRODUCTION

# ABC-PARAMOUNT



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-phonograph dealers. A different price group is published in this chart each week.

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

## PHONOS LISTING BETWEEN \$61 AND \$80

Position This Issue	Position 4/24/61 Issue	Brand	% of Total Points
1	6	Decca	18.3
2	1	Magnavox	15.3
3	7	Voice of Music (V-M)	12.2
4	4	Webcor	10.7
5	5	Zenith	7.3
6	1	Columbia	6.4
7	—	Phonola	6.1
8	—	Birch	4.9
8	3	Capitol	4.9
10	8	RCA Victor	3.7
		Others	10.2

## NEW DEALER PRODUCTS

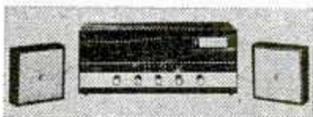
## Braun Short Wave Phono Set



Clairtone of Canada has just concluded an agreement to market the imported German Braun line of radio receivers in the United States. Pictured here is the Model SK-6 AM/FM, short-wave radio and stereo record player, table model unit. The unit employs a single extension speaker. Suggested retail price is \$189.95.

## Granco Bows Multiplex Set

Granco, one of the first firms to market an FM stereo multiplex receiver, has introduced this 19-inch-long table model. Satellite speakers can be extended as far as six feet from the set. Phono jack is included to receive the output of a stereo phonograph.



Retail price is \$99. Granco sets are marketed by Dumont Emerson.

## Teletone Portable Package



Featured promotional package in the new Teletone line consists of this four-speed amplified portable phono record carrying case for 50 disks, a record rack for 25 records, two 45 r.p.m. hit disks and an attractive counter display shipping container for impulse buying. List price for the complete package is \$29.95.

## Sunpower Portable Radio

Hoffman Electronics has introduced this unique, sun-powered portable radio, Model 709. Sunlight striking the panel of silicon solar cells along the top of the set provides enough energy to run the set at full volume. The nine-transistor unit also includes batteries for use when sunlight is not available. The unit carries a suggested retail price of \$49.95.

Big Ad Budget  
For Oct. Hi-Fi  
Show in Philly

• Continued from page 6

onstration. The Music Show will be held Friday, October 27, through Sunday, October 29, at the Benjamin Franklin Hotel.

The show is being sponsored by the Mid-Atlantic Chapter of the Electronic Representatives Association, Inc., and is the first ever sponsored by the representatives. It will be run on the basis of the Institute of High Fidelity Manufacturers Shows—only manufacturers and their representatives will exhibit. No duplicating dealer exhibits will be permitted; and no exhibition or demonstration of products not represented in the show will be permitted.

Major funds have been allocated for newspaper advertising paid for by the show, as well as for the purchase of radio spot announcements, posters, direct mail pieces, cab signs, trolley and billboard displays, special promotional tie-ups through store displays, window exhibits and cooperative advertising.

Contests will be conducted with prizes of U. S. Bonds worth \$25 to \$100 each. These bonds will be awarded for the best in-store displays promoting the show; best store window displays advertising the show; best use of direct mail pieces by dealers; and best use of company advertising through radio or newspaper in support of the show. Dinner for two at the Latin Casino night club will be awarded to the sales manager or salesman doing the best job in promoting the show during the month of October, 1961.

More than 1,000,000 pieces of direct mail advertising the show will be distributed during October, 1961, through dealer mailing lists and other sources. More than 1,000 posters will be distributed during September and October for displays in stores and in windows publicizing the show. In addition 500 posters will be placed at key locations by the Billboard Posters Union.

Merchandise prizes will be awarded during the three days of the show. Special periods will be designated to honor co-operating radio stations, disk jockeys and allied organizations. The Philadelphia daily newspapers have agreed to publish special sections publicizing and advertising the show.

Clubs Get Prime  
SORD Attention

• Continued from page 2

On the matter of financing the dealers' Chicago suit, it was also decided to obtain pledges of \$10 per month from at least 100 key dealers. On another front, the dealers discussed the problem of getting notice of cut-out merchandise from manufacturers far enough in advance to have a chance to make exchanges. This was called a "serious" problem.

In other business, Howard Judkins and Lou Shapiro were re-elected president and secretary-treasurer respectively. Peter Oppenheim, Joseph Waldhorn, Robert Coghill and Daniel Winograd, were named vice-presidents of the new, smaller, streamlined board. It was also decided to switch the locale of the mid-season board meeting from Florida to California—in late February 1962.

Record Execs Speak Out at  
SORD Chicago Convention

• Continued from page 1

suit," he noted, "though unpleasant in its legal implications, reflects the problems and discomforts of a changing industry. These changes are justification enough for my joining you in this forum. I do note the absence of our co-defendants in the lawsuit. For reasons of their own, they appear to have declined your invitation. Were we also to deliberately avoid your meeting, this could only increase irritation and hostility, demonstrating a lack of respect for you and the dignity of your organization."

Noting that "pricing alone is not the cure-all for improved business," Gortikov said his company would have "pricing and discount advantages equitably available to all customers. We will not engage in indiscriminate and preferential deals." Noting the existence of dealer buying co-ops, Gortikov warned, "Don't let dollar signs blind your vision and rob you of true flexibility." Gortikov also detailed a number of recently announced as well as forthcoming Capitol plans for helping build dealer business.

The final speaker was Randy Wood, who talked off the cuff at some length. Easily the highlight of Wood's talk was a declaration that "Dot Records is not going into the club business now or in the foreseeable future, but if we ever do, it will be done completely through dealers." This remark was greeted by an ovation.

Wood, speaking both as a manufacturer and a dealer, said he believes the "outlook is far from dim." "However," he added, "we need aggressive selling and we need to make customers feel important." Wood said he has never believed in self-service merchandising in the record business because "you need someone to suggest and sell."

He told the dealers he believes a price decrease is not the answer to the problems of the business; that manufacturers have the responsibility of protecting dealers and pointed out Dot's 100 per cent guarantee on albums; that good, merchandising-conscious dealers will get bigger and expand their volume, while others will fall by the wayside.

Wood said that Dot's 100 per cent album guarantee plan with six months credit, inaugurated last fall, was a "gamble that worked," adding that "since then we have doubled our volume."

At the conclusion of Wood's speech, Judkins called for all dealers "to support Dot Records to the hilt, just like we have supported

Walco Introduces  
Dry Cell Batteries

EAST ORANGE, N. J.—Walco Electronics has climbed on the dealer bandwagon with the introduction of a new line of dry cell batteries, first product of its kind ever to be marketed by the well-known phono needle manufacturer.

In announcing the move, Herb Bodkin, vice-president and general manager of Walco, voiced concern at the deteriorating situation regarding record stores. "Faced with the challenge of the rack outlets," Bodkin remarked, "Walco feels that record stores must diversify their product line in order to increase sales and profit volume." The Walco battery line represents the first of a series of new products to be brought out by the firm to meet this dealer need, according to Bodkin.

Erroll Garner." Judkins read a wire received from Garner, who said, "I am thrilled to learn how many of you are pulling with us to sustain the conditions which will preserve good music in our nation. A mail order set-up cannot replace the in-person touch." Judkins also presented SORD charter scrolls to representatives of local groups in Buffalo, Cleveland, New York, Boston, Dallas and Florida which have joined the national group. At the same time, the formation of a Chicago SORD group was announced.

Following this interlude of business, Randy Wood answered a number of questions from the floor and declined on legal grounds to answer others. In reply to a question as to why racks get preferential pricing, he declined public comment but offered to discuss the matter privately. Responding to a query on why stereo records should be "a dollar more," he noted a belief that "they'll all be the same soon."

Another dealer asked for comment on the franchising of full catalog dealers. Said Wood, "When I went into the retail record business I was a franchised dealer, and I liked it. It could come back."

After tipping the SORD cap to Wood again, Judkins, who was re-elected president, said "we promise no miracles but we do promise a voice that will speak out against inequities." In addition he commented on clubs, bootlegging, the need for readjustment of stereo prices and better return and exchange privileges. The meeting was concluded with a statement from Jose Sinsheimer of Allen Distributors in Richmond, Va., urging all dealers to write to the Federal Trade Commission regarding preferential pricing by manufacturers to racks and one-stops.

178 FM Stereo  
Stations Due by  
Finish of 1962

WASHINGTON—A total of 79 FM stations will be airing stereo programs by the end of this year, and 178 by the end of 1962, according to a survey of FM members of the National Association of Broadcasters. Prospects for audience and advertising as buyers of stereo records become increasingly conditioned toward stereo reception, NAB radio spokesman John F. Meagher told the annual convention of the National Association of Music Merchants last week.

Out of 600 FM members polled by the NAB on their plans for stereo broadcasting, 381 answered, out of which 185 said they plan to begin stereo broadcasting. A total of 140 said they had no stereo plans; 32 licensees had not decided; 24 use their AM-FM combination to broadcast stereo, and have not yet planned stereo-only broadcasts on their FM band.

Of the 185 positives, two are already broadcasting in stereo, and 77 will begin before the end of this year; 46 expect to start in 1962, and seven more subsequent to that year. Amounts of stereo programming planned vary from two to 130 hours per week. Chief deterrent given by hold-off stations is scarcity of FM receivers.

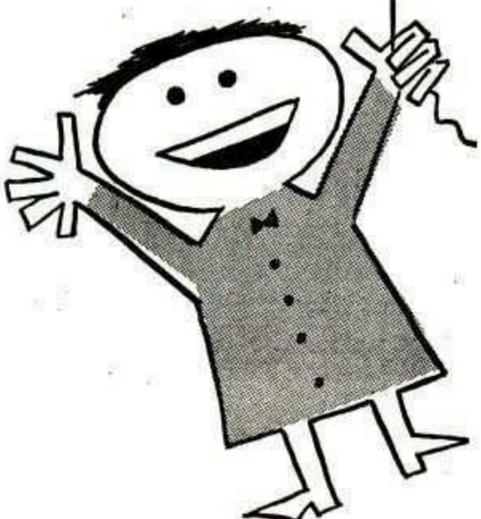
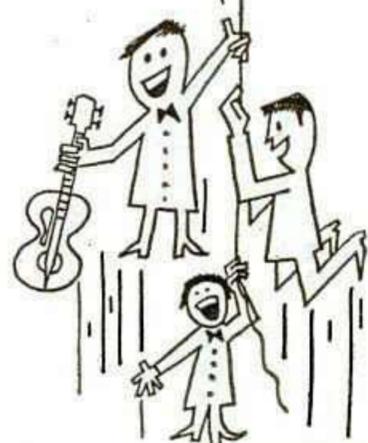
The survey was conducted by Richard M. Allerton, NAB manager of research.

# THE BALLOON SONG

**FAST RISING  
NEW SUMMER  
SMASH!**

## GARY AND HIS FRIENDS

JOSIE  
#890



**CHECK THESE SMASHES BY JAY-GEE**

- HAVE A DRINK ON ME...."On the Charts" by Buddy Thomas.....Todd #1063
- I DON'T CARE b/w THAT HAPPY DAY...by Ted Taylor.....Gold Eagle #1810
- SHE SAYS SHE WANTS TO DANCE...by Bobby Freeman.....Josie #889
- TENNESSEE...by The Todds .....Todd #1064
- SINCE GARY WENT IN THE NAVY...by Roberta Wynn.....Jubilee #5405
- CLOSE YOUR EYES...by Lou Jordan.....Josie #888
- HEAVEN NEEDED AN ANGEL...by Al Alberts.....President #102
- NOT ONE TEAR b/w LOVER...by Dorothy Collins.....Gold Eagle #1809
- LONELY ROAD...by The Passions.....Jubilee #5406

Nationally Distributed by  
**JAY-GEE RECORD COMPANY, INC., 318 West 48 St., N. Y. 36**

## DISK DEALS FOR DEALERS

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

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

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

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

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

### CANDID—Expires July 31, 1961. Started June 27, 1961.

"Summer Jazz Star Program." Label is offering distrib 15 per cent discount on complete catalog including five new releases.

### PARLIAMENT—Expires July 31, 1961. Started June 19, 1961.

One free album for every three purchased. See page 45, June 26 issue, for details.

### 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 Premier LP series. Minimum order is 20 Premier albums of the seven titles in the line in any assortment. See page 3, June 19 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 page 3, June 26 issue, for details.

### CAPITOL—Expires August 4, 1961. Started July 10, 1961.

For each new Roger Wagner and Ernie Ford release purchased at regular price, dealers may buy another 12-inch LP in the same artist's catalog for half price. Dealers must qualify for mono and stereo separately. Only exception is the Roger Wagner multiple-record sets.

### NEW JAZZ—Expires August 4, 1961. Started July 17, 1961.

Label is offering through the distributors a 20 per cent discount on the complete catalog, including the two new releases.

### CAPITOL—Expires August 15, 1961. Started July 14, 1961.

Label is offering 15 per cent off regular dealer price on new Frank Sinatra album "Come Swing With Me." Dealers will be able to exchange up to 100 copies of the album.

### ARTIA—Expires August 31, 1961. Started July 18, 1961.

"Artia Summer Dividend." Open to dealers and distributors. Plan offers one free LP for every three purchased.

### MK & SUPRAPHON—Expires August 31, 1961. Started July 18, 1961.

"Summer Dividend." Open to dealers and distributors. Plan offers one LP free for every six purchased.

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

"Summer LP Sales Incentive Program." Available through distrib, the label offers a 15 per cent discount on the entire LP catalogs of both labels, including new LP releases. See page 3, June 26 issue, for details.

### CANDID—Extended through August 31, 1961. Started Jun# 27, 1961.

"Summer Jazz Star Program." Distributors receive three free LP's for every twenty purchased. Program applies to five new releases as well as entire catalog.

### KING—Extended through August 31, 1961. Started May 18, 1961.

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

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

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

### M-G-M—Expires August 31, 1961. Started July 1, 1961.

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

### RICHMOND-TELEFUNKEN—Expires August 31, 1961. Started July 1, 1961.

A suggested 20 per cent discount offered to dealers through distributors. Program covers complete Richmond-Telefunken LP catalog including new releases.

### UNITED ARTISTS—Expires September 1, 1961. Started July 1, 1961.

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

### LIBERTY—Expires September 22, 1961. Starts August 1, 1961.

Label is offering 10 per cent discount on entire catalog, plus new releases on all LP's except The Chipmunks. See separate story, current issue, for details.

### ABC-PARAMOUNT—Expires October 20, 1961. Started July 17, 1961.

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

### INDIGO—No expiration date. Started July 10, 1961.

Entire LP catalog is offered on a two-free-for-every-10-purchased plan.

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

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

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

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

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

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.

### KANDY—No expiration date. Started July 17, 1961.

Label is offering seven LP's for price of six. Applies to Johnson's "Organ With a Beat" series. Same type of deal offered on singles.

## Gallagher Named

• Continued from page 4

duce an integrated and dynamic merchandising force which will insure the continued growth of Columbia Records."

Jack Loetz, former general manager of sales for the firm, will succeed Gallagher in the position of director of sales. He will be responsible for the formulation of sales and policies as well as management of both the firm's New York staff and its national organization. Continuing in their posts are Ken Glancy as head of Columbia Record Distributors; Milt Selkowitz as general manager of the Columbia Home Library; and Al Shulman as general manager of Columbia special products.

New appointments in the sales realignments are the promotion of Maurice Hoffman to the post of national sales manager, with responsibility for Columbia's field sales organization under Joe Lyons. Hoffman will assist Loetz in planning and directing merchandising programs, and train and direct the firm's national promotion managers.

Charles Schicke has been named national promotion manager of Columbia Masterworks, a job reactivated by the firm due to increased sales efforts in the classical market. Schicke will report to Hoffman. Larry Owens has been promoted to the post of regional sales manager for the North Central region. Dick Lionetti has been promoted to the position of district sales manager for the Detroit and Milwaukee market area.

## British Disk Tax

• Continued from page 4

now embodies this power and Lloyd is expected to use it against disks among many other items to counteract the current economic crisis.

The case for the reduction, at least, of the tax on records, was put again in the House of Commons during the debate on the Finance Bill by one of the industry's supporters, Dr. Barnett Stross. It was, he said, a tax on culture and education. It brought in about \$17 million in revenue.

"Fifty per cent is a higher rate of taxation on records than anywhere in the world," Dr. Stross added. "We have very serious competition from the United States. The whole basis of the industry depends on keeping the greatest artists of the world assigned to the recording companies. The great firms in this country have three out of four of the greatest conductors and artists of the world attached to them. If these artists are lost because companies cannot afford to continue classical recordings, they will have to go and earn their livings elsewhere."

Dr. Stross asked that, if the government was unable to concede the small amount of duty involved, classical recordings would be freed entirely. But his appeal met with no sympathy. Replying, Treasury Economic Secretary Anthony Barber estimated that 80 per cent of home market sales were pop.

## REEVES LINKS WITH AIRTECH

NEW YORK—Reeves Soundcraft, the American tape producer, has linked up with the Airtech, Ltd., of England, to market and eventually produce the Soundcraft line in the British Isles.

The new firm, Soundcraft Magnetics, Ltd., will also make a bid to market tape products in all important European countries outside the Iron Curtain. It will be located in Haddenham, Bucks, with Sir Eric Ohlson as chairman and F. S. G. Codling as managing director.

## VOX JOX

• Continued from page 14

would hope it is added information to those who receive it. Nothing more, nothing less."

**CHANGE OF THEME:** Alan Henry, formerly general manager of WCKR, Miami, has joined KWK, St. Louis as general manager. . . . Al Julius is replacing Bill Pierson at KTLN, Denver. Pierson will devote full time to his broadcasting school. Julius spent six years in radio and the National Theater in Israel. Also new at KTLN is George Tews, who joined that outlet as publicity-promotion director. Tews will continue to handle some free-lance record promotion as well.

"Lucky" Pierre is leaving WBNY, Buffalo, after seven years, to join KHJ, Los Angeles, effective August 1. . . . Lou Sherman has returned to WXYZ, Detroit, after a six-month tour of duty with the U. S. Army. He will take over the 10 p.m. to midnight time period across-the-board, plus "Teen Bulletin Board" on Tuesday and Thursday nights and "Sunday Best," from 3 to 9 p.m.

"Buzz" Guckenberger (who uses the air name "Buzz" George) WMOG, Brunswick, Ga., is anxious to reach Tom Clay, who recently left WQTE, Detroit. . . . Charles Lukey, program director of KONP, Port Angeles, Wash., reports that the outlet has adopted a new "Top 40" format. New spinners at KONP include Jack Chapman, Pat Hall, Scotter Chapman and Dick Goodman. Lukey will continue to handle the early morning time period.

Sid Sirulnick, production and operations manager of WNTA, Newark, N. J., for the past two years, has been appointed program director by E. Jonny Graff, who recently succeeded Ted Steele as general manager of that outlet. . . . Clarence "Poppa Stoppa" Hamann Jr. has returned to WJMR, New Orleans. His r.&b. show will be aired from noon to 4 p.m. Monday through Saturday and from noon to 5 p.m. on Sundays. . . . Stan Brown, ex-KTLN, Denver, has joined KDEO, San Diego, as a newscaster. . . . Jack Sampson, general manager of KOMA, Oklahoma, has been appointed a veepee of the Storz Broadcasting Company.

**THIS 'N' THAT:** Free-lance record programmer Bill Gavin, San Francisco, is in the hospital recovering from an eye operation. . . . In a public service move, program director Otis H. Eversole Jr., KBIX, Muskogee, Okla., has scheduled a series of one-minute direct reports from the State Employment Office, listing available job offers. . . . Station WNTA, Newark, N. J., is giving away free coffee to its listeners. Each day WNTA deejays announce that dialers can get a "cup of coffee on WNTA" merely by presenting themselves at a certain cafe and saying that WNTA sent them." Every day a different restaurant is featured, and participation by any one cafe is limited to once a week.

## Deejays in Hot Weather Move

• Continued from page 14

River" and "It's a Lovely Day Today."

Station WABC, New York, last week, launched a beach hunt which will run throughout the summer. Listeners will be given clues designed to help them identify "Sam Dune," who will tour the beaches all summer handing out WABC Puzzle Prizes to those who correctly identify him.

Temperature stunts are again in vogue across the country. Station WIBG is conducting its fourth annual "guess the temperature" contest. Every day, \$5 and a picnic cooler goes to the first listener who guesses the correct temperature at noon. If the temperature reaches 99 degrees at any time, the winner also receives an RCA Whirlpool remote-control air conditioner.

Station KALL, Salt Lake City, will also award an air conditioner this summer to the listener who comes the closest to guessing the highest temperature for the season. In addition, KALL deejay-promotion chief Will Lucas reports that jocks call names out at random during the day and award "Summer Fun Packs" (binoculars and an inflatable pillow).

Bruce Bradley, WBZ, Boston, performed a helpful service to his extensive teen-age audience this summer by conducting a "summer job clinic for teen-agers." The clinic, according to the Massachusetts offices of the Division of Employment, resulted in several thousand telephone inquiries from both teen-agers and their parents. In addition to dispensing tips on job hunting on his program, Bradley offered young job hunters a free brochure containing facts and info about summer employment opportunities for teenagers.

All ABC-owned and operated stations are conducting an "Anti-

Litter" campaign this month. Station WXYZ, Detroit, is tying in its campaign with a local "Mayor's Committees plans to control the amount of litter strewn on streets and highways during the summer months." A flock of disk stars have recorded special announcements for the campaign, which are aired by all ABC stations.

Among various zany stunts conducted by other stations and jocks to date this summer were the following: Deejays at KSTT, Davenport, Ia., played baseball with a team of local models in a comedy contest umpired by local mayors. The girls won. The occasion was KSTT's annual birthday baseball party, a free night sponsored by the station and a local supermarket chain at Davenport's Municipal Stadium.

Harvey Miller, WIBG, Philadelphia, staged a series of record hops this month at the Atco, N. J., Dragway, taking on all comers on the drag strip personally prior to the start of the dancing. Jocks at KALL, Salt Lake City, raced in sabre-carts for five laps on the giant speedway at the local fairgrounds last month.

Station KOL, Seattle, is staging its annual "Booty Bottle" game this summer as part of a campaign for cleaner beaches. The outlet is dropping 1,300 plastic bottles (air-sealed and able to float) in all inlets near beaches by boat, airplane, helicopter, etc. Some 100 of the bottles contain cash certificates. Clues will be given on the air as to the whereabouts of the prize bottles. At the same time they make the clue announcement, KOL deejays will urge that listeners help clean up the litter on beaches and waters while searching for the bottles.

## ALBUM COVER OF THE WEEK



PROVOCATIVE PIANO, Vol. II—Dick Hyman and his Orchestra, Command RS 824SD. Another striking cover in this series. This one in purple, blue, gold and black on a white background. Cover art by Barbara Brown Peters. Potent display item.

**TONY ORLANDO'S  
GOT  
ANOTHER  
SURE  
THING!**



**"BLESS YOU"**

**B/W AM I THE GUY 5-9452**

**Another winner from the  
"Halfway to Paradise" boy.  
PRODUCED BY NEVINS-KIRSHNER**



BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

NORWAY

(Courtesy Verdens Gang, Oslo)

This Week	Last Week	Title	Artist
1	2	HELLO MARY LOU	Ricky Nelson (California)
2	1	GREENFIELDS	Brothers Four (Philips)
3	3	SURRENDER	Elvis Presley (RCA)
4	8	BUT I DO	Clarence Henry (Mercury)
5	4	RUNAWAY	Del Shannon (London)
6	6	BABY SITTIN' BOOGIE	Buzz Clifford (Philips)
7	5	ARE YOU SURE	The Allison (Fontana)
8	11	MOODY RIVER	Pat Boone (Dot)
9	7	RAMONA	Blue Diamonds (Fontana)
10	24	A GIRL LIKE YOU	Cliff Richard (Columbia)

FRANCE

This Week	Last Week	Title	Artist
1	1	DANS LE COEUR DE MA BLONDE	(Wheels) — Marcel Amont (Polydor); Johnny Spence (Odeon); The String-A-Longs (London)
2	3	SURRENDER	Elvis Presley (RCA)
3	2	PEPITO	Los Machucambos (Decca)
4	5	LA PACHANGA	Rene (Capitol); Francis Bay (Philips)
5	6	AFRICAN WALTZ	Richard Anthony (Columbia); Cannonball Adderley (Ricordi)
6	9	ZO U BISOU BISOU	Maya Casablanca (Philips); Pierrette Bruno (Pathé)
7	7	SUCU SUCU	Ping Ping (Barclay); Eddy Christiani (Columbia); Caterina Valente (Decca)
8	4	BLUE MOON	The Marcells (Colpix)
9	8	TUTTI FRUTTI	Johnny Halliday (Vogue)
10	—	TON ADIEU	Jacqueline Nero (Bel Air); Jean Philippe (Barclay)

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	WHEELS	String-A-Longs (London)
2	2	ARE YOU SURE?	The Allison (Fontana)
3	4	BABY SITTIN' BOOGIE	Buzz Clifford (Philips)
4	3	RUNAWAY	Del Shannon (London)
5	5	NON, JE NE REGRETTE RIEN	—Edith Piaf (Columbia)
6	7	AFSCHEID VAN EEN SOLDAAT	Ria Valk (Fontana)
7	10	OCH, WAS IK MAAR	Johnny Hoes (Philips)
8	6	BLUE MOON	The Marcells (Colpix)
9	8	SURRENDER	Elvis Presley (RCA)
10	9	HELLO, MARY LOU	Ricky Nelson (Imperial)

FLEMISH BELGIUM

(Courtesy Juke Box Mag., Mechelen)

Two Weeks Ago	This Week	Title	Artist
1	1	WHEELS	The String-a-Longs (London)
2	2	BABY SITTING BOOGIE/BABY SITTIN' BOOGIE	Buzz Clifford (Philips); Ralf Bendix (Electrola)
3	4	BLUE MOON	The Marcells (Colpix)
4	9	RUNAWAY	Del Shannon (London)
5	—	HELLO, MARY LOU	Ricky Nelson (Imperial)
6	3	SURRENDER	Elvis Presley (RCA)
7	8	WILD IN THE COUNTRY	Elvis Presley (RCA)
8	—	DANCE ON, LITTLE GIRL	Paul Anka (ABC Paramount)
9	5	TONIGHT, MY LOVE, TONIGHT	Paul Anka (ABC Paramount)
10	10	DER ROTE TANGO	Die Regenpfeifer (Philips)

EIRE

This Week	Last Week	Title	Artist
1	1	SURRENDER	Elvis Presley (RCA)
2	2	RUNAWAY	Del Shannon (London)
3	—	BUT I DO	Clarence Henry (Pye)
4	3	HELLO MARY LOU	Ricky Nelson (London)

5	4	MOTHER-IN-LAW	Ernie K-Doe (London)
6	9	LITTLE DEVIL	Neil Sedaka (RCA)
7	8	HALFWAY TO PARADISE	Billy Fury (Decca)
8	7	FRIGHTENED CITY	The Shadows (Columbia)
9	—	I'VE TOLD EVERY LITTLE STAR	Linda Scott (Columbia)
10	—	TEMPTATION	—Everly Brothers (Warner)

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

This Week	Last Week	Title	Artist
1	5	SCHONER FREMDER MANN	Connie Francis (MGM)
2	1	BABYSITTER BOOGIE	Ralf Bendix (Columbia); Buzz Clifford (Philips)
3	10	AM SONNTAG WILL MEIN SÜSSER MIT MIR SEGELN	GEH'N—Old Merry Tale Jazzband (Brunswick)
4	3	WHEELS	String-A-Longs (London); Billy Vaughn (London)
5	6	AUF WIEDERSEHN	Gus Backus (Polydor)
6	20	I BIN A STILLER ZECHER	Gus Backus (Polydor)
7	12	HUH-A-HOH	(Vier Schimmel, ein Wagen)—Trio Kolenka (Philips)
8	19	CORINNA CORINNA	Peter Beil (Fontana)
9	2	WIE DAMALS IN PARIS	Blue Diamonds (Fontana)
10	17	UBER ALLE SIEBEN MEERE	Lolita (Polydor)
11	4	EIN SEEMANNSHERZ	Caterina Valente (Decca)
12	11	AHOI-OHE/ARE YOU SURE	The Allison (Fontana); Blue Diamonds (Fontana)
13	—	HELLO, MARY LOU	Jan & Kjeld (Ariola); Ricky Nelson (London); Ricky-Boys (Philips)
14	—	WEIL DU MEINE GROSSE LIEBE BIST	Gerd Botzcher u. Detlef Engel (Decca)
15	—	DANKE FÜR DIE BLUMEN	(Wedding Cake)—Siw Malmkvist (Me-tromone)
16	—	IRENA	Rocco Granata (Columbia)
17	—	JEDEN SONNTAG EINE ROSE VON DIR	Peggy Brown (Telefunken)
18	—	MORGEN BIST DU ALLE SORGEN LOS	James Brothers (Polydor)
19	25	MEIN VATER WAR EIN COWBOY	Conny (Electrola)
20	—	ZUCKERPUPPE	Bill Ramsey (Polydor)

BRITAIN

(Courtesy New Musical Express, London)

This Week	Last Week	Title	Artist
1	1	TEMPTATION	—Everly Brothers (Warner Bros.)
2	2	WELL I ASK YOU	Eden Kane (Decca)
3	3	RUNAWAY	Del Shannon (London)
4	4	A GIRL LIKE YOU	Cliff Richard (Columbia)
5	5	HELLO MARY LOU	Ricky Nelson (London)
6	6	PASADENA	—Temperance Seven (Parlophone)
7	7	HALFWAY TO PARADISE	Billy Fury (Decca)
8	8	YOU ALWAYS HURT THE ONE YOU LOVE	Clarence Henry (Pye Int.)
9	9	YOU DON'T KNOW	Helen Shapiro (Columbia)
10	10	BUT I DO	Clarence Henry (Pye Int.)
11	11	RUNNING SCARED	Roy Orbison (London)
12	12	ROMEO	Petula Clark (Pye)
13	13	SURRENDER	Elvis Presley (RCA)
14	14	POP GOES THE WEASEL	Anthony Newley (Decca)
15	15	WEEK-END	Eddie Cochran (London)
16	16	TIME	Craig Douglas (Top Rank)
17	17	MOODY RIVER	Pat Boone (London)
18	18	FRIGHTENED CITY	Shadows (Columbia)
19	19	QUARTER TO THREE	—U. S. Bonds (Top Rank)
20	20	DUM DUM	Brenda Lee (Brunswick)
21	21	BABY, I DON'T CARE	Buddy Holly (Coral)
22	22	RING OF FIRE	Duane Eddy (London)
23	23	THAT'S MY HOME	Acker Bilk (Columbia)
24	24	YOU'LL NEVER KNOW	Shirley Bassey (Columbia)
25	25	BREAKIN' IN A BRAND NEW BROKEN HEART	Connie Francis (MGM)
26	26	QUITE A PARTY	Fireballs (Pye Int.)
27	27	OLD SMOKIE	Johnny and the Hurricanes (London)
28	28	NATURE BOY	Bobby Darin (London)
29	29	DON'T YOU KNOW IT	—Adam Faith (Parlophone)
30	30	HAVE A DRINK ON ME	—Lonnie Donegan (Pye)

SPAIN

(Courtesy Discomania, Madrid)

This Week	Last Week	Title	Artist
1	2	TONIGHT MY LOVE TONIGHT	—Paul Anka (ABC-Hispavox)
2	1	EXODUS	Duo Dinamico (La Voz de su Amo)
3	3	LA NOVIA	Antonio Prieto (RCA)
4	4	POETRY IN MOTION	Duo Dinamico (La Voz de su Amo)
5	6	MY HOME TOWN	Paul Anka (ABC-Hispavox)
6	8	ESTANDO CONTIGO	Marisol (Montilla)
7	5	15 ANOS TIENE MI AMOR	Duo Dinamico (La Voz de su Amo)
8	7	BLUE MOON	The Marcells (Colpix-Discophon)
9	9	DANCE ON LITTLE GIRL	Paul Anka (ABC-Hispavox)
10	10	ARE YOU LONESOME TONIGHT?	—Elvis Presley (RCA)

ITALY

(Courtesy Musica e Dischi, Milan)

This Week	Last Week	Title	Artist
1	1	LEGATA A UN GRANELLO DI SABBIA	Nico Fidenco (RCA)
2	2	NON ESISTE L'AMOR	Adriano Celentano (Jolly)
3	3	CHITARRA ROMANA	Connie Francis (MGM)
4	4	IL MONDO DI SUZIE WONG	Nico Fidenco (RCA)
5	6	TU SAI	Pino Donaggio (Columbia)
6	7	MAGNIFI SETTE	Al Caiola (United Artists); Felix Slatkin (London)
7	12	RIVIERA	Umberto Bindi (Ricordi)
8	5	WHERE THE BOYS ARE	Connie Francis (MGM)
9	9	PARLAMI D'AMORE MARIU'	Peppino di Capri (Carisch)
10	—	CREDERE	Milva (Cetra)
11	10	GIOVANE AMORE	Domenico Modugno (Fonit)
12	13	TONIGHT MY LOVE TONIGHT	—Paul Anka (Columbia)
13	8	SURRENDER	Elvis Presley (RCA)
14	—	HYMME A L'AMOUR	Edith Piaf (Columbia)
15	—	YO TENGO UNA MUNECA	Jack Ary (Vogue); Xavier Mitchell (Variety)

Asia & Pacific

NEW ZEALAND

This Week	Last Week	Title	Artist
1	4	RUNNING SCARED	Roy Orbison (London)
2	2	RUNAWAY	Del Shannon (London)
3	3	BREAKING IN A BRAND NEW BROKEN HEART	Connie Francis (MGM)
4	6	I'VE TOLD EVERY LITTLE STAR	Linda Scott (Columbia)
5	—	THE GREEN LEAVES OF SUMMER	Brothers Four (Coronet)
6	1	ON THE REBOUND	Floyd Cramer (RCA)
7	—	TRAVELIN' MAN	Ricky Nelson (London)
8	9	LITTLE DEVIL	Neil Sedaka (RCA)
9	13	WHO AM I	Adam Faith (Parlophone)
10	—	A SCOTTISH SOLDIER	—Andy Stewart (Top Rank)

HONG KONG

This Week	Last Week	Title	Artist
1	3	DANCE ON LITTLE GIRL	Paul Anka (ABC-Paramount)
2	2	SOMEONE ELSE'S BOY	Connie Francis (MGM)
3	5	LITTLE DEVIL	Neil Sedaka (Victor)
4	1	MORE THAN I CAN SAY	Bobby Vee (Liberty)
5	8	THE MAGNIFICENT SEVEN	Al Caiola (UA)
6	—	PORTRAIT OF MY LOVE	—Steve Lawrence (UA)
7	—	SUMMER KISSES WINTER TEARS	—Elvis Presley (Victor)
8	7	LIPSTICK ON YOUR LIPS	Brian Hyland (Kapp)
9	10	WILD IN THE COUNTRY	—Elvis Presley (Victor)
10	—	BONANZA	—Al Caiola (UA)

AUSTRALIA

(Courtesy Music Maker, Sydney)

This Week	Last Week	Title	Artist
1	3	SCOTTISH SOLDIER	—Andy Stewart (Top Rank)
2	2	TRAVELIN' MAN	Ricky Nelson (London)

3	1	TEMPTATION	—Everly Bros. (WB)
4	—	I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges (London)
5	6	DREAM GIRL	Bryan Davies (HMV)
6	8	SAMANTHA	Kenny Ball (Pye)
7	13	BABY FACE	Bobby Vee (London)
8	5	ASIA MINOR	Kokomo (London)
9	16	CUPID	Sam Cooke (RCA)
10	10	YOU'LL NEVER KNOW	Shirley Bassey (Columbia)
11	14	YOU'RE DRIVING ME CRAZY	—Temperance Seven (Parlophone)
12	4	LITTLE DEVIL	Neil Sedaka (RCA)
13	7	I'VE TOLD EVERY LITTLE STAR	Linda Scott (Columbia)
14	9	THEME FROM A SILENT MOVIE	Kokomo (London)
15	11	QUARTER TO THREE	—U. S. Bonds (Top Rank)

INDIA

(Courtesy The Voice, Calcutta)

This Week	Last Week	Title	Artist
1	1	WHEELS	Billy Vaughn (HLD)
2	2	PEPE	Ronnie Aldrich (F)
3	1	CAN'T FIND A TRUE LOVE	Cliff Richards (DC)
4	—	FELL IN LOVE ON MONDAY	Fats Domino (HLP)
5	5	GEE WHIZ IT'S YOU	Cliff Richard (DC)
6	6	COLONEL BOGEY MERENGUE	—Edmundo Ros (F)
7	7	YOU'RE SIXTEEN	Bill Forbes (DB)
8	8	TEN LONELY WEEKENDS	—Tony Brent (DB)
9	9	THEME FOR A DREAM	Cliff Richards (DC)
10	10	CALCUTTA	Four Preps (CL)

SOUTH AFRICA

This Week	Last Week	Title	Artist
1	2	FLAMING STAR	Elvis Presley (RCA)
2	4	REBEL	June Dyer (Renown)
3	3	RUNAWAY	Del Shannon (London)
4	—	SUMMER KISSES, WINTER TEARS	—Elvis Presley (RCA)
5	1	TEMPTATION	Cliff Richards (Columbia)
6	—	THAT'S WHAT YOU DO TO ME	Mickie Most (Rave)
7	5	ALL HANDS ON DECK	Pat Boone (Dot)
8	—	CHICKEN ROCK	Chick Charms (Ridge)
9	6	MR. LONELINESS	—Gene Vincent (Capitol)
10	7	BLUE MOON	The Marcells (London)

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	PORTRAIT OF MY LOVE	—Steve Lawrence (United Artists)
2	4	MOTHER-IN-LAW	Ernie K. Doe (Imperial)
3	3	NOTHING EVER CHANGES MY LOVE FOR YOU	Neil Sedaka (RCA Victor)
4	5	WALK DON'T RUN	The Ventures (Dolton)
5	2	I'M GONNA KNOCK ON YOUR DOOR	Chubby Checker (Era)
6	6	I'VE TOLD EVERY LITTLE STAR	Linda Scott (Vertex)
7	7	DANCE ON LITTLE GIRL	Paul Anka (Dyna)
8	8	MOODY RIVER	Pat Boone (Dot)
9	9	LA PACHANGA	Hugo & Luigi (RCA-Victor)
10	10	OH POOH PAH DOOH	Chubby Checker (Era)

JAPAN

(Courtesy Utamatic, Tokyo)

This Week	Last Week	Title	Artist
1	2	CALENDAR GIRL	Neil Sedaka (Victor)
2	1	KITAKAMI YAKYOKU	Dark Ducks (King); Mahina Stars (RCA)
3	3	LONELY SOLDIER BOY	Johnny Deerefield (Capitol)
4	9	G.I. BLUES	Elvis Presley (RCA)
5	4	PLEIN SOLEIL	The Film Symphonic Orch. (Polydor)
6	5	BROKEN PROMISES	Henri De Paris (Colpix)
7	—	NORTH TO ALASKA	Johnny Horton (Columbia)
8	6	TOKYO DODONPA MUSU	Watanabe Mari (RCA)
9	12	SAILOR	Lolita (Polydor)
10	7	MUJO NO YUME	Sagawa Mitsuo (RCA)
11	8	GINZA NO KOI NO MONOGATARI	Ishihara Yujiro (Teichiku)
12	—	LITTLE DEVIL	Neil Sedaka (RCA)
13	13	NANGOKU NO YORU	Buckie Shirakata (Teichiku)
14	10	URAMACHI JINSEI	Mizuhara Hiroshi (Toshiba)
15	—	CHAIN GANG	Sam Cooke (RCA)

# WB's Weiss Reports Eastern Disk Scene

Continued from page 4

American stock. Anyone, including the consumers, seems able to get disks direct from New York. Sales of pirated disks were rife, usually pressed in Formosa but sometimes in Red China. These disks are re-exported to other parts of Far East. Stores are very modern, usually self-service. English spoken at all levels of business. Government holds the radio service.

### Philippines

The Philippines is a virgin country of 20 million people, ready for wide-scale, fast development. Many radio stations play records, mainly American, night and day. Exploitation is very good, similar in many ways to U. S. Philippines like beautiful melodies, sweet music and don't have much time for rock. The local craze is the off-beat cha cha or "dodomp." Life of a hit record is long—anywhere from seven weeks to four or five months. Piracy is very rife here, too, as in most of South-East Asia.

Television has not yet arrived. Main entertainments are the cinema, records, pop concerts. Sales are mainly of 78's, but 45's and LP's are gaining ground.

### South Vietnam

South Vietnam, once prosperous under the French, is now racked with fighting the communists. Economy is in a bad state. Two local manufacturers, short of vinyl and biscuits, are still trying to continue production. Record stores, fighting to stay alive, have little product to sell. The tendency is to combine wholesaler-importer-dealer. French influence continues and disk repertoire is more allied to that source than to that of the U. S.

### Thailand

Bangkok is a beautiful city, thriving with an expanding economy. The country, comparatively untouched by the second World War, is ahead of its neighbors. People favor U. S. music and like pop singers—plenty of local plays for the Everly Brothers, Frank Sinatra and Elvis Presley. There are only five juke boxes in the whole country. There is considerable interest in LP's, with the same wholesaler-importer-dealer combination found in Vietnam. The record executives speak English.

### Singapore

Singapore is another free port and, like Hong Kong, a big super-

market. Local business and living conditions are better. It is the one area in Far East where British trends are followed closer than American. Mantovani is a big favorite and Anthony Newley is established, too. Even so, listeners are very conscious of American artists—the Everly Brothers, Elvis Presley, and George Greeley are all popular. Huge demand is for music from films made locally. Market has three-way demand—local, Western and Indian music.

### Ceylon

The country is in the throes of an economic crisis and 95 per cent of the normal imports are banned. Stores are closing for want of goods to sell. Disks have been reduced to a trickle, mainly selling off old stocks. Conditions might get worse and there is likely to be little disk business until a local plant is set up. Formerly there was great popularity for the Everly Brothers, Harry Belafonte, and Elvis Presley, but the main disk sales were in local languages. Imports tended to come from Britain, India and U. S.—in that order. The main entertainment is the cinema. Radio Ceylon is a very important medium for disk exploitation.

### India

The whole Indian market revolves around EMI which has the only pressing plant in the sub-continent. Indian firms are interested in launching a plant or plants and actively planning toward that end. Weiss noted that RCA, American Decca and Columbia were not represented in India. The import duty on disks is very high, and this is the only country where Presley is not known. The biggest sale of music stems from Indian films. Disk sales include 78's with 45's and LP's, too. Record players have just begun to be manufactured locally. Local radio is very popular, and is heard everywhere, but it is very difficult to plug. The influence of Radio Ceylon is more pronounced in the areas it can be heard.

### Israel

A very pro-American country, but it has a strong French influence in its music. This in part, at least, is due to a cultural exchange agreement which carries with it a reduced tariff on imports from France. Duties on imports from other countries are high. American artists are popular, but French and local talent is held in greater esteem. There are substantial exports of Israeli disks to Europe, the U. S. and South America.

There is no television, but the military radio uses a lot of pop records and is very influential. There are three manufacturing plants. The languages more prevalent are: Hebrew, French and English.

### Greece

Greece is traditionally a poor country, but coming along rapidly as a record market. Because of the price structure, this is mainly a singles market but EP's are established and LP's have begun to gain sales. This market could be important in the future for American music and artists. Only country encountered where Presley was eclipsed—by Neil Sedaka. Quality and packaging of U. S. records is appreciated over that from Europe.

EMI has the only pressing plant, but does custom pressing for three other outlets. There is considerable importing— from Germany, Italy, France and England.

Local radio is very interested in pop music, particularly in the local product. The language is English for most record executives.

# BELGIAN TEENS AREN'T TRAMPS

By JAN TORFS

Stuivenbergvaart 37, Mechelen

First of all, we would like to correct an error in this column on July 10. "Ali Tomawak" and "Maharadjah" were recorded by the Tramps and not the Teens.

### New Releases

Among the newcomers with best prospects this week are Les Paul and Mary Ford's "Jura" (Philips from U. S. Columbia); the Drifters' "Please Stay" (Atlantic); Ben E. King's "Stand By Me" (Atlantic); Arthur Lyman's "Yellow Bird" (Moonglow from Hi-Fi); Del Shannon's "Hats Off to Larry" (London from Big Top) and an EP by Johnny Mathis, "Rhythms of Broadway."

### Hot Wax

Notice the great upward chart progress of Ricky Nelson's "Hello, Mary Lou," Del Shannon's "Runaway," and Paul Anka's "Dance On, Little Girl." Bubbling under the top 20 are Kenny Ball's "I Still Love You All" (on nearly every juke box on the Belgian coast), Los Zafiro's "Martha," Ray Conniff's "I'm in the Mood for Love" and Clyde Otis' "Jungle Drums." They could hit the list very soon now.

# AUSTRALIA

## Joye Disk Geared For U. S. Audience

By GEORGE HILDER  
19 Todman Ave., Sydney

Australian artists have at last recognized that it is not only a singer's voice which makes a top disk. They have learned that it is necessary, also, to have first-class orchestration and vocal support as a background. The lack of this background has kept a number of promising local disks off the foreign market, but a couple of releases this week have all the earmarks of possible breaks for sales in the U. S. Outstanding is Col Joye's revival of "For Me and My Girl" (Festival). He gets big sound from the Joy Boys and the Bradley Sisters.

### Visitors

A. W. T. (Bill) Smith, managing director of Australian Record Company, Ltd., departs for America July 25 for meetings with CBS Columbia in New York and Canada. A.R.C. manufactures and distributes Columbia on the Coronet label in Australia.

A big welcome has been extended to Jimmy Rodgers, who arrived in Melbourne July 12 for TV appearances. This is his second visit to Australia within 12 months.

### New Label

Radio Corporation has begun releasing Orefeon, a label new to Australia, from South America, featuring South American artists and music. The disks will be either pressed here or imported, depending on demand.

# PUERTO RICO

## Gema Label Teams 2 Stars

By TONY CONTRERAS  
24 Gertrudis St., Santurce

Juan Usich, manager of the Puerto Rican operation of Gema Records of Cuba, reports that their two top sellers, pop singer Rolando La Serie and Cortijo's Combo with singer Ismael Rivera, have joined in a first experimental LP that has met with very good sales. La

# GERMANY

## Mantovani, Heath, Van Cliburn Will Appear at Phono Exhibit

By BRIGITTE KEEB  
Music Editor, Automaten-Markt

Besides Mantovani and Ted Heath orchestra and Van Cliburn, Connie Stevens is among the foreign artists invited for the German Radio-TV and Phono Exhibition to be held in Berlin from August 25 to September 3.

On August 25, during the exhibition, Warner Bros. will hold a meeting chaired by Bob Weiss. Weiss also will attend the Song Festival of Radio Luxemburg, to be held in the Wiesbaden Rhein-Main-Halle, September 18 to 23.

### Publishing Business

Maestro Music Publishing Company of the famous English radio and record conductor Malcolm Lockyer has purchased rights for the Cedric Dumont compositions "Tango on the Rocks" and "Fanfare Cha Cha" from Zurich Edition Coda... Edition Montana, Munich, has purchased "Teen-Age Girl" from Edition Coda, Zurich, for release on records and sheets in Germany and Austria.

### Gietz, Igner to Electrola

As reported earlier, composer Heinz Gietz, who wrote many top hits in close co-operation with Kurt Feltz and Gunter Igner will take over the central leading of the whole pop and light music production of Electrola starting October 1. Gietz will be responsible for the musical leadership, while Igner will take over the commercial duties. Producer Hans Bertram changed over from Electrola to Polydor to work with Kurt Feltz, the former co-operator of Heinz Gietz, and producer Nils Nobach is joining Ariola after September 1 as the leader of the newly established Cologne production group of the firm. As Electrola reports, Fred Bertelmann ("Der lachende Vagabund"), who was signed exclusively by Polydor recently, will be the only Electrola artist to leave the firm.

Ralf Bendix and Lale Andersen have recently renewed their contracts for another couple of years. All other artists' contracts are still running.

August 1 will see the debut of Grammo Record Distribution in Frankfurt, a new distribution-advertising firm founded by the Swiss-German record company Austroton-Elite Special in order to intensify distribution in the Rhein-Main area. Austroton also signed pianist-composer Peter Kreuder, who will serve as producer and adviser as well as recording artist. Kreuder formerly recorded for Ariola.

### Personal

Klaus Reinmann, who left the Polydor press department after nine years, has joined Bert Kaempfert as public relations manager, residing at Inselstrasse 4, Hamburg 20. Polydor is still negotiating for a successor.

### Signings

After test recordings made in Berlin recently, Ariola has signed Don Jaime de Mora y Aragon (35), brother of Belgian Queen Fabiola, exclusively. He will be featured as singer as well as a pianist.

Serie, by himself, has five albums in the Gema catalog and Cortijo has four. La Serie recently recorded another album "Pachanga in New York" with Tito Puente for Gema.

Usich also reports as next on the Gema program, albums by Pepe Lara, romantic singer formerly with Los Chavales, and another by Paquiti Soto and his trio, formerly Marvella artists.

By JIMMY JUNGERMANN  
102 Ismaninger St., Munich 27

Never were the advance orders for a German LP so big as for the Polydor LP, "Freddy and the High Seas," according to the record firm. Since his German version of "Memories Are Made of This," the 3 million best seller "Heimweh," (Freddy Quinn) is the most popular German hit singer. This LP features old and new sea chanties from all parts of the world. Top tune in the set is "La Paloma" which is sung in Spanish and German.

### New Releases

Singers come and go, but Bing Crosby is still popular in Germany. Warner Bros. has issued "Gang Songs by Bing Crosby" featuring German lieder like "Du, Du Leigst Mir Im Herzen" and "Ach, Du Lieber Augustin," plus standards from other lands.

RCA has issued new records by Elvis Presley and the Three Suns. Besides the singles, the Elvis LP "Something for Everybody" is getting wide interest. The Three Suns play an LP featuring "Bar Music."

# NORWAY

## New Artists Pep Up Norse Sales

By ESPEN ERIKSEN

Verdens Gang, Akersgaten 34, Oslo

After a long and alarmingly quiet season in the Norwegian platter market, things are beginning to happen this week. Most important jumps were made by Clarence Henry and Cliff Richard this week. The first of them climbed from No. 8 to the No. 4 position this week with "But I Do" on Mercury. The latter came in at No. 10 from 24 with his latest success in Britain, "A Girl Like You" on (British) Columbia. Among the others, Elvis Presley's "Wooden Heart" (RCA) is off after 22 weeks on the charts.

### Movie Music

The movie "Can-Can" has now been seen by 25 per cent of the population of Oslo, Norway's capital, as 115,000 people out of 450,000 inhabitants watched the movie before it finished its run this week. The Capitol LP of the film's sound track tops the LP charts, with runner-up this month the Philips record "Broadway in Rhythm" by Ray Conniff, and third is "G. I. Blues" by Elvis Presley on RCA.

### Survey

A survey compiled by the Oslo newspaper Verdens Gang—the only paper publishing a neutral Top 10 chart in Norway—shows that Elvis Presley was this spring's most popular single artist, topping a list of completely new names in comparison with a similar survey New Year's Eve. Off the list are the Kingston Trio, Pat Boone, Chris Barber, Fats Domino, Shirley Bassey, Paul Anka, and Jim Reeves (to mention some). They were replaced, according to the number on successes they have had this spring, on Norway's pop charts, by these artists, in the following order:

Elvis Presley, Bobertino, Lolita, the Allison's, the Monn Keys, the Blue Diamonds, Brothers Four, Jan Hoiland, String-A-Longs, Buzz Clifford, Inger Jacobsen, the Drifters, Cliff Richard, Johnny Tillotson, the Marcells.

Out of 20 artists 50 per cent are American, while of the 10 other artists there are 3 Norwegians, 2 British, and 1 each Italian, Austrian, Dutch, French and Greek.

# U.A. Now Distributed By Philips in Holland

NEW YORK — United Artists has signed N. V. Philips Phonographische, Baarn, Holland, as its exclusive distributor in that country.

The pact, which was set up by UA's Foreign Operations Director Sidney Shemel, runs for three years—effective immediately—and calls for the use of the UA logo on all future UA releases in Holland.

# HONG KONG

## Lack of Stock Halts Sales

By CARL MYATT

44 Mt. Kelleet Road, The Peak

Pat Boone's "Moody River" came off the charts here for the first time in six weeks. The reason: dealers have run out of stock. "We expect it to get on the charts next week and run for at least four or five weeks more" said one of the dealers.

Dot's Jim Bailey is in town for conferences with local agents.

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- 2) "THE SWITCHAROO"  
by HANK BALLARD KING 5510
- 3) "NO, NO, NO"  
by THE CHANTERS DELUXE 6191
- 4) "MY TRUE STORY"  
by the JIVE FIVE BELTONE 1006
- 5) "YOU'RE THE REASON"  
by JOE SOUTH Fairlane 21006
- 6) "NOW YOU KNOW"  
by LITTLE WILLIE JOHN KING 5516
- 7) "THE BELLS ARE RINGING"  
by the VAN DYKES DELUXE 6193

and the new

## JAMES BROWN

"BABY, YOU'RE RIGHT"

b/w

"I'LL NEVER LET YOU GO"

KING 5524

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### SPAIN

## Pubs Prep for Festival Hit

By RAUL MATAS  
Editor, Discomania  
32 Av. Jose Antonio, Madrid

The Spanish world of music could have a new overnight hit. Benidorm's Spanish Song Festival two years ago launched "Un Telegrama" (A Telegram) which has been recorded in more than 80 versions. Last year "Comunicando" jumped to stardom. Now, on the eve of the third Benidorm Festival, music publishers are trying to get the rights for songs that seem likely to become the winners. Everybody thinks he has signed the "No. 1" hit. It could mean good money for at least the coming six months.

Javier Fleta is a big new name here. The son of famed Miguel Fleta has just recorded half a dozen numbers for RCA and will fly to the Monet Carlo Festival next September, representing Spain.

### Visitors

Publisher Julio Korn of Buenos Aires, chief and head of Korn Editorial, flew back home from San Sebastian because of his daughter's illness. . . . Alfredo Gisbert and Manuel Levin from TV Channel 7 of Argentina signed Rosa Morena from Spain and Torrebruno from Italy to debut soon in South America. Torrebruno is selling rights of "Vuola Gagarin" (Fly Gagarin), his personal hit in Italy.

### Disk Shorts

Sarita Montiel filming "Pecador de Amor" (Love Sin) with American doctor and movie actor Reginald Kerman. Sarita will sing six songs. Hispavox releasing her new album of "Tangos". . . . The oldie "Harbor Lights" in a new rendition by Los Cinco Latinos launched by Philips. . . . Bob Azzam is also doing "La Pachanga." He is the Egyptian-born author of "Mustafa." . . . RCA released Henry Mancini's EP of "Mister Lucky". . . . Victor Mojica from Puerto Rico doing records with Philips of Spain. . . . Coming up, "Blue Moon" with the Marceles.

### HOLLAND

## Artone Artists Doing Well With Two Strong New Sides

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

Daisy Bell's first American styled recording "Endless" b-w "Candy Kisses," has gotten strong initial reaction. Master has already been sold to some foreign markets, including Australia, New Zealand and Japan, by Artone Gramophone R. C. Another Artone star, Eddy Christiani, hit the international market with his "Marianne" single. New Dutch rock sensation is Johnny and his Cellar Rockets, with immense success in their recent TV appearances. Their first disk on Decca "Exodus," has just been released.

### Disk Shorts

Paul Anka's "Dance On Little Girl," released by Artone, received a big response from the Dutch teen-agers. Artone had to rush-release the disk in order to meet local demand.

### Visitors

Les Trois Minestrels, the French singers, were in Holland last week and enjoyed great success. They featured among others, "Les a Chanson" by Leo Ferre, that is released by Fonatana on an EP. . . . The Belgium group, the Cousins, well known from their golden disk "Kili-Watch," appear at the Breda Music Festival July 24.

## Two British Tunes Due in America; Fabian 'Down South' Disk on Way

By DON WEDGE  
News Editor, New Musical Express

"Down South," composed and recorded here by the Lana Sisters, has been assigned for the U. S. and Canada by publisher Dave Toff to Herbert Wise's consolidated Music, Inc. It has been recorded by Fabian and is awaiting release. Another Toff number, "Sunset," an instrumental composed by John Woodman, has been assigned to Leeds Music in a deal negotiated with Lou Levy. David Toff Music has a blanket agreement with Southern for world rights except for France and America. In the former case, first option goes to Gerard Tournier of Philippe Pares. Tournier has seven French waxings of "Sunset."

### Visitors

Milton Rodin is expected to return for talks about Reprise license. . . . Mimi Trepel, of London Records, New York, visiting with her husband, deejay Murray Jordan, had talks with English Decca on releasing policy. . . . ASCAP President Stanley Adams visiting London for talks with the Performing Rights Society. . . . Composer Jimmy Van Heusen and Sammy Cahn visiting again. . . . Conductor Raymond Paige due in. . . . Peggy Lee arrived for her Pigalle cabaret season. . . . Rosemary Clooney flew in for a month's stay with her husband Jose Ferrer—he talks films, he has three television engagements for ATV.

### Publisher Business

Tin Pan Alley Music has started a subsidiary, Contango, with Matt Monro's wife, Mickey, a former record exploitation girl. . . . For Howie Richmond's Essex Music, David Platz acquired world rights of "Stop the World," new musical penned by Anthony Newley and Leslie Bricusse. Show opened in London July 20 with Newley starring; Bricusse wrote "My Kind of Girl." . . . New Shirley Bassey single, "Reach for the Stars," has a Norman Newell lyric to a German hit. Rights were acquired by Kassners. . . . Novello's put up a \$280 prize for a new tune to take the place of Mendelssohn's bridal music.

### Disk Business

Esquire Records added to its r.&r. catalog by signing an exclusive deal with Bandera Records, Chicago. Issues will be on the Starlite label. C.&w. titles will also be included in the deal. . . . Ger-

### JAPAN

## Roaming Artists Setting a Trend

By TEN KATTORI  
Yokohama Correspondent

Japanese artists returning home after overseas performances started a new trend by recording material inspired by the countries they visited. Izumi Yukimura, for instance, intends to record "Las Vegas No Tsuki" ("The Moon of Las Vegas"). Mitsuko Sawamura, who came back from Europe is waxing "Yogiri-no London" ("London in Nigh-Fog") in slow ballad tempo. "Mu-u Mu-u Song" is being cut by Masaaki Hirai, who recently visited Hawaii.

### World Distribution

Teichiku Records, affiliate of American Decca, will distribute its records to the U. S., Canada, Central America and British Commonwealth through Decca's facilities under the new agreement made recently between the two firms.

### Visit to the U. S.

Toshio Yagisawa, managing director of Nippon Victor, is in the U. S. on a three-month itinerary, which will lead him to key cities and discussions with VIP's of RCA Victor, his company's U. S. affiliate. He is accompanied by Shinya Ito, sales manager.

man film star Elke Sommer recorded some special material (written by movie producer Frank Godwin and conductor Stanley Black based on her film "Don't Bother to Knock") for Denis Preston's Record Supervision title, "Be Not Notty," issued on Parlophone here.

Mel Torme, switching internally from Verve to MGM, recorded an album in London July 17 and 19 at EMI studios, produced by Norman Newell with Wally Stott. Geoff Love and Tony Osborne arranging and conducting 11 tracks between them. Five of the titles were Torme compositions.

### Talent Tours

Matt Monro expects to return to America early in August but only to film some television commercials; he is due for an "Ed Sullivan Show" in October. . . . Dates in Sandinavia being negotiated for Gene Vincent.

### Personals

Before returning to America Steve Lawrence and Eydie Gorme taped a "Juke Box Jury" session for BBC-TV showing July 22. . . . American songwriter Eddie Poda, for the last six years Granada-TV's light entertainment head, is leaving in September to rejoin his family in California. . . . London dealer J. Robinson appointed president of the Gramophone Record Retailers' Association. . . . Pye director C. A. W. Harmer, appointed to the board of English Muzak. . . . Percy Allaway, who joined the firm in 1930, made managing director of EMI Electronics succeeding Clifford Metcalf, who remains on the board of Electrical and Musical Industries, the parent EMI firm.

### Record Sales

English Decca has recaptured a lot of ground the EMI group held last year in dominating the top of the charts. Last week the top five were all Decca issues. It included two British artists—Eden Kane ("Well I Ask You") and Billy Fury ("Half Way to Paradise"). The others were the Everly Brothers' "Temptation" (Warners), Del Shannon's "Running Scared" (London from Big Top), and Ricky Nelson's "Hello Mary Lou" (London from Imperial).

### MEXICO

## Orfeon Co. Denies Firm Bankruptcy

By OTTO MAYER-SERRA  
Apartado 8688, Mexico City

For several months, rumors circulated that Orfeon-Dimsa Records would suspend their activities. When under the title of "Bankruptcy of Orfeon Records," a small weekly "Ondas" printed in its July 20 issue a report about this matter, Alejandro Siegrist, manager of the company, published an official statement in a leading daily paper. He denied the truth of the information and said: "We actually are enjoying one of our best periods of commercial prosperity and our sales are going up every day."

Orfeon - Dimsa belongs to Rogelio Azcarrago, owner of Corporacion Nacional Electronica, a big company which assembles and distributes a leading U. S. refrigerator line here and which for 27 years was exclusive distributor of RCA Victor records. Shortly after 1956, when RCA Victor Mexicana built up their own distribution of records, Azcarrago launched his label Orfeon and later Dimsa.

### Disk Shorts

Radio station 620, specializing in programs of European hits, has obtained exclusive Mexican rights to broadcast Spain's Benidorm Festival. Victor Blanco, the station's

(Continued on page 42)

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# ALBUM PROGRAMMING & BUYING GUIDE

## TOP LP's BY CATEGORY

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

### VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

#### Male Vocalists

Male Vocalists		
ALL THE WAY (Cap)	(14)	21
ANKA AT THE COPA (ABC)		68
PAUL ANKA SINGS HIS BIG 15 (ABC)		41
CHET ATKINS' WORKSHOP (RCA)		135
BELAFONTE AT CARNEGIE HALL (RCA)	(21)	35
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)		91
BROOK BENTON GOLDEN HITS (Mer)		109
BOBBY'S BIGGEST HITS (Cameo)		116
COME DANCE WITH ME (Cap)		133
BOBBY DARIN STORY (Atco)		25
DEDICATED TO YOU (ABC)		67
GENIUS HITS THE ROAD (ABC)		119
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	(27)	14
HEAVENLY (Col)		111
BUDDY HOLLY STORY (Cor)		74
JOHNNY HORTON'S GREATEST HITS (Col)		42
HYMNS (Cap)		86
I'LL BUY YOU A STAR (Col)		51
IT'S PONY TIME (Park)		113
JOHNNY'S GREATEST HITS (Col)		28
JOHNNY'S MOODS (Col)		134
MOODY RIVER (Dot)		137
MOST POPULAR GUITAR (RCA)		131
NICE 'N' EASY (Cap)	(47)	65
NO ONE CARES (Cap)		141
RICK IS 21 (Imp)		45
RING-A-DING DING (Rep)	(12)	7
SINATRA'S SWINGIN' SESSION (Cap)		58
SOMETHING FOR EVERYBODY (RCA)	(37)	61
TOUCH OF YOUR LIPS (Cap)		122
TWIST (Park)		130
WARM (Col)		56

#### Female Vocalists

CONNIE FRANCIS AT THE COPA (MGM)		77
CONNIE'S GREATEST HITS (MGM)		136
EMOTIONS (Dec)		24
ITALIAN FAVORITES (MGM)		69
LATIN A LA LEE (Cap)		132
BRENDA LEE (Dec)		47
MACK THE KNIFE (Ver)		97
MORE GREATEST HITS (MGM)		101
ROARIN' 20's (WB)		79

#### Duos and Groups

ANOTHER SMASH (Dol)		59
BEST MUSIC ON/OFF CAMPUS (Col)		125
ENCORE OF GOLDEN HITS (Mer)		45
FROM THE HUNGRY I (Cap)		115
GOIN' PLACES (Cap)	(17)	18
HAWAII (CA)		80
HERE WE GO AGAIN (Cap)		75
KINGSTON TRIO (Cap)		23
KINGSTON TRIO AT LARGE (Cap)		98
MAKE WAY (Cap)	(23)	22
SOLD OUT (Cap)		60
STRING ALONG (Cap)		107
TONIGHT IN PERSON (RCA)	(32)	17

#### Choruses

FIREBIRD SING ALONG WITH MITCH (Col)		83
FOLK SONG SING ALONG WITH MITCH (Col)		142
HAPPY TIMES SING ALONG WITH MITCH (Col)	(16)	52
MEMORIES SING ALONG WITH MITCH (Col)		50
MITCH'S GREATEST HITS (Col)		76
MORE SING ALONG WITH MITCH (Col)		29
PARTY SING ALONG WITH MITCH (Col)	(44)	72
SATURDAY NIGHT SING ALONG WITH MITCH (Col)		66
SENTIMENTAL SING ALONG WITH MITCH (Col)		112
SING ALONG WITH MITCH (Col)	(18)	15
STILL MORE SING ALONG WITH MITCH (Col)		36
TV SING ALONG WITH MITCH (Col)	(7)	3

#### Mixed Voices

OLDIES BUT GOODIES (OS)		53
12 PLUS 3 EQUALS 15 HITS (End)		128

### CLASSICAL & SEMI-CLASSICAL LP's

BEETHOVEN: WELLINGTON VICTORY (Mer)	(22)	138
THE LORD'S PRAYER (Col)		108
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 (RCA)		129

### INSTRUMENTAL LP's

Title (Label) (Stereo) Mono Top LP Rank

#### Mood and Dance

BEST OF THE POPULAR PIANO CONCERTOS (WB)	(49)	46
BLUE HAWAII (Dot)		(42) 55
CALCUTTA (Dot)	(3)	(13)
ITALIA MIA (Lon)	(9)	20
MEMORIES ARE MADE OF THIS (Col)		54
MR. LUCKY GOES LATIN (RCA)	(36)	81
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)	(15)	39
PIANO FORTE (RCA)		100
SAIL ALONG SILV'RY MOON (Dot)		114
SAY IT WITH MUSIC (Col)	(39)	94
SONGS TO REMEMBER (Lon)		106
SOUL OF SPAIN, VOL. 1 (Som)		140
STARS FOR A SUMMER NIGHT (Col)	(1)	1
TEMPTATION (Kapp)		90
TILL (Kapp)		127
WONDERLAND BY NIGHT (Dec)	(48)	44
YELLOW BIRD (Life)	(31)	148

#### JAZZ

DREAMSTREET (ABC)	(35)	99
EXODUS TO JAZZ (VJ)	(40)	16
PETE FOUNTAIN'S NEW ORLEANS (Cor)		146
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)		144
TIME OUT (Col)		145

#### Teen Beat

GIRLS, GIRLS, GIRLS (Jamia)		139
WALK, DON'T RUN (Dol)		110

#### Percussion and Sound

BONGOS (Com)		(46)
PERSUASIVE PERCUSSION, VOL. 1 (Com)		(28)
PERSUASIVE PERCUSSION, VOL. 2 (Com)		(41) 93
PERSUASIVE PERCUSSION, VOL. 3 (Com)		(25)
PROVOCATIVE PERCUSSION, VOL. 1 (Com)		(20)
PROVOCATIVE PERCUSSION, VOL. 2 (Com)		(43)

### SHOW MUSIC

#### Original Cast

BYE BYE BIRDIE (Col)	(33)	34
CAMELOT (Col)	(5)	4
CARNIVAL (MGM)	(11)	2
DO RE MI (RCA)		95
FIORILLO (Cap)		143
FLOWER DRUM SONG (Col)		62
GYPSY (Col)		73
HAPPIEST GIRL IN THE WORLD (Col)		84
IRMA LA DOUCE (Col)		150
MUSIC MAN (Cap)		126
MY FAIR LADY (Col)	(19)	33
THE SOUND OF MUSIC (Col)	(6)	12
SOUTH PACIFIC (Col)		71
TENDERLOIN (Cap)		57
UNSINKABLE MOLLY BROWN (Cap)	(38)	63
WEST SIDE STORY (Col)	(30)	87
WILDCAT (RCA)	(26)	27

#### Sound Track

THE ALAMO (Col)		85
BEN-HUR (MGM)	(24)	78
CAN-CAN (Cap)		123
EXODUS (RCA)	(2)	5
G.I. BLUES (RCA)	(34)	10
GIGI (MGM)		105
GONE WITH THE WIND (Com)		64
KING AND I (Cap)		70
NEVER ON SUNDAY (UA)	(10)	6
OKLAHOMA! (Cap)	(29)	96
PORGY AND BESS (Col)		103
SOUTH PACIFIC (RCA)	(13)	37
STUDENT PRINCE (RCA)		82

#### Music From Musicals, Films and TV

CAMELOT (Col)		120
FILM ENCORES (Lon)		48
GONE WITH THE WIND (WB)	(50)	88
GREAT MOTION PICTURE THEMES (UA)	(4)	11
MR. LUCKY (RCA)		104
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	(8)	19
PETER GUNN (RCA)		89

### COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)		92
BUTTON-DOWN MIND OF BOB NEUHART (WB)		30
BUTTON-DOWN MIND STRIKES BACK (WB)		31
EDGE OF SHELLEY BERMAN		147
STAN FREBERG PRESENTS THE U. S. A. (Cap)		40
HERE'S JONATHAN (Ver)		26
IN LIVING BLACK & WHITE (Colpix)		38
INSIDE SHELLEY BERMAN (Ver)		43
JOSE JIMENEZ AT THE HUNGRY I		118
KICK THY OWN SELF (RCA)		117
KNOCKERS UP (Jub)		9
LAUGHING ROOM (Stereo)		124
MOMS MABLEY AT THE U.N. (Chs)		32
MOMS MABLEY ON STAGE (Chs)		121
MANNA OVERBOARD (Dec)		149
SINSATIONAL (Jub)		49
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereo)		102

( ) 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

#### PROVOCATIVE PIANO, VOL. II



Dick Hyman Ork. Command RS 824SD (Stereo)—Here's another fine album in the solidly selling Command percussion line. This set, as in the first volume, spotlights the stylish piano work of Dick Hyman, aided by tasteful percussive effects. Hyman handled most of the arrangements, and they are sparkling, and the selections, from "Kitten on the Keys" to "Sabre Dance," give the pianist an opportunity to show some dazzling musicianship. Excellently recorded, and brightly packaged, this set should become another Command best seller.

#### I'LL SAVE THE LAST DANCE FOR YOU



Damita Jo. Mercury SR 60642 (Stereo & Monaural)—This album should turn into a hot seller for the label and Damita Jo. It features the thrush in her hit single plus a group of other dancing tunes, from "When You Dance" and "I Could Have Danced All Night," to "Dance With Me Henry" and "Dance With a Dolly." She sells them solidly and is aided by sock arrangements by arranger-conductor Stan Applebaum.

#### COME SWING WITH ME!



Frank Sinatra. Capitol SW 1594 (Stereo & Monaural)—Supported by the sparkling arrangements of Billy May, Sinatra has a winning set of performances on this LP. The set is composed almost entirely of rhythmic interpretations by Sinatra in the medium to medium-up tempos. Many favorite vehicles are included—tunes like "Day by Day," "Five Minutes More," "American Beauty Rose" and "That Old Black Magic." In addition, there are swinging performances of such powerful tunes as "Paper Doll," "Yes Indeed," and a bluesy "Sentimental Journey." Set is sure to appeal to the myriad of Sinatra fans and many more.

#### GOODBYE AGAIN



Sound Track. United Artists. UAS 5091 (Stereo & Monaural)—This new album from the current flick contains the lovely version of the theme song by Ferrante and Teicher, plus two songs by thrush Diahann Carroll. The rest of the album is made up of background melodies from the flick, including "Roger's Theme," "Mon Paris" and "Aimez-Vous Cha Cha." The score is a mixture of jazz and cha cha rhythms, waltzes and mood music. Strong wax, especially in cities where the flick has already opened.

### Jazz

#### BAGS & TRANE



Milt Jackson and John Coltrane. Atlantic 1368—Name value alone can have a lot to do with selling this one. Coltrane's exciting horn and Jackson's lyrical vibes are joined by the MJQ's Connie Kay on drums; Hank Jones on piano and Paul Chambers on bass. It's veritably an all-star line-up and the group plays with stylish rapport, going much of the way on the so-called statement and answer technique. Solos are rich and exciting. "Three Little Words" and "Misty" are the standards, with a couple of others by Jackson and one by Dizzie Gillespie. Top merchandise with a cover that sells, too.

#### SOMETHIN' SANCTIFIED



The Slide Hampton Octet. Atlantic 1362—This, the second presentation of Slide Hampton's new "compact" ork, is an album that should appeal strongly to modern jazz fans. It spotlights the trombonist (and baritone horn) man in a group of standards and modern jazz classics that show off Slide's fine work and that of the octet as well. The tunes include "On the Street Where You Live," "The Thrill Is Gone," Miles Davis' "Milestone," Dizzy Gillespie's "Ow," and the title tune. On all of them Hampton comes through with some fine horn work, aided much by his counterpart Charlie Greenlee.

### Classical

#### RAVEL: CONCERTO IN D FOR THE LEFT HAND; PROKOFIEV: CONCERTO NO. 3 IN C



John Browning; Philharmonia Ork (Leinsdorf) Capitol SP 8545 (Stereo & Monaural) — John Browning, who has proved to be a top concert hall attraction, offers an exciting and dynamic reading of both the Ravel and Prokofiev concertos. Mr. Browning plays with passion, but retains a sensitive musical approach to the works. Mr. Leinsdorf and the Philharmonia Orchestra support the pianist in fine fashion. The program is in good stereo sound and was recently recorded in London. There are not an abundance of recordings of both pieces, especially in the stereo category, and this being a fine performance, it should be a top item.

(Continued on page 36)

DELLA'S GOT A NEW ONE, A BLUE ONE, A GREAT ONE!  
Real beltin' Della delivery...yet sad, very sad...so sad you'll  
cry all the way to the bank with the money it makes! c/w "I  
POSSESS." Arranged by Stan Applebaum. Also available in 45 RPM.

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



# DELLA REESE "A FAR FAR BETTER THING"

#7884



★ 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
1	1	1	2	TOSSIN' AND TURNIN'	Bobby Lewis, Beltone 1002	14
2	2	2	3	BOLL WEEVIL SONG	Brook Benton, Mercury 71820	11
3	3	3	1	QUARTER TO THREE	Gary (U. S.) Bonds, LeGrand 1008	10
4	5	8	10	YELLOW BIRD	Arthur Lyman, Hi Fi 5024	9
5	9	14	25	I LIKE IT LIKE THAT	Chris Kenner, Instant 3229	9
6	6	9	13	HATS OFF TO LARRY	Del Shannon, Big Top 3075	8
7	4	4	4	RAINDROPS	Dee Clark, Vee Jay 383	13
8	10	13	20	DUM DUM	Brenda Lee, Decca 31272	6
9	14	20	33	TOGETHER	Connie Francis, MGM 13019	5
10	15	27	39	LET'S TWIST AGAIN	Chubby Checker, Parkway 824	6
11	8	11	16	SAN ANTONIO ROSE	Floyd Cramer, RCA Victor 7893	8
12	30	43	68	LAST NIGHT	Mar-Keys, Satellite 107	4
13	7	6	8	EVERY BEAT OF MY HEART	Pips, Vee Jay 386	11
14	16	17	21	PLEASE STAY	Drifters, Atlantic 2105	8
15	19	24	36	NEVER ON SUNDAY	Chordettes, Cadence 1402	6
16	12	7	6	MOODY RIVER	Pat Boone, Dot 16209	13
17	27	28	34	CUPID	Sam Cooke, RCA Victor 7883	8
18	35	55	69	WOODEN HEART (Muss I Denn)	Joe Dowell, Smash 1708	5
19	17	12	7	TRAVELIN' MAN	Ricky Nelson, Imperial 5741	14
20	29	31	38	SACRED	Castells, Era 3048	9
21	22	32	32	MY KIND OF GIRL	Matt Monro, Warwick 636	9
22	18	18	19	TELL ME WHY	Belmonts, Sabrina 500	10
23	25	21	15	HELLO MARY LOU	Ricky Nelson, Imperial 5741	13
24	36	46	74	PRETTY LITTLE ANGEL EYES	Curtis Lee, Dunes 2007	4
25	31	33	48	HEART AND SOUL	Jan and Dean, Challenge 9111	5
26	33	41	52	THE SWITCH-A-ROO	Hank Ballard and the Midnighters, King 5510	5
27	32	37	60	THE FISH	Bobby Rydell, Cameo 192	4
28	39	57	81	I'LL BE THERE	Damita Jo, Mercury 71840	4
29	23	16	11	STAND BY ME	Ben E. King, Atco 6194	12
30	24	22	14	RUNNING SCARED	Roy Orbison, Monument 438	16
31	37	45	61	THAT'S WHAT GIRLS ARE MADE FOR	Spinners, Tri-Phi 1001	5
32	21	19	23	I'M COMIN' ON BACK TO YOU	Jackie Wilson, Brunswick 55216	7
33	38	38	58	SEA OF HEARTBREAK	Don Gibson, RCA Victor 7890	6
34	11	10	12	DANCE ON LITTLE GIRL	Paul Anka, ABC Paramount 10220	9
35	57	83	—	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	Ral Donner, Gone 5108	3
36	49	66	85	DON'T BET MONEY HONEY	Linda Scott, Canadian-American 127	4
37	51	44	49	I FALL TO PIECES	Patsy Cline, Decca 31205	10
38	54	63	79	I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges, Cadence 1397	6
39	20	15	9	THOSE OLDIES BUT GOODIES	Little Caesar and the Romans, Del Fi 4158	13
40	13	5	5	THE WRITING ON THE WALL	Adam Wade, Coed 550	11

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
41	69	100	—	MICHAEL	Highwaymen, United Artists 258	3
42	41	30	22	HEART AND SOUL	Cletones, Gee 1064	10
43	26	26	28	TONIGHT (COULD BE THE NIGHT)	Velvets, Monument 441	9
44	43	29	29	YOU CAN'T SIT DOWN (Part II)	Phillip Upchurch Combo, Boyd 1026	6
45	50	61	70	NO, NO, NO	Chanters, Deluxe 6191	6
46	46	47	53	YOU'LL ANSWER TO ME	Patti Page, Mercury 71823	5
47	79	88	—	RUNAROUND	Regents, Gee 1071	3
48	42	49	51	SHOULD I	String-A-Longs, Warwick 654	7
49	52	62	63	QUITE A PARTY	Fireballs, Warwick 644	5
50	73	79	—	READY FOR YOUR LOVE	Shep and the Limelites, Hull 742	3
51	56	68	84	A TEAR	Gene McDaniels, Liberty 55344	4
52	—	—	—	SCHOOL IS OUT	Gary (U. S.) Bonds, LeGrand 1009	1
53	62	50	46	BETTER TELL HIM NO	Starlets, Pam 1003	14
54	58	77	92	MY TRUE STORY	Jive Five, Beltone 1006	4
55	67	75	65	THE CHARLESTON	Ernie Fields, Rendezvous 150	6
56	—	—	—	LET THE FOUR WINDS BLOW	Fats Domino, Imperial 5764	1
57	63	67	86	HILLBILLY HEAVEN	Tex Ritter, Capitol 4567	4
58	60	65	66	BOBBY	Neil Scott, Portrait 102	7
59	61	69	83	TIME WAS	Flamingos, End 1092	4
60	87	—	—	WHAT A SWEET THING THAT WAS	Shirelles, Scepter 1220	2
61	65	94	98	ONE SUMMER NIGHT	Diamonds, Mercury 71831	4
62	66	78	95	PRINCESS	Frank Earl, Crusade 1022	4
63	45	53	41	THREE HEARTS IN A TANGLE	Roy Drusky, Decca 31193	16
64	92	92	—	A THING OF THE PAST	Shirelles, Scepter 1220	3
65	68	64	67	THE GIRL'S A DEVIL	Dukays, Nat 4001	11
66	—	—	—	HURT	Timi Yuro, Liberty 55343	1
67	34	36	59	RAININ' IN MY HEART	Slim Harpo, Excello 2194	8
68	72	91	—	MIGHTY GOOD LOVIN'	Miracles, Tamla 54044	3
69	71	73	99	PEANUTS	Rick and the Keens, Smash 1705	4
70	83	—	—	NAG	Halos, Seven Arts 709	2
71	44	34	43	POMP AND CIRCUMSTANCE	Adrian Kimberly, Calliope 6501	5
72	84	—	—	TOO MANY RULES	Connie Francis, MGM 13019	2
73	—	—	—	I'M A TELLING YOU	Jerry Butler, Vee Jay 390	1
74	—	—	—	RIGHT OR WRONG	Wanda Jackson, Capitol 4553	5
75	98	—	—	I DON'T WANT TO TAKE A CHANCE	Mary Wells, Motown 1011	2
76	77	81	90	TENDER YEARS	George Jones, Mercury 71804	4
77	81	87	88	TAKE A FOOL'S ADVICE	Nat King Cole, Capitol 4582	5
78	—	—	—	AS IF I DIDN'T KNOW	Adam Wade, Coed 553	1
79	82	—	—	MY MEMORIES OF YOU	Donnie and the Dreamers, Whale 505	2
80	93	—	—	WATER BOY	Don Shirley Trio, Cadence 1392	2

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks On Chart
81	64	74	91	GRANADA	Frank Sinatra, Reprise 20010	4
82	28	23	24	IT KEEPS RAININ'	Fats Domino, Imperial 5753	11
83	86	97	—	BLACKLAND FARMER	Frankie Miller, Starday 424	3
84	40	25	26	OLE BUTTERMILK SKY	Bill Black's Combo, Hi 2036	8
85	85	90	96	LA DOLCE VITA	Ray Ellis, RCA Victor 7888	4
86	89	99	—	WHAT WOULD YOU DO	Jim Reeves, RCA Victor 7905	3
87	99	—	—	DRIVIN' HOME	Duane Eddy, Jamie 1195	2
88	96	—	—	STARLIGHT, STARBRIGHT	Linda Scott, Canadian-American 127	2
89	95	—	—	IF	Paragons, Tap 101	2
90	—	—	—	I NEVER KNEW	Clyde McPhatter, Mercury 71841	1
91	—	96	100	THE GUNS OF NAVARONE	Joe Reisman, Landa 674	3
92	—	—	—	TEARS ON MY PILLOW	McGuire Sisters, Coral 62276	1
93	94	—	—	BIG RIVER, BIG MAN	Claude King, Columbia 42043	2
94	53	60	77	TE-TA-TE-TA-TA	Ernie K-Doe, Mint 627	5
95	97	—	—	MY CLAIRE DE LUNE	Steve Lawrence, United Artists 335	2
96	100	—	—	NOW YOU KNOW	Little Willie John, King 5516	2
97	—	—	—	I JUST DON'T UNDERSTAND	Ann-Margret, RCA Victor 7894	1
98	—	—	—	MR. HAPPINESS	Johnny Maestro, Coed 552	1
99	—	—	—	HERE IN MY HEART	Al Martino, Capitol 4593	1
100	—	—	—	ALL I HAVE TO DO IS DREAM	Everly Brothers, Cadence 1348	18

BUBBLING UNDER THE HOT 100

- IT'S GONNA WORK OUT FINE... Ike & Tina Turner, Sue 749
- IN TIME... Steve Lawrence, United Artists 335
- STARLIGHT... Preludes Five, Pik 231
- THEME FROM COME SEPTEMBER... Dick Jacobs, Coral 62275
- DEDICATED (TO THE SONGS I LOVE)... Three Friends, Imperial 5763
- THE BELLS ARE RINGING... Van Dykes, Deluxe 6193
- WHEN WE GET MARRIED... Dreamlovers, Heritage 102
- BACK BEAT NO. 1... Rondells, Amy 825
- DON'T FORGET I LOVE YOU... Butanes, Enrica 1007
- RUN, RUN, RUN... Ronny Douglas, Everest 19413
- I'LL NEVER SMILE AGAIN... Platters, Mercury 71847
- A LITTLE BIT OF SOAP... Jarmels, Laurie 3098
- I'M SO HAPPY (TRA LA LA)... Ducans, Goldisc 3024
- ST. LOUIS BLUES... Cousins, Parkway 823
- TEARDROPS IN MY HEART... Joe Barry, Smash 1710
- S. O. S. (I LOVE YOU)... Ronnie Hayden, Camay 1001
- DOES YOUR CHEWING GUM LOSE ITS FLAVOR (ON THE BEDSTO OVER NIGHT)... Lonnie Donegan, Dot 15911
- TENNESSEE WALTZ... Don Robertson, RCA Victor 7909
- SUMMER SOUVENIRS... Karl Hammel Jr., Arliss 1007
- WHO PUT THE BOMP (IN THE BOMP, BOMP, BOMP)... Barry Mann, ABC Paramount ABC 10237

HOT 100—A TO Z

All I Have to Do Is Dream	100	No, No, No	45
As If I Didn't Know	78	Now You Know	96
Better Tell Him No	53	Ole Buttermilk Sky	84
Big River, Big Man	93	One Summer Night	61
Blackland Farmer	83	Peanuts	69
Bobby	58	Please Stay	14
Boll Weevil Song	2	Pomp and Circumstance	71
Charleston, The	55	Pretty Little Angel Eyes	24
Cupid	17	Princess	62
Dance on Little Girl	34	Quarter to Three	3
Don't Bet Money Honey	36	Quite a Party	49
Drivin' Home	87	Raindrops	7
Dum Dum	8	Rainin' in My Heart	67
Every Beat of My Heart	13	Ready for Your Love	50
Fish, The	27	Right or Wrong	74
Girl's a Devil, The	65	Runaround	47
Granada	81	Running Scared	30
Guns of Navarone, The	91	Sacred	20
Hats Off to Larry	6	San Antonio Rose	11
Heart and Soul (Cletones)	42	School Is Out	52
Heart and Soul (Jan and Dean)	25	Sea of Heartbreak	33
Hello Mary Lou	23	Should I	48
Here in My Heart	99	Stand By Me	29
Hillbilly Heaven	57	Starlight, Starbright	88
Hurt	64	Switch-A-Roo, The	26
I Don't Want to Take a Chance	75	Take a Fool's Advice	77
I Fall to Pieces	37	Te-Ta-Te-Ta-Ta	94
I Never Knew	90	Tear, A	51
I Like It Like That	5	Tears on My Pillow	92
I Just Don't Understand	97	Tell Me Why	22
If	89	Tender Years	76
I'll Be There	28	That's What Girls Are Made For	31
I'm A-Telling You	73	Thing of the Past, A	64
I'm Comin' on Back to You	32	Those Oldies But Goodies	39
I'm Gonna Knock on Your Door	38	Three Hearts in a Tangle	63
It Keeps Rainin'	82	Time Was	59
La Dolce Vita	85	Together	9
Last Night	12	Too Many Rules	72
Let the Four Winds Blow	56	Tonight	43
Let's Twist Again	10	Tossin' and Turnin'	1
Michael	41	Travelin' Man	19
Mighty Good Lovin'	68	Water Boy	80
Moody River	16	What a Sweet Thing That Was	60
Mr. Happiness	98	What Would You Do	86
My Claire De Lune	95	Wooden Heart	18
My Kind of Girl	21	Writing on the Wall, The	40
My Memories of You	79	Yellow Bird	44
My True Story	54	You Can't Sit Down (Part II)	44
Nag	70	You Don't Know What You've Got	35
Never on Sunday	15	You'll Answer to Me	46

JOHNNY DOES IT AGAIN!  
*His 5th smash hit in a row*

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“I’VE GOT A LOT  
OF THINGS TO DO”

B/W  
“GIRLS”



JOHNNY BURNETTE



FIRST IN THE FOREGROUND OF SOUND



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

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

150 Best Selling

MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	3	STARS FOR A SUMMER NIGHT. Various Artists, Columbia PM 1	9
2	1	CARNIVAL. Original Cast, MGM E 3946	9
3	6	TV SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1628	9
4	2	CAMELOT. Original Cast, Columbia KOL 5420	27
5	4	EXODUS. Sound Track, RCA Victor LOC 1058	28
6	5	NEVER ON SUNDAY. Sound Track, United Artists UAL 4070	27
7	11	RING-A-DING DING. Frank Sinatra, Reprise R 1001	13
8	15	RICK IS 21. Ricky Nelson, Imperial LP 9152	9
9	12	KNOCKERS UP. Rusty Warren, Jubilee JLP 2029	38
10	8	G. I. BLUES. Elvis Presley, RCA Victor LPM 2356	39
11	7	GREAT MOTION PICTURE THEMES. Various Artists, United Artists UAL 3122	26
12	9	THE SOUND OF MUSIC. Original Cast, Columbia KOL 5450	84
13	13	CALCUTTA. Lawrence Welk, Dot DLP 3359	26
14	10	GENIUS PLUS SOUL EQUALS JAZZ. Ray Charles, Impulse A-2	18
15	20	SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1160	158
16	21	EXODUS TO JAZZ. Eddie Harris, Vee Jay 3016	9
17	16	TONIGHT IN PERSON. Limeliters, RCA Victor LPM 2272	22
18	28	GOIN' PLACES. Kingston Trio, Capitol T 1564	9
19	14	MUSIC FROM EXODUS AND OTHER GREAT THEMES. Mantovani, London LL 3231	32
20	29	ITALIA MIA. Mantovani, London LL 3229	9
21	18	ALL THE WAY. Frank Sinatra, Capitol W 1338	15
22	17	MAKE WAY. Kingston Trio, Capitol T 1474	22
23	30	KINGSTON TRIO. Capitol T 996	140
24	31	EMOTIONS. Brenda Lee, Decca DL 4104	12
25	33	BOBBY DARIN STORY. Atco 131	10
26	19	HERE'S JONATHAN. Jonathan Winters, Verve MGV 15025	9
27	22	WILDCAT. Original Cast, RCA Victor LOC 1060	27
28	25	JOHNNY'S GREATEST HITS. Johnny Mathis, Columbia CL 1133	169
29	42	MORE SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1243	127
30	24	BUTTON-DOWN MIND OF BOB NEUHART. Warner Bros. W 1379	63
31	26	BUTTON-DOWN MIND STRIKES BACK. Bob Neuhart, Warner Bros. W 1393	37
32	23	MOMS MABLEY AT THE U.N. Chess 1452	13
33	27	MY FAIR LADY. Original Cast, Columbia OL 5090	277
34	43	BYE BYE BIRDIE. Original Cast, Columbia KOL 5510	39
35	32	BELAFONTE AT CARNEGIE HALL. Harry Belafonte, RCA Victor LOC 6006	90
36	44	STILL MORE SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1233	101
37	48	SOUTH PACIFIC. Sound Track, RCA Victor LOC 1032	174
38	49	IN LIVING BLACK AND WHITE. Dick Gregory, Colpix CP 417	9
39	34	ORANGE BLOSSOM SPECIAL AND WHEELS. Billy Vaughn, Dot DLP 3366	13
40	51	STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA, VOL. I. Capitol W 1573	9
41	47	PAUL ANKA SINGS HIS BIG 15. ABC Paramount ABC 323	56
42	56	JOHNNY HORTON'S GREATEST HITS. Columbia CL 1596	22
43	54	INSIDE SHELLEY BERMAN. Verve MGV 15003	118
44	39	WONDERLAND BY NIGHT. Bert Kaempfert, Decca DL 4101	30
45	40	ENCORE OF GOLDEN HITS. Platters, Mercury MG 20472	72
46	36	BEST OF THE POPULAR PIANO CONCERTOS. George Greeley, Warner Bros. K 1410	10
47	53	BRENDA LEE. Decca DL 4039	49
48	59	FILM ENCORES, VOL. I. Mantovani, London LL 1700	157
49	37	SINSATIONAL. Rusty Warren, Jubilee JGM 2034	10
50	35	MEMORIES SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1542	37
51	38	I'LL BUY YOU A STAR. Johnny Mathis, Columbia CL 1623	11

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	41	HAPPY TIMES SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1568	20
53	66	OLDIES BUT GOODIES, VOL. 1. Various Artists, Original Sound 5001	95
54	50	MEMORIES ARE MADE OF THIS. Ray Conniff, Columbia CL 1574	24
55	55	BLUE HAWAII. Billy Vaughn, Dot DLP 3165	66
56	68	WARM. Johnny Mathis, Columbia CL 1078	103
57	46	TENDERLOIN. Original Cast, Capitol WAO 1492	29
58	45	SINATRA'S SWINGIN' SESSION. Frank Sinatra, Capitol W 1491	19
59	75	ANOTHER SMASH. The Ventures, Delton B 2006	9
60	81	SOLD OUT. Kingston Trio, Capitol T 1352	66
61	98	SOMETHING FOR EVERYBODY. Elvis Presley, RCA Victor LPM 2370	9
62	99	FLOWER DRUM SONG. Original Cast, Columbia OL 5350	108
63	52	UNSINKABLE MOLLY BROWN. Original Cast, Capitol WAO 1509	31
64	96	GONE WITH THE WIND. Sound Track, Camden CAL 625	9
65	77	NICE 'N' EASY. Frank Sinatra, Capitol W 1417	49
66	57	SATURDAY NIGHT SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1414	49
67	58	DEDICATED TO YOU. Ray Charles, ABC Paramount ABC 355	21
68	60	ANKA AT THE COPA. Paul Anka, ABC Paramount ABC 353	9
69	70	ITALIAN FAVORITES. Connie Francis, MGM E 3791	77
70	85	KING AND I. Sound Track, Capitol W 740	238
71	87	SOUTH PACIFIC. Original Cast, Columbia OL 4180	372
72	95	PARTY SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1331	82
73	101	GYPSY. Original Cast, Columbia OL 5420	86
74	104	BUDDY HOLLY STORY. Coral CRL 57236	29
75	74	HERE WE GO AGAIN. Kingston Trio, Capitol T 1258	84
76	86	MITCH'S GREATEST HITS. Mitch Miller, Columbia CL 1344	21
77	92	CONNIE FRANCIS AT THE COPA. MGM E 3913	11
78	94	BEN-HUR. Sound Track, MGM 181	65
79	61	ROARING 20's. Dorothy Provine, Warner Bros. W 1394	11
80	83	HAWAII. Santo & Johnny, Canadian American CALP 1004	9
81	71	MR. LUCKY GOES LATIN. Henry Mancini, RCA Victor LPM 2360	12
82	64	STUDENT PRINCE. Mario Lanza, RCA Victor LM 1837	34
83	72	FIRESIDE SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1389	60
84	100	HAPPIEST GIRL IN THE WORLD. Original Cast, Columbia KOL 2050	9
85	63	THE ALAMO. Sound Track, Columbia CL 1538	33
86	65	HYMNS. Tennessee Ernie Ford, Capitol T 756	201
87	62	WEST SIDE STORY. Original Cast, Columbia OL 3230	42
88	69	GONE WITH THE WIND. London Sinfonia (Mathieson), Warner Bros. W 1322	9
89	73	PETER GUNN. Henry Mancini, RCA Victor LPM 1956	101
90	76	TEMPTATION. Roger Williams, Kapp KL 1217	29
91	78	BELAFONTE RETURNS TO CARNEGIE HALL. Harry Belafonte, RCA Victor LOC 6007	30
92	79	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY. Mercury OCM 2200	27
93	84	PERSUASIVE PERCUSSION, VOL. II. Terry Snyder and the All Stars, Command RS 808	9
94	82	SAY IT WITH MUSIC. Ray Conniff, Columbia CL 1490	41
95	80	DO RE MI. Original Cast, RCA Victor LOC 2002	20
96	88	OKLAHOMA!. Sound Track, Capitol WAO 395	247
97	67	MACK THE KNIFE—ELLA IN BERLIN. Ella Fitzgerald, Verve MGV 4041	41
98	105	KINGSTON TRIO AT LARGE. Capitol T 1199	108
99	116	DREAMSTREET. Erroll Garner, ABC Paramount ABC 365	9
100	130	PIANO FORTE. Peter Nero, RCA Victor LPM 2354	9
101	131	MORE GREATEST HITS. Connie Francis, MGM 3942	9

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	102	WOODY WOODBURY LOOKS AT LOVE AND LIFE. Stereodiscs MW 1	72
103	107	PORGY AND BESS. Sound Track, Columbia OL 5410	85
104	106	MR. LUCKY. Henry Mancini, RCA Victor LPM 2198	60
105	117	GIGI. Sound Track, MGM E 3641	160
106	89	SONGS TO REMEMBER. Mantovani, London LL 3149	45
107	90	STRING ALONG. Kingston Trio, Capitol T 1407	50
108	91	THE LORD'S PRAYER. Mormon Tabernacle Choir, Columbia ML 5306	67
109	93	BROOK BENTON GOLDEN HITS. Mercury MG 20607	9
110	97	WALK, DON'T RUN. The Ventures, Delton BLP 2003	28
111	126	HEAVENLY. Johnny Mathis, Columbia CL 1351	97
112	113	SENTIMENTAL SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1457	55
113	114	IT'S PONY TIME. Chubby Checker, Parkway P 7003	9
114	115	SAIL ALONG SILV'RY MOON. Billy Vaughn, Dot DLP 3100	40
115	111	FROM THE HUNGRY I. Kingston Trio, Capitol T 1107	128
116	103	BOBBY'S BIGGEST HITS. Bobby Rydell, Cameo C 1009	22
117	123	KICK TRY OWN SELF. Brother Dave Gardner, RCA Victor LPM 2239	48
118	140	JOSE JIMENEZ AT THE HUNGRY I. Bill Dana, Kapp KL 3238	9
119	120	GENIUS HITS THE ROAD. Ray Charles, ABC Paramount ABC 335	42
120	108	CAMELOT. Percy Faith, Columbia CL 1570	9
121	128	MOMS MABLEY ON STAGE. Chess 1447	9
122	135	TOUCH OF YOUR LIPS. Nat King Cole, Capitol W 1574	10
123	109	CAN-CAN. Sound Track, Capitol W 1321	62
124	110	LAUGHING ROOM. Woody Woodbury, Stereodiscs MW 2	55
125	112	BEST MUSIC ON/OFF CAMPUS. Brothers Four, Columbia CL 1578	24
126	118	MUSIC MAN. Original Cast, Capitol WAO 990	178
127	119	TILL. Roger Williams, Kapp KL 1081	22
128	122	12 PLUS 3 EQUALS 15 HITS. Various Artists, End LP 310	22
129	121	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II. Various Artists, RCA Victor LM 6088	39
130	124	TWIST. Chubby Checker, Parkway P 7001	38
131	132	MOST POPULAR GUITAR. Chet Atkins, RCA Victor LPM 2346	9
132	127	LATIN A LA LEE. Peggy Lee, Capitol T 1290	44
133	125	COME DANCE WITH ME. Frank Sinatra, Capitol W 1049	114
134	139	JOHNNY'S MOODS. Johnny Mathis, Columbia CL 1526	31
135	129	CHEAT ATKINS' WORKSHOP. RCA Victor LPM 2232	15
136	147	CONNIE'S GREATEST HITS. Connie Francis, MGM E 3793	51
137	148	MOODY RIVER. Pat Boone, Dot DLP 3384	9
138	138	BEEHIVEN: WELLINGTON VICTORY. London Symphony Orchestra (Dorati), Mercury LP 9000	9
139	149	GIRLS, GIRLS, GIRLS. Duane Eddy, Jamie 3019	9
140	134	SOUL OF SPAIN, VOL. I. 101 Strings, Somerset P 6600	25
141	136	NO ONE CARES. Frank Sinatra, Capitol W 1221	55
142	137	FOLK SONG SING ALONG WITH MITCH. Mitch Miller, Columbia CL 1316	63
143	141	FIORIELLO. Original Cast, Capitol WAO 1321	51
144	142	AL HIRT, GREATEST HORN IN THE WORLD. RCA Victor LPM 2366	11
145	143	TIME OUT. Dave Brubeck, Columbia CL 1397	30
146	144	PETE FOUNTAIN'S NEW ORLEANS. Coral CRL 57282	28
147	145	EDGE OF SHELLEY BERMAN. Verve MGV 15013	52
148	—	YELLOW BIRD (PERCUSSION SPECTACULAR). Arthur Lyman, Life LP 1004	9
149	—	MANNA OVERBOARD. Charlie Manna, Decca DL 4159	9
150	133	IRMA LA DOUCE. Original Cast, Columbia OL 5560	33

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	STARS FOR A SUMMER NIGHT. Various Artists, Columbia PMS 1	9
2	3	EXODUS. Sound Track, RCA Victor LSO 1058	28
3	2	CALCUTTA. Lawrence Welk, Dot DLP 3359	26
4	5	GREAT MOTION PICTURE THEMES. Various Artists, United Artists UAS 6122	27
5	7	CAMELOT. Original Cast, Columbia KOS 2031	27
6	4	THE SOUND OF MUSIC. Original Cast, Columbia KOS 2020	72
7	8	TV SING ALONG WITH MITCH. Mitch Miller, Columbia CS 8428	9
8	6	MUSIC FROM EXODUS AND OTHER GREAT THEMES. Mantovani, London PS 224	33
9	13	ITALIA MIA. Mantovani, London PS 222	9
10	16	NEVER ON SUNDAY. Sound Track, United Artists UAS 5070	10
11	11	CARNIVAL. Original Cast, MGM SE 3946	9
12	10	RING-A-DING DING. Frank Sinatra, Reprise R9-1001	9
13	17	SOUTH PACIFIC. Sound Track, RCA Victor LSO 1032	109
14	12	ALL THE WAY. Frank Sinatra, Capitol SW 1338	15
15	22	ORANGE BLOSSOM SPECIAL & WHEELS. Billy Vaughn, Dot DLP 25366	13
16	18	HAPPY TIMES SING ALONG WITH MITCH. Mitch Miller, Columbia CS 8368	20
17	30	GOIN' PLACES. Kingston Trio, Capitol ST 1404	9
18	23	SING ALONG WITH MITCH. Mitch Miller, Columbia CS 8004	59
19	15	MY FAIR LADY. Original Cast, Columbia OS 2015	109
20	9	PROVOCATIVE PERCUSSION, VOL. I. Enoch Light and the Light Brigade, Command RS 806 SD	79
21	21	BELAFONTE AT CARNEGIE HALL. Harry Belafonte, RCA Victor LSO 6006	87
22	20	BEETHOVEN: WELLINGTON VICTORY. London Symphony Orchestra (Dorati), Mercury LP 9000	11
23	14	MAKE WAY. Kingston Trio, Capitol ST 1474	22
24	24	BEN-HUR. Sound Track, MGM 1381	61
25	19	PERSUASIVE PERCUSSION, VOL. III. Command All Stars, Command RS 817 SD	14
26	35	WILDCAT. Original Cast, RCA Victor LSO 1060	25
27	43	GENIUS PLUS SOUL EQUALS JAZZ. Ray Charles, Impulse AS-2	9
28	31	PERSUASIVE PERCUSSION, VOL. I. Terry Snyder and the All Stars, Command RS 800 SD	71
29	33	OKLAHOMA!. Sound Track, Capitol SWAO 595	91
30	27	WEST SIDE STORY. Original Cast, Columbia OS 2001	9
31	—	YELLOW BIRD (PERCUSSION SPECTACULAR). Arthur Lyman, Life SLP 1004	9
32	41	TONIGHT IN PERSON. Limeliters, RCA Victor LSP 2272	21
33	46	BYE BYE BIRDIE. Original Cast, Columbia KOS 2025	11
34	36	G. I. BLUES. Elvis Presley, RCA Victor LSP 2256	36
35	45	DREAMSTREET. Erroll Garner, ABC Paramount ABC 365	9
36	37	MR. LUCKY GOES LATIN. Henry Mancini, RCA Victor LSP 2360	10
37	—	SOMETHING FOR EVERYBODY. Elvis Presley, RCA Victor LSP 2370	9
38	47	UNSINKABLE MOLLY BROWN. Original Cast, Capitol SWAO 1509	28
39	40	SAY IT WITH MUSIC. Ray Conniff, Columbia CS 8282	37
40	49	EXODUS TO JAZZ. Eddie Harris, Vee Jay 3016	9
41	25	PERSUASIVE PERCUSSION, VOL. II. Terry Snyder and the All Stars, Command RS 808 SD	49
42	26	BLUE HAWAII. Billy Vaughn, Dot DLP 25165	84
43	34	PROVOCATIVE PERCUSSION, VOL. II. Enoch Light and the Light Brigade, Command RS 810 SD	45
44	29	PARTY SING ALONG WITH MITCH. Mitch Miller, Columbia CS 8138	59
45	44	RICK IS 21. Ricky Nelson, Imperial 12071	9
46	42	BONGOS. Los Admiradores, Command RS 809 SD	38
47	39	NICE 'N' EASY. Frank Sinatra, Capitol SW 1417	48
48	28	WONDERLAND BY NIGHT. Bert Kaempfert, Decca DL 7-4101	28
49	32	BEST OF THE POPULAR PIANO CONCERTOS. George Greeley, Warner Bros. XS 1410	9
50	50	GONE WITH THE WIND. London Sinfonia (Mathieson), Warner Bros. WS 1322	9



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**EASY LISTENING**

From this week's Hot 100

Easy Listening	This Week	Last Week	Title, Artist, Label	Wks on Chart
1	1		BOLL WEEVIL SONG Brook Benton, Mercury 71820	11
2	2		YELLOW BIRD Arthur Lyman, Hi Fi 5024	9
3	6		TOGETHER Connie Francis, MGM 13019	5
4	3		SAN ANTONIO ROSE Floyd Cramer, RCA Victor 7893	8
5	7		NEVER ON SUNDAY Chordette, Cadence 1402	6
6	4		MOODY RIVER Pat Boone, Dot 14209	13
7	9		WOODEN HEART (MUSS I DENN) Joe Dowell, Smash 1708	5
8	8		MY KIND OF GIRL Matt Monro, Warwick 636	9
9	12		DON'T BET MONEY MONEY Linda Scott, Canadian-American 127	4
10	5		THE WRITING ON THE WALL Adam Wade, Coed 350	11
11	11		YOU'LL ANSWER TO ME Patti Page, Mercury 71823	5
12	10		SHOULD I String-A-Longs, Warwick 654	7
13			HURT Timi Yuro, Liberty 85343	1
14	17		TAKE A FOOL'S ADVICE Nat King Cole, Capitol 4582	5
15			AS IF I DIDN'T KNOW Adam Wade, Coed 353	1
16	19		WATER BOY Don Shirley Trio, Cadence 1392	2
17	15		GRANADA Frank Sinatra, Reprise 20010	4
18	18		LA DOLCE VITA Ray Ellis, RCA Victor 7888	4
19			THE GUNS OF NAVARONE Joe Reisman, Lando 674	3
20			TEARS ON MY PILLOW McGuire Sisters, Coral 62274	1

**HOT C & W SIDES**

By special survey for week ending 7/30

This Week	Last Week	Title, Artist, Label	Wks on Chart
1	1	HEARTBREAK U. S. A. Kitty Wells, Decca 31246	9
2	2	I FALL TO PIECES Patsy Cline, Decca 31250	17
3	5	SWEET LIPS Webb Pierce, Decca 31249	8
4	6	TENDER YEARS George Jones, Mercury 71804	6
5	3	THREE HEARTS IN A TANGLE Roy Drusky, Decca 31193	20
6	4	HELLO WALLS Faron Young, Capitol 4533	19
7	10	WHEN TWO WORLDS COLLIDE Roger Miller, RCA Victor 7878	8
8	7	LOOSE TALK Buck Owens & Rose Maddox, Capitol 4550	10
9	12	BEGGAR TO A KING Hank Snow, RCA Victor 7849	11
10	9	SAN ANTONIO ROSE Floyd Cramer, RCA Victor 7893	6
11	8	OKLAHOMA HILLS Hank Thompson, Capitol 4536	9
12	13	SEA OF HEARTBREAK Don Gibson, RCA Victor 7890	6
13	16	MY EARS SHOULD BURN Claude Gray, Mercury 71826	5
14	11	HILLBILLY HEAVEN Tex Ritter, Capitol 4567	6
15	15	HEART OVER MIND Ray Price, Columbia 41947	19
16	19	BIG RIVER, BIG MAN Claude King, Columbia 42043	4
17	18	MENTAL CRUELTY Buck Owens & Rose Maddox, Capitol 4550	11
18	21	WRECK ON THE HIGHWAY Wilma Lee & Stony Cooper, Hickory 1147	7
19	24	THREE STEPS TO A PHONE George Hamilton IV, RCA Victor 7881	6
20	28	BLACKLAND FARMER Frankie Miller, Starday 424	2
21	27	MOM & DAD'S WALTZ Patti Page, Mercury 71823	2
22	17	DON'T LET YOUR SWEET LOVE DIE Don Reno & Red Smiley, King 5469	9
23	14	FOOLIN' AROUND Buck Owens, Capitol 4496	26
24	23	KISSES NEVER LIE Carl Smith, Columbia 43042	3
25	26	TOO MANY TIMES Don Winters, Decca 31253	4
26		LITTLE MISS BELONG TO NO ONE Margie Bowes, Mercury 71845	1
27	29	SHAKE HANDS WITH A LOSER Don Winters, Decca 31253	2
28	22	THERE MUST BE A BETTER WAY TO LIVE Kitty Wells, Decca 31246	5
29	20	THOUGHTS OF A FOOL Ernest Tubb, Decca 31241	8
30	30	WHAT WOULD YOU DO Jim Reeves, RCA Victor 7905	2

**TEEN BEAT**

From this week's Hot 100

Teen Beat	This Week	Last Week	Title, Artist, Label	Wks on Chart
1	1		TOSSIN' AND TURNIN' Bobby Lewis, Belltone 1002	14
2	2		QUARTER TO THREE Gary (U. S.) Bonds, LeGrand 1008	10
3	6		I LIKE IT LIKE THAT Chris Kenner, Instant 3229	9
4	4		HATS OFF TO LARRY Del Shannon, Big Top 3078	8
5	3		RAINDROPS Don Clark, Vee Jay 383	13
6	7		DUM DUM Brenda Lee, Decca 31272	6
7	9		LET'S TWIST AGAIN Chubby Checker, Parkway 824	6
8			LAST NIGHT Mar-Keys, Satellite 107	4
9	5		EVERY BEAT OF MY HEART Pips, Vee Jay 386	11
10	10		PLEASE STAY Drifters, Atlantic 2105	8
11	19		CUPID Sam Cooke, RCA Victor 7883	8
12	11		TRAVELIN' MAN Ricky Nelson, Imperial 5741	14
13			SACRED Castells, Era 2048	9
14	12		TELL ME WHY Belmonts, Sabrina 500	10
15	17		HELLO MARY LOU Ricky Nelson, Imperial 5741	13
16			PRETTY LITTLE ANGEL EYES Curtis Lee, Dunes 2007	4
17			HEART AND SOUL Jan and Dean, Challenge 9111	5
18			THE SWITCH-A-ROO Hank Ballard & the Midnighters, King 5510	5
19			THE FISH Bobby Rydell, Cameo 192	4
20			I'LL BE THERE Dorinda Jo, Mercury 71840	4

**HOT R & B SIDES**

By special survey for week ending 7/30

This Week	Last Week	Title, Artist, Label	Wks on Chart
1	1	TOSSIN' AND TURNIN' Bobby Lewis, Belltone 1002	9
2	2	BOLL WEEVIL SONG Brook Benton, Mercury 71820	9
3	6	I LIKE IT LIKE THAT Chris Kenner, Instant 3229	8
4	5	EVERY BEAT OF MY HEART Pips, Vee Jay 386	9
5	4	I DON'T MIND James Brown, King 5466	9
6	3	QUARTER TO THREE Gary (U. S.) Bonds, LeGrand 1008	9
7	8	PEACE OF MIND S. B. King, Kent 360	6
8	14	THAT'S WHAT GIRLS ARE MADE FOR Spinners, Tri-Phi 1001	6
9	16	NO, NO, NO Chanters, DeLuxe 6191	6
10	15	I'VE GOT NEWS FOR YOU Ray Charles, Impulse 202	5
11	7	RAINDROPS Don Clark, Vee Jay 383	10
12		IT'S GONNA WORK OUT FINE Ike & Tina Turner, Sue 749	1
13	10	STAND BY ME Ben E. King, Atco 6194	11
14		THE SWITCH-A-ROO Hank Ballard & the Midnighters, King 5510	1
15	12	LONESOME WHISTLE BLUES Freddy King, Federal 12415	9
16	25	LAST NIGHT Mar-Keys, Satellite 107	3
17	20	RAININ' IN MY HEART Slim Harpo, Excels 3194	6
18	11	I'M COMIN' ON BACK TO YOU Jackie Wilson, Brunswick 58216	5
19		DON'T CRY NO MORE Bobby (Blue) Bland, Duke 340	1
20	9	DRIVING WHEEL Little Junior Parker, Duke 335	11
21	22	MY TRUE STORY Jive Five, Belltone 1006	5
22	13	PLEASE STAY Drifters, Atlantic 2105	5
23	26	I'LL BE THERE Dorinda Jo, Mercury 71840	2
24	17	THE FLOAT Hank Ballard & the Midnighters, King 5510	5
25	27	I NEVER KNEW Clyde McPhatter, Mercury 71841	2
26		I DON'T WANT TO TAKE A CHANCE Mary Wells, Motown 1011	1
27	23	CUPID Sam Cooke, RCA Victor 7883	6
28		MIGHTY GOOD LOVIN' Miracles, Tamla 54044	1
29	18	IT KEEPS RAININ' Fats Domino, Imperial 5753	5
30	24	TE-TA-TE-TA Ernie K-Doe, Minit 627	4



# 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

<b>AMI</b>	
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	\$ 95
1438 (120), 1954	175
1442 (50), 1955	185
1446 (120), 1955	215
1448 (120), 1956	310
1450 (120), 1957	325
1452 (50), 1956	275
1454 (120), 1957	350
1455D (200), 1957	385
1455S (200), 1957	385
1458 (120), 1958	475
1462 (50), 1958	350
1465 (200), 1958	515
1468 (120), 1959	600
1468 Stereo (120), 1959	635
1475 (200), 1959	655
1475 Stereo (200), 1959	680

## SEEBURG

M100B (100), 1950	\$200
M100C (100), 1952	240
100W (100), 1953	325
HF100G (100), 1953	335
HF100R (100), 1954	400
Y200 (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	\$ 50
1400 (48), 1951	70
1500 (104), 1952	85
1500A (104), 1953	110
1600A (48), 1954	130
1700 (104), 1954	215
1800 (104), 1955	285
1900 (104), 1956	355
2000 (200), 1956	360
2100 (200), 1957	425
2150 (200), 1957	430
2250 (200), 1958	530
2204 (104), 1958	575
2200 (200), 1958	580
2300-5 (200), 1959	740
2300 (200), 1959	670
2304 (104), 1959	645
2304-5 (104), 1959	660
2310 (100), 1959	670

## BOWLERS & SHUFFLES

### BALLY

ABC Bowler 7-55	\$170
ABC Bowling Lanes 12-56	140
ABC Champion 9-57	285
ABC Super-Deluxe Bowler 9-57	225
ABC Tournament 6-57	235
All-Star Bowler 12-57	75
All-Star Deluxe 2-58	95
Bally Shuffle 1-59	35
Challenger 9-59	700
Club Bowler 2-59	385
Congress Bowler 7-55	175
Deluxe Club Bowler 3-59	410
Jumbo Bowler 9-55	225
King-Pin Bowler 9-55	225

Lucky Alley 8-58	395
Lucky Shuffle 9-58	310
Monarch 11-59	425
Offical Jumbo 3-60	535
Pan American 6-59	575
Speed Bowler 11-58	285
Star Shuffle 9-58	310
Strike-Bowler 11-57	110
Super Bowler 1-58	100
Trophy 4-58	310

## CHICAGO COIN

All Star Team Bowler 11-55	\$ 90
Blinhar 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
Cross Cross Target 1-55	60
Double Feature 12-58	380
Hollywood 4-55	155
King Bowler 3-59	695
Lucky Strika 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
Skeo Roll 1-57	95
Star Rocket 5-59	250
Tournament Ski Bowl 12-56	130
Triple Strika 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
Letta 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

Aca High 2-57	\$ 75
Add-A-Line 7-55	50
Annabelle 8-59	230
2 Around the World 7-59	300
2 Atlas 5-59	290
Auto Race 9-56	65
2 Brito Star 4-58	195
Classy Bowler 7-56	65
4 Contest 10-58	285
2 Continental Cave 7-57	160
Cross Cross 3-58	60
Dancing Dolls 6-60	290
Derby Day 5-56	60
2 Double Action 1-59	245
Easy Aces 12-55	50
2 Fair Lady 11-56	110
4 Falstaff 11-57	230
2 Flag-Ship 1-57	130
Frontiersman 11-55	60
2 Gladiator 1-56	90
2 Gondolier 8-58	220
Harbor Lites 3-56	60
Hi Diver 4-59	195
2 Light-A-Card 3-60	325
Lightning Ball 12-59	240
2 Mademoiselle 11-59	325
4 Majestic 4-57	\$235
2 Marathon	90
2 Picnic 6-58	205
Queen of Diamonds 6-59	220
Rainbow 12-58	75
2 Race Time 3-59	260
4 Register 10-56	100
Rocket Ship 5-58	160
Roto Pool 7-58	155
Royal Flush 5-57	95
4 Score-Board 4-56	75
2 Seven Seas 1-60	290
2 Sea Belles 9-56	95
Silver 10-57	145
Sittin' Pretty 11-58	190
Straight Flush 12-57	155
Straight Shooter 2-59	195
Sunshine 9-58	185
2 Super Circus 9-57	185
4 Sweet Sioux 9-59	360
Texan 5-60	420
2 Torador 6-56	95
2 Tournament 8-55	90
Twin Bill 1-55	50
Universe 10-59	230
Wagon Train 4-60	285
2 Whirlwind 2-58	200
Wishing Well 9-55	60
World Beauties 2-60	245
World Champ 8-57	90

## 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
Can Ball 4-57	50
2 Fiesta 12-59	285
4-Star 7-58	110
4 Fun House 10-56	55
4 Gay Parade 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

Aqua Duck (Cons) 2-55	\$145
Auto Photo Model 9	795
Auto Photo Model 11	1,595
Auto Test (with sound) (Cap) 9-56	395

Auto Test (without sound) (Cap) 9-56	295
Ball Park (Bally) 4-60	395
Bally Derby (Bally) 2-60	310
Bally Targets (Bally) 10-59	225
Bang-O-Rama (Muto) 4-57	45
Batter Up (CC) 4-58	160
Battling Practice (Bally) 8-59	225
Bazooka Gun (Mid) 6-60	245
Big Inning (Bally) 5-58	170
Big League Baseball (CC) 5-55	100
Bike Race (Munv) 5-58	395
Bing-O-Rano (Sci) 3-55	325
Bull's-Eye (Bally) 3-55	200
Burp Gun (Dale) 5-57	275
Champion Baseball (Genc) 7-55	75
Circus Rifle Gallery (Genc) 3-57	210
Crane (Wms.) 3-56	100
Cross Cross Hockey (CC) 9-58	170
Crossfire (Wms.) 3-57	200
Davy Crockett (Genc) 10-56	210
Deluxe Crusader (Wms.) 5-59	285
Deluxe Ranger (Koen) 3-55	150
Deluxe Skill Parade (Bally) 1-59	135
Deluxe Vanguard (Wms.) 10-58	260
Derby Roll (Un) 5-55	60
5th Inning (Un) 6-55	100
Golf Champ (Bally) 8-58	95
Gun Club (Genc) 1-58	275
Gunsnake (Bally) 4-59	170
Heavy Hitter (Bally) 3-59	200
Hercules (Wms.) 3-59	270
Hi-Fly (Genc) 4-56	50
Horoscope Fortune Teller (Genc) 9-57	110
Jot Pilot (CC) 5-59	190
Joker Ball (Mid) 10-59	200
Jumbo Ten Pins (Wms.) 3-58	95
Jumbo Ten Strike (Wms.) 3-58	95
Jr. Auto Test (Cap) 12-58	125
Kayo Hockey (Kayo) 5-58	125
King of Swat (Wms) 5-55	105
Kiss-O-Meter (Exhib) 12-56	125
League Leader (Koen) 4-58	45
Magic Mirror Horoscope (A-B) 2-60	225
Model 500 Shooting Gallery (Exhib) 3-55	125
Monkey Climb (IEC) 3-55	175
Moon-Raider (Bally) 7-59	250
Motorama (Genc) 10-57	160
1957 Baseball (Wms.) 4-57	175
Official Baseball (Wms.) 4-60	335
Pan-O-Rama 800 (Cap) 12-56	195
Peep Barrels (Exhib) 12-56	75
Pepay the Clown (Wms) 12-56	160
Photo Machine (Muto) 12-59	395
Pinch Hitter (Wms) 3-59	270
Pirate Gun (Un) 10-56	210
Playland Rifle Gallery (CC) 8-59	375
Polar Hunt (Un) 4-55	150
Pony Express (CC) 4-60	425
Quarterback (Genc) 9-55	50
Red Ball (Mid) 5-59	175
Rifle Gallery (Genc) 9-55	125
Rock 'n' Roll (Muto) 5-58	45
Safari (Wms.) 1-55	145
St. Christopher (Muto) 12-58	195
Satellite Tracker (B-L) 12-57	295
Shortstop (Wms) 4-58	185
Sidewalk Engineer (Wms) 4-55	95
Sill-Score (Bally) 6-60	75
Sky Raider (Un) 10-58	210
Sky Rocket (Genc) 5-55	50
Softball League (Exhib) 12-57	295
Space Age (Genc) 3-58	170
Space Gunner (Bally) 5-58	125
Spook Gun (Bally) 9-58	195
Squirts Water Polo (Aqua) 5-57	295
Star Slugger (Un) 4-56	150
State Fair (Genc) 7-56	175
Steam Shovel (CC) 5-56	90
Super Big Top (Genc) 12-55	175
Super Slugger (Un) 7-55	95
Swami (Muto) 4-55	350
10 Commandments (Muto) 12-57	195
Ten Pins (Wms) 12-57	95
Ten Strike (Wms) 12-57	95
Test Pilot (Cap) 12-57	195
Titan (Wms) 8-59	310
Treasure Cove (Exhib) 7-55	175

# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

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

### NEW YORK

- I'M SO HAPPY (TRA LA LA)  
Ducanes, Goldisc
- IN TIME  
Steve Lawrence, United Artists

### CHICAGO

- JIMMY LOVE  
Cathy Carroll, Triodex

### PHILADELPHIA

- I'M SO HAPPY (TRA LA LA)  
Ducanes, Goldisc
- IF  
Paragons, Tap
- IT'S GONNA WORK OUT FINE  
Ike and Tina Turner, Sue
- I NEVER KNEW  
Clyde McPhatter, Mercury

### DETROIT

- DOES YOUR CHEWING GUM LOSE ITS FLAVOR (ON THE BEDPOST OVER NIGHT)  
Lonnie Donegan, Dot

### BOSTON

- IF  
Paragons, Tap

### PITTSBURGH

- MY CLAIRE DE LUNE  
Steve Lawrence, United Artists
- HERE IN MY HEART  
Al Martino, Capitol

### ST. LOUIS

- MY CLAIRE DE LUNE  
Steve Lawrence, United Artists

### CLEVELAND

- SHOULD I WAIT  
Johnny Mathis, Columbia
- ST. LOUIS BLUES  
Cousins, Parkway

### BALTIMORE-WASHINGTON

- IT'S GONNA WORK OUT FINE  
Ike and Tina Turner, Sue
- STARLIGHT  
Preludes Five, Pik
- A LITTLE BIT OF SOAP  
Jarmels, Laurie

### NEW ORLEANS

- I'M ON MY WAY  
Al Hirt, RCA Victor
- BAND OF GOLD  
Roomates, Valmor

### NEWARK

- GUESS WHO  
Gladys Knight and the Pips, Fury

### MIAMI

- I NEVER KNEW  
Clyde McPhatter, Mercury
- I JUST DON'T UNDERSTAND  
Ann-Margaret, RCA Victor

### MINNEAPOLIS-ST. PAUL

- I'M ON MY WAY  
Al Hirt, RCA Victor

## BEST BUYS IN RECORDS

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

### POP

- YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It) RAL  
DONNER.....(Sequence, ASCAP) Gone 5108
- DON'T BET MONEY HONEY, LINDA SCOTT.....  
(Figure, BMI) Canadian-American 127
- \*I'M GONNA KNOCK ON YOUR DOOR, EDDIE HODGES.....  
(Sigma, ASCAP) Cadence 1397
- MICHAEL, THE HIGHWAYMEN ..... (United Artists, ASCAP) United Artists 258

### C&W

- \*BLACKLAND FARMER, FRANKIE MILLER ..... (Peer Int'l, BMI) Starday 424
- MOM AND DAD'S WALTZ, PATTI PAGE..... (Hill & Range, BMI) Mercury 71823

### R&B

- IT'S GONNA WORK OUT FINE, IKE AND TINA TURNER.....  
(Sona & Copa, ASCAP) Sue 749
- \*THE SWITCH-A-ROO, HANK BALLARD AND THE MIDNIGHTERS....  
(Ma-Lo, BMI) King 5510

the pick of the new releases:

## SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### JOHNNY TILLOTSON



WITHOUT YOU (Ridge, BMI) (2:06)—Here is Tillotson's first waxing since his last hit single, and it should step out rapidly. The warbler handles the big ballad with feeling and heart over multi-stringed ork support. Flip is "Cutie Pie" (Ridge, BMI) (2:13). Cadence 1404

#### MARK DINNING



LONELY ISLAND (Acuff-Rose, BMI) (2:17) — Dinning hasn't had a hit for some time, but this one could put him back on the charts. A moving theme, penned by Boudleaux Bryant, is wrapped up in a plaintive multi-track styled reading. Flip is "Turn Me On" (Acuff-Rose, BMI) (2:17). MGM 13024

#### FREDDIE KING



SEE SEE BABY (Sonlo, BMI) (2:14)—King provides a showmanly warbling job on a feelingful, up-tempo blues, based on the traditional "C. C. Rider." Should move out in pop and r.&b. fields. Flip is "San-Ho-Zay" (Sonlo, BMI) (2:40). Federal 12428

#### MALCOLM DODDS



LAUGH MY HEART (Roosevelt, BMI) (2:20)—Dodds turns in a sock vocal performance on a strong piece of material with standout lyrics. Watch it. Flip is "Without a Song" (Miller, ASCAP) (2:12). MGM 13025

#### JACKIE LEE



ISLE OF CAPRI BOOGIE (Chappell, ASCAP) (2:06)—A rough, swinging r.&r. version of the standard in the boogie woogie groove shows off Jackie's talents at the organ. Combo adds strong support on the side. Flip is "Bongo Shuffle Boogie" (Aqua, ASCAP) (2:13). Sure 71849

#### THE SUMMITS



GO BACK WHERE YOU CAME FROM (Clarose, BMI) (2:08)—The boys sing this one in a wild rocking groove. Dealer Irving Rose has another strong item in this swinger which, besides a powerful vocal effort, also spots sock rhythm support. Flip is "Times Square Stomp" (Clarose, BMI) (2:08). Times Square 422

#### JOHNNY MADARA



VACATION TIME (Murad, BMI) (2:10)—This side features some hard blowing sounds which team instrumental performance with an exuberant vocal chorus all in front of a driving beat in the current groove. On the other side is "A Story Untold" (Rush, BMI) (2:26). Bamboo 511

#### HAROLD JACKSON



THE FREEDOM RIDERS (Dimples, BMI) (2:24)—Here is a wild, driving and exciting instrumental, with an added fillip by the pungent comments in favor of the freedom riders. Interest, topical wax for many markets. Flip is "Travelin'" (Dimples, BMI) (2:20). Edsel 787

#### THE CLEFTONES



DEED I DO (Laurel, ASCAP) (2:10)—FOR SENTIMENTAL REASONS (Duchess, BMI) (2:33)—The group has had a powerful revival with their dishing of "Heart and Soul," and either of these two new updatings of oldies could click in the same manner. Both are done with style and a sound. Watch them. Gee 1067

#### BEN E. KING



SOUVENIR OF MEXICO (Progressive-Trio, BMI) (2:10)—AMORE (Peer, BMI) (2:51)—King has had an unbroken string lately and this pairing can keep him right up there. Top side is an interesting rancho-styled effort sung with much emotion, while the flip is a fine revival of the oldie. Both get virtuoso performances, and both can go. Atco 6203

#### THE COASTERS



GIRLS GIRLS GIRLS (Parts 1 and 2) Progressive-Trio, BMI) (2:07 and 1:51)—The boys have their sharpest effort in quite a spell. Cute material, written by Lieber and Stoller, is done in straight shuffle tempo on Side 1, with a double time, rocking beat spotlighted on the flip. Side 2 could have an edge but both are strong. Atco 6204

#### KENNY CHANDLER



THE MAGIC RING (Trio, BMI) (2:31)—DRUMS (Trio, BMI) (2:18)—A strong new artist bows with a pair of solidly salable sides. First up is a good ballad sold over strong ork and chorus backing. Flip is a stirring, martial-styled effort that moves equally well. Either way here. United Artists 342

(Continued on page 35)

# BILLBOARD MUSIC WEEK

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The pick of the new releases:

# SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 33

## Country & Western

### BUCK OWENS



**UNDER THE INFLUENCE OF LOVE** (Central, BMI) (2:17)—**BAD BAD DREAM** (Bluebook, BMI) (2:22)—Two potent performances by Buck Owens that should be chartmakers. Both sides are weepers with the top side a bit stronger. Owens sells them both with feeling.

Capitol 4602

### BOBBY HELMS



**HOW CAN YOU DIVIDE A LITTLE CHILD?** (Sure-Fire, BMI) (2:07)—Bobby Helms returns to the country field with a heart-tugging performance of a weeper about divorce. Touching wax. Flip is "My Greatest Weakness" (Be-Are, BMI) (2:19).

Decca 31287

# 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

### HENRY JEROME ORK

★★★★ **THEME FROM BRAZEN BRASS** (Northern, ASCAP) (2:05)

★★★ **SLEEPY TIME GIRL** (Feist, ASCAP) (2:38) Decca 25523

## Pop Talent

### EDDIE ROBERTS

★★★★ **IMMACULATE LOVE** (Clifton, BMI) (2:13)

★★★★ **I'M NOT WORTHY OF YOU** (Drexall, BMI) (2:33) Time 1041

### THE CROSS KEYS

★★★★ **PINOCCHIO** (Studio, BMI) (2:12)

★★★ **SAILING AWAY** (Studio, BMI) (1:46) Dot 16239

★★★★  
**STRONG SALES POTENTIAL**

## POPULAR

### CHUCK REED

★★★★ **That Lucky Old Sun**—JAMIE 1194—Expressive country-flavored vocal treatment of the attractive oldie, with effective backing. Good performance could help this one. (Robbins, ASCAP) (2:38)

★★★★ **So Long**—Fervid, gospel-flavored reading by Reed on jaunty up-tempo ditty. Watch both sides. (Chy-Fin, BMI) (2:14)

### GERRY GRANAHAN

★★★★ **Too Big for Her Bikini**—CAPRICE 108—Here's a story about a lass who's too large for her bikini and the chanter sells it with sparkle over bright support from a femme group. It has a chance to happen. (Roncom, ASCAP) (2:05)

★★★★ **Dance Girl Dance**—Granahan return to wax with a spirited reading of a snappy rocker about a dancing lassie. A good side. (Lion, BMI) (2:21)

### THE GO-CARTS

★★★★ **Blue Moon of Kentucky**—HOPE 1003—Swinging, rocking instrumental treatment of "My Old Kentucky Home" with toe-tapping tempo set by sax, guitar and organ solo work. (Peer, BMI) (2:08)

★★★★ **Rockin' Lizzy**—Another catchy instrumental rocker with a solid beat, but flip is stronger side. (Hillsboro, BMI) (2:23)

### EDDIE ROBERTS

★★★★ **Immaculate Love**—TIME 1041—Feelingful vocal interpretation of unusual tune with off-beat lyric and good ork backing. (Clifton, BMI) (2:13)

★★★★ **I'm Not Worthy of You**—Poignant vocal stint by Roberts on moving ballad with haunting backing. (Drexall, BMI) (2:33)

### DORE ALPERT

★★★★ **Dreamland**—RCA VICTOR 7918—Fine piece of material receives a strong performance from the chanter over a big

arrangement by ork and chorus. A side that is worth attention. (Ultra, BMI) (2:19)

★★★★ **Gonna Get a Girl**—The fine oldie is handled in light, bright fashion by the singer, while the ork supports him simply and neatly. A side with a chance. (Miller, ASCAP) (1:58)

### LOUIS PRIMA AND KEELY SMITH

★★★★ **Because of You**—DOT 16249—The old hit receives a raucous and rousing reading from the duo over wild Latinish backing by the ork. May get some spins. (Gower, BMI) (2:09)

★★★★ **Absent-Minded Lover**—Pleasant novelty is sold with spirit by the duo, while the ork backs along in happy fashion. Good side. (Planetary, ASCAP) (2:50)

### FABIAN

★★★★ **Dream Factory**—Clever novelty-rocker is sung with verve by Fabian and femme chorus. (January, ASCAP) (2:28)

★★★★ **A Girl Like You**—Pleasant tune, based on traditional melody, is wrapped in attractive vocal by Fabian. (Debmar, ASCAP) (2:07)

### RUSSELL FAITH ORK AND CHORUS

★★★★ **Theme From Francis of Assisi**—CHANCELLOR 1083—Dramatic theme from forthcoming big movie is handled moving, reverent ork treatment by Faith. Fine jockey side. (Robbins, ASCAP) (2:35)

★★★★ **Mira (Can You Imagine That?)**—Poetic theme from Broadway hit "Carnival" is accorded tender instrumental interpretation. Another good deejay side. (Robbins, ASCAP) (2:28)

### CARL SPENCER

★★★★ **Thi My Ship Comes In**—SOUTHSIDE 1001—Showmanly reading by Spencer on attractive ditty with jaunty r.&.flavored tempo. Merits spins. (Southside, BMI) (2:08)

★★★★ **I Recommend Love**—Bouncy rhythm-novelty is wrapped up in amusing

multi-track vocal stint. New label is off to a good start. (Wing Ding, BMI) (2:39)

### THE VISCOUNTS

★★★★ **Drag Race**—MADISON 165—The group has a medium-up swinger that moves right along on this side. Instrumental is based on a number of familiar riffs. (Monument, BMI) (2:10)

★★★★ **Sophisticated Lady**—The old Duke Ellington classic gets a tender treatment from the group on this instrumental. Fine tenor sax blowing and guitar work, along with a nice arrangement make the side highly listenable. (Gotham, ASCAP) (2:30)

### LOU MONTE

★★★★ **A Good Man Is Hard to Find**—REPRISE 20015—Monte's likeable Italian-English multi-lingual vocal technique is nicely showcased on his first Reprise disk. Good deejay wax. (Mayfair, ASCAP) (1:41)

★★★★ **Sixteen Tons**—Tennessee Ford's old hit is accorded a pizza-styled vocal (in English and Italian) by Monte. Both sides are from his new LP, and merit exposure. (American, BMI) (2:06)

### JOE JONES

★★★★ **The Big Mule**—ROULETTE 4377—Jones' answer to "The Pony" is a catchy rhythm-rocker with a solid terp beat. (Tyrol & Curton, BMI) (2:20)

★★★★ **(I've Got a) Uh Uh Wife**—Jones sells catchy r.&. novelty with sure showmanship and vitality. Spinnable for r.&. as well as pop jocks. (Tyrol & Curton, BMI) (2:20)

### BENNY JOY

★★★★ **Birds of a Feather Fly Together**—DECCA 31280—Joy comes through with a potent performance on a first-rate rockaballad that could gain coins. His style is like Brook Benton's and the backing has a good sound. Watch this one. (Champion, BMI) (2:30)

★★★★ **You Go Your Way**—Benny Joy in a very heartfelt performance on a listenable rockaballad somewhat in the Brook Benton style. A good side. (Champion, BMI) (4:1)

### ELLA FITZGERALD

★★★★ **Mr. Paganini**—VERVE 10237—Martha Raye's old theme (from the movie "Rhythm on the Range") is handed a sock interpretation by the star. Solid wax for pop and jazz jocks. (Famous, ASCAP) (3:59)

★★★★ **Your'e Driving Me Crazy**—The great Ella lends her exultant vocal presence to a catchy cha-cha version of the oldie. Both sides—from her new LP "Ella In Hollywood"—are the answer to a deejay's prayer. (Bregman, Vocco & Conn, ASCAP) (3:23)

### RUSTY AND DOUG

★★★★ **Hey Mae**—HICKORY 1151—A distinctly pop-styled side here from the boys. The twosome calls on Mae to come out with much enthusiasm while the combo rocks in the background. This side is aimed at the pop field. (Acuff-Rose, BMI) (2:13)

★★★★ **Diggy Lissy Lo**—The strong country-singing combination comes across with a hot item here. Their traditional-styled singing is backed by some stellar fiddle work and an infectious rhythm figure. (Acuff-Rose, BMI) (2:04)

### SHIRLEY AND LEE

★★★★ **Our Kids**—WARWICK 664—Amusing special material-type item penned by Ballard Jr. and Tobias is sung with fine fervor by duo. Teen-appeal lyric concerns kids talking about how they'll bring up their own offspring. (Toast, ASCAP)

★★★★ **Well-A, Well-A**—Frantic duo vocalizing on rocking side with catchy beat. Has strong r.&. appeal as well as pop. (Selma, BMI)

### JORGEN INGMANN

★★★★ **Milord**—ATCO 6205—The tune that has been waxed many times, with and without a vocal, receives a bright and bouncy reading from the European instrumentalist. A side that could step out, especially on the boxes. (Alamo, ASCAP) (2:05)

★★★★ **Oceans of Love**—Another happily familiar tune gets that fine Jorgen Ingmann treatment on this instrumental side. Flip counts for more. (Mayfair, ASCAP) (2:08)

### MICKEY & SYLVIA

★★★★ **Lovedrops**—WILLOW 23000—Mickey and Sylvia sell a tender ballad with feeling, aided by attractive backing from combo and voices. A side that could cull spins and spins. (Ben-Ghazi, BMI)

★★★★ **Baby You're So Fine**—The duo turns in a bright performance on a neat little ditty that could grab sales action. Tune has been recorded before but Mickey and Sylvia hand it a solid reading.

### THE BLENDS

★★★★ **Music Maestro Please**—CASA GRANDE 5000—The fine oldie is wrapped up in relaxed rockaballad style. Merits spins. (Bourne, ASCAP) (2:21)

★★★★ **A Thousand Miles Away**—Frantic vocalizing by lead and group on fervent up-tempo rockaballad. Has r.&. appeal as well as pop. (Kah, BMI) (2:15)

### ISLEY BROTHERS

★★★★ **Your Old Lady**—ATLANTIC 2110—An interesting blues-styled arrangement with the lead man taking the solo in shouting form. Catchy backing and a fine recorded sound. Material has an offbeat quality. (Wemar-Three Boys, BMI) (2:04)

★★★★ **Write to Me**—A slow, simply arranged pleader ballad with the lead man taking a strong solo spot against repeated phrases by the vocal support group. The performance has a lot of feeling. (Wemar-Progressive, BMI) (2:26)

### THE SHADOWS

★★★★ **FBI**—ATLANTIC 2111—A smartly recorded and arranged instrumental with guitar lead against standard rhythm. Fine sound with quite a flavor. Could grab play. (Shadows, BMI) (1:52)

★★★★ **The Frightened City**—The theme music from the film of the same name. This is on the update side with a catchy rhythm. Both sides have a sound. (Bourne-Rank, ASCAP) (2:21)

## SINGLES REVIEW POLICY

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

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. FOUR-STAR singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these. THREE-STAR records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

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

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

### JOHNNY CASH

★★★★ **Sugartime**—SUN 363—The bright, bouncy oldie is wrapped up in lively vocal by Cash. (Nor Va Jak, BMI) (1:46)

★★★ **My Treasurer**—Sincere rendition by Cash on attractive country item. He has a strong enough following for both sides to get spins. (Hi Lo, BMI) (1:13)

### BOB MORRIS

★★★★ **Grounded Wasp**—LODE 111—Catchy instrumental item is handed a potent reading by the combo with the lead horn sounding like a "grounded wasp." There is also good guitar work in addition to the pounding beat. (American, BMI) (2:10)

★★★ **Jungle Giant**—This side has a lot of weird sound effects but it's not as strong as the flip. It's also an instrumental side. (American, BMI) (2:18)

### ALLEN ORANGE

★★★★ **True Love Never Dies**—MINIT 630—Allen Orange tells this story about true love that lives forever with spirit over strong backing by the ork. He sells it with a lot of feeling, aided by some good double tracking. Good side. (Minit, BMI) (2:50)

★★★ **When You're Lonely**—The chanter turns in a very attractive reading on this pretty ballad, aided by large ork and chorus backing. Also a good side although the flip may get the initial action. (Minit, BMI) (1:50)

### DANNY TATUM

★★★★ **Moonlight Swim**—ROULETTE 4376—Catchy rhythm-rocker with seasonal lyrics and infectious tempo is wrapped up in showmanly vocal by Tatum and cute femme chorus. (Willow, ASCAP) (2:00)

★★★ **Adam and Eve**—Okay warbling interpretation of pleasant tune, but flip is stronger side. (Willow, ASCAP) (2:34)

### BILLY STORM

★★★★ **Honey Love**—ATLANTIC 2112—The old Clyde McPhatter hit is done up by

Storm, who has something of the McPhatter touch. Okay wax that could grab spins. (Progressive, BMI) (2:05)

★★★ **A Kiss From Your Lips**—A slow ballad, done with triplet backing, vocal chorus and rich strings. Storm offers a sincere reading. (Arc, BMI) (2:45)

### MIRI CLAIRE

★★★★ **Unchained Melody**—AMY 826—Feelingful thrashing stint by gal on the old Al Hibbler hit. Merits exposure, and it has a chance for coins. (Frank, ASCAP) (3:00)

★★★ **I'll Be Seeing You**—Attractive reading of the pretty standard. Spinnable. (Williamson, ASCAP) (2:35)

### THE HANDCLAPPERS

★★★★ **Three Gassed Rats**—COLLIER 2500—An interesting instrumental based on the traditional melody, "Three Blind Mice." Guitar takes the lead and it's interspersed with a reappearance of the speeded-up voice technique in spots. A good side that builds nicely. (Miken, BMI) (2:00)

★★★ **The Other Side**—A medium rhythm instrumental effort. Side is built on a series of familiar melodic phrases. Flip is better. (Miken, BMI) (2:25)

### THE DOLPHINS

★★★★ **One More for the Road**—EMPRESS 102—The Dolphins sell this pretty ballad neatly over listenable support. Could interest teeners, and has a chance for coins. (One O'Clock, BMI) (2:30)

★★★ **Rainbow's End**—Nice ballad is handled with warmth by the lads aided by good support. (One O'Clock, BMI) (2:30)

### DINA RAYE

★★★★ **Afternoon Slow Dance**—CAMEO 195—She caught her boy friend dancing on the afternoon Bandstand show. The young miss gives the ditty a heartfelt performance, and the side has a good chance. (Lowe, ASCAP) (2:31)

★★★ **Little White Diamonds**—Tender ballad receives a nice performance from the lass. Flip is stronger. (Famous, ASCAP) (2:22)

### BILLY BARNETTE

★★★★ **Two Brothers**—PARKWAY 826—This is the story of two brothers and how one goes wrong. The chanter sings it with meaning, as he tells the tragic tale. A side that has a chance to sell to the teens. (Kalmann, ASCAP) (2:27)

★★★ **Marlene**—Slight ballad is sold strongly by the chanter over okay support. (Lowe, ASCAP) (2:34)

### THE CROSS KEYS

★★★★ **Pinocchio**—DOT 16239—They call him "Pinocchio" because he's got a wooden head and he's not too bright. The boys sing it with feeling and it has a sound. Watch it. (Studio, BMI)

★★★ **Sailing Away**—Bright novelty receives sharp and stylish reading from the boys and girls here. They show off a fine blend. (Studio, BMI) (1:46)

### HENRY JEROME AND HIS ORK

★★★★ **Theme From "Brazen Brass"**—DECCA 25523—This is the theme song for the new Henry Jerome album "Brazen Brass," and it's a bright, breezy item played in sparkling fashion by the large ork. A side with a chance for a lot of jock action. (Northern, ASCAP) (2:05)

★★★ **Sleepy Time Gal**—From the same album comes this fine instrumental version of the evergreen. Also a fine side for jock spins. (Leo-Feist, ASCAP) (2:38)

### DONNIE BROOKS

★★★★ **Boomerang**—ERA 3052—Expressive rendition by Brooks on attractive theme with melodic backing. Watch it. Lad sells it solidly. (Bamboo, BMI) (2:29)

★★★ **How Long**—Pretty pop-ish rockaballad is sung with flavor and feeling by Brooks. (Bamboo, BMI) (2:31)

### CATHY JEAN

★★★★ **I Only Want You**—VALMOR 11—Strong follow-up to the lass' recent hit is this bright rocker sung by Cathy Jean in her own special style. Disk has a sound and could get action. (Audicon-Tampico, BMI) (2:15)

★★★ **One Love**—Cathy Jean turns in a stylized interpretation of this rockaballad with her soft voice supported simply by the combo. (One o'Clock, BMI) (2:43)

### RUSTY YORK

★★★★ **Love Struck**—KING 5511—Catchy rockabilly item is wrapped up in lively

(Continued on page 40)

## FOR SALE

Half interest in Phonograph Matrix Plating Plant. Call Woodburn 1-3058 and ask for Henry Kemp or write Henry Kemp, 2604 Glendora Ave., Cincinnati 19, Ohio.

# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING JULY 30

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	2	TOSSIN' AND TURNIN'	By Adams-Reno—Published by Steven (BMI)	8
2	1	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)	8
3	4	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)	17
4	3	QUARTER TO THREE	By Barge-Guida-Anderson-Rayster—Published by Pepe (BMI)	8
5	6	YELLOW BIRD	By Luboff-Keith—Published by Frank (ASCAP)	7
6	5	EVERY BEAT OF MY HEART	By Johnny Otis—Published by Valjo (BMI)	8
7	7	SAN ANTONIO ROSE	By Bob Wills—Published by Bourne (ASCAP)	5
8	8	RAINDROPS	By Dee Clark—Published by Conrad (BMI)	9
9	9	MOODY RIVER	By Gary Bruce—Published by Keva (BMI)	9
10	10	HATS OFF TO LARRY	By Del Shannon—Published by Vicki-McLaughlin (BMI)	5
11	12	DUM DUM	By Sharon Sheeley-Jackie DeShannon—Published by Metric (BMI)	4
12	13	I LIKE IT LIKE THAT	By Chris Kenner—Published by Tune-Kel (BMI)	4
13	11	HELLO MARY LOU	By Gene Pitney—Published by January (BMI)	11
14	14	TOGETHER	By De Sylva, Brown & Henderson—Published by De Sylva, Brown & Henderson (ASCAP)	4
15	20	LET'S TWIST AGAIN	By Mann-Appell—Published by Kalmann (ASCAP)	2
16	18	PLEASE STAY	By Bert Bacharach-Bob Hilliard—Published by 11th Floor-Quartet-Walden (ASCAP)	4
17	17	TRAVELIN' MAN	By Jerry Fuller—Published by Golden West Melodies (BMI)	12
18	—	LAST NIGHT	By Mar-Keys—Published by East-Bais (BMI)	1
19	22	HEART AND SOUL	By Carmichael-Loesser—Published by Famous (ASCAP)	6
20	28	CUPID	By Sam Cooke—Published by Kags (BMI)	3
21	26	MY KIND OF GIRL	By Leslie Bricusse—Published by Hollis (BMI)	2
22	19	STAND BY ME	By King-Glick—Published by Progressive-Trio (BMI)	9
23	—	WOODEN HEART (Muss I Denn)	By Wise-Weisman-Twomey-Kaempfert—Published by Gladys (ASCAP)	1
24	21	RUNNING SCARED	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	12
25	27	SACRED	By A. Ross-W. Landau—Published by Bamboo-Daywin (BMI)	3
26	30	THE SWITCH-A-ROO	By Hank Ballard—Published by Ha-Lo (BMI)	2
27	23	TELL ME WHY	By Marshall Helfand-Don Carter—Published by Lion (BMI)	5
28	—	PRETTY LITTLE ANGEL EYES	By Lee-Boyce—Published by S-P-R (BMI)	1
29	—	THE FISH	By Lowe-Mann-Appell—Published by Lowe (ASCAP)	1
30	—	I'LL BE THERE	By King-Glick-Jones—Published by Progressive-Trio (BMI)	1

## RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. TOSSIN' AND TURNIN' — Bobby Lewis, Beltone 1002.
2. BOLL WEEVIL SONG — Brook Benton, Mercury 71820.
3. NEVER ON SUNDAY — Lale Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United Artists 304.
4. QUARTER TO THREE — U. S. Bonds, LeGrand 1008.
5. 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.
6. EVERY BEAT OF MY HEART — Gladys Knight, Fury 1050; Midnights, Deluxe 6190; Pips, Vee Jay 386.
7. SAN ANTONIO ROSE — Floyd Cramer, RCA Victor 7893; Frantics, Dolton 33.
8. RAINDROPS — Dee Clark, Vee Jay 383.
9. MOODY RIVER — Pat Boone, Dot 16209; Chase Webster, Southern Sound 101.
10. HATS OFF TO LARRY — Del Shannon, Big Top 3075.
11. DUM DUM — Brenda Lee, Decca 31272.
12. I LIKE IT LIKE THAT — Chris Kenner, Instant 3229.
13. HELLO MARY LOU — Ricky Nelson, Imperial 5741.
14. TOGETHER — Connie Francis, MGM 13019; Steve Gibson, ABC Paramount 10105; Guy Lombardo, Decca 27560.
15. LET'S TWIST AGAIN — Chubby Checker, Parkway 824.
16. PLEASE STAY — Drifters, Atlantic, 2105.
17. TRAVELIN' MAN — Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.
18. LAST NIGHT — Mar-Keys, Satellite 107.
19. HEART AND SOUL — Cleftones, Gee 1064; Jan and Dean, Challenge 9111.
20. CUPID — Sam Cooke, RCA Victor 7883.
21. MY KIND OF GIRL — Matt Monro, Warwick 636.
22. STAND BY ME — Ben E. King, Atco 6194.
23. WOODEN HEART (Muss I Denn) — Joe Dowell, Smash 1708; Gus Backus, Fono-Graf 1234.
24. RUNNING SCARED — Roy Orbison, Monument 438.
25. SACRED — Castells, Era 3048.
26. THE SWITCH-A-ROO — Hank Ballard and the Midnighters, King 5510.
27. TELL ME WHY — Beltones, Sabrina 500; Norman Fox and the Rob-Roys, Back Beat 501.
28. PRETTY LITTLE ANGEL EYES — Curtis Lee, Dunes 2007.
29. THE FISH — Bobby Rydell, Cameo 192.
30. I'LL BE THERE — Damita Jo, Mercury 71840.

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## The pick of the new releases: SPOTLIGHT ALBUMS OF THE WEEK

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

### Country & Western

#### SPECTACULAR (2-12")

Various Artists. Starday SLP 140—A two record album of top country tunes including, "Alabam," "Please Help Me I'm Falling," "Wings of a Dove," "Seasons of My Heart" and "Miller's Cave" (plus many others) performed by some country music greats like Cowboy Copas, Margie Singleton, George Jones, Frankie Miller and Justin Tubbs. It's billed as a "special limited edition" at \$4.98 and is a real buy for the many country music fans.

## POP LP'S

★ ★ ★ ★

### STRONG SALES POTENTIAL

★ ★ ★ ★ **FREDDY CANNON**  
Swan LP-505—Young pop singer Freddy Cannon has a string of single hits to his credit and most of them are contained on this new LP. With his large teen following, dealers with a teen trade should do well with this new album. Records include "Chattanooga Shoe Shine Boy," "Okefen-

kee," "Buzz Buzz A-Diddle It," and "Tallahassee Lassie." There are 15 different selections on the disk, which should help it become a strong seller.

#### LP REVIEW POLICY

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

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

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

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

#### ★ ★ ★ ★ JOURNEY TO LOVE

Teddy Randazzo. ABC Paramount ABC 352 (Stereo & Monaural)—Teddy Randazzo has a fine group of songs here and he sells them with the warmth and feeling that have always been his forte. He is helped very much by the arrangements of conductor Marion Evans and the large ork. Tunes include "Lady of Spain," "Brazil," "Autumn in New York," and "Under Paris Skies." Good wax for programming and for the singer's teen and adult fans.

#### ★ ★ ★ ★ HARMONICALLY YOURS

Jerry Murad's Harmonically Yours. Mercury MG 20485—Backed by a full orchestra, Murad and his group provide, tasteful, melodic harmonica treatments of some spinnable oldies and originals. Selections include "Dominoe," "Stardust," "Sweet Lellani," and "Charmaine." Listenable wax for jocks. Amusing cover of cartoon-cat gives LP some display value.

#### ★ ★ ★ ★ SWING SOFTLY RED

Red Prysock. Mercury SR 60188 (Stereo & Monaural)—Tenor sax man Red Prysock weaves his gitty, driving horn around a flock of familiar tunes, with a definitely danceable result. He's abetted by a big band with rhythm, brass, saxes and the addition of bongos and congas. The selection of repertoire includes "Stella by Starlight," "Mr Wonderful," "Flamingo," "Sunny Valentine" and "Spring Is Here." Solid big band sound with Prysock horn much in evidence throughout.

#### ★ ★ ★ ★ MY HEART SINGS

Sarah Vaughan. Mercury SR 60617 (Stereo & Monaural)—Lovely singing by Sarah Vaughan marks this fine new LP. The tunes include "Through a Long and Sleepless Night," "Slow Down," "Eternally," and "Our Waltz." Sarah has never sung better and the backing by the Clyde Otis ork is lush and warm. A prize for Sarah's fanc.

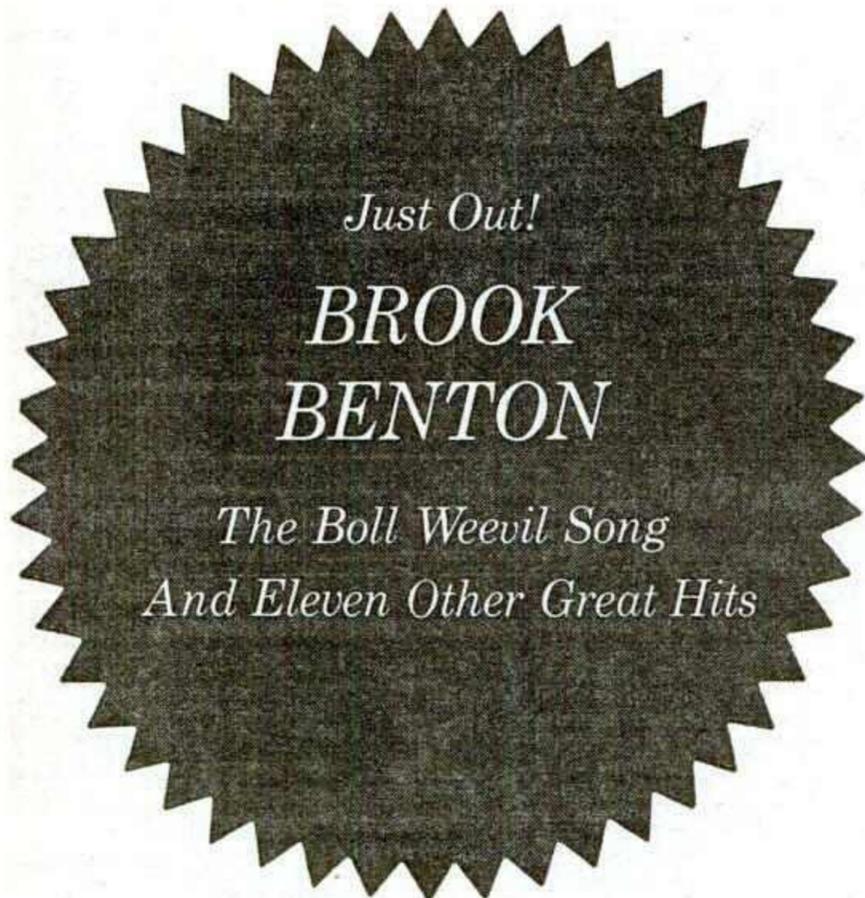
(Continued on page 38)

### Best Selling Sheet Music in U. S.

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

This Week	Last Week	Tune	Weeks on Chart
1	1	NEVER ON SUNDAY—Esteem-Sidmore (BMI)	13
2	2	EXODUS—Chappell (ASCAP)	35
3	3	CALCUTTA—Pincus-Symphony House (ASCAP)	30
4	6	HEY, LOOK ME OVER—Morris (ASCAP)	26
5	15	YELLOW BIRD—Frank (ASCAP)	6
6	9	LAST DATE—Acuff-Rose (BMI)	31
7	—	PORTRAIT OF MY LOVE—Piccadilly (BMI)	10
8	5	HELLO MARY LOU—January (BMI)	4
9	7	WHEELS—Dundee (BMI)	23
10	4	SAN ANTONIO ROSE—Bourne (ASCAP)	4
11	8	APACHE—Regent (BMI)	20
12	12	MOODY RIVER—Keva (BMI)	7
13	—	GREEN LEAVES OF SUMMER—Feist (ASCAP)	25
14	10	WONDERLAND BY NIGHT—Roosevelt (BMI)	27
15	—	MISTY—Octave (ASCAP)	52

# MERCURY IS HOT IN ALBUMS, TOO!



**THE BOLL WEEVIL SONG**  
**BROOK BENTON**   
**AND 11 OTHER GREAT HITS**

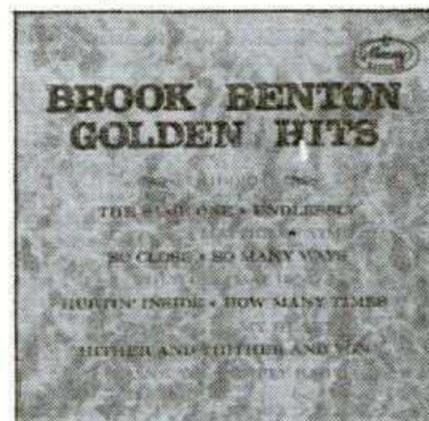
**FOUR THOUSAND YEARS AGO  
 MY LAST DOLLAR  
 FRANKIE AND JOHNNY  
 KEY TO THE HIGHWAY  
 A WORRIED MAN  
 IT'S MY LAZY DAY  
 HONEY BABE  
 CARELESS LOVE  
 JOHNNY-O THE INTOXICATED RAT  
 THE CHILD OF THE ENGINEER**

SR 60641/MG 20641

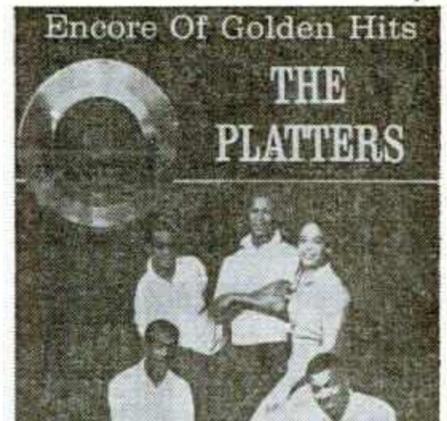
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Brook Benton's Golden Hits—Brook Benton  
SR 60607/MG 20607



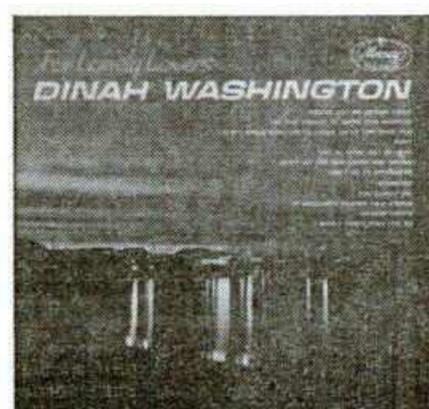
Encore Of Golden Hits—The Platters  
SR 60243/MG 20472



An Evening With Mike Nichols And Elaine May  
OCS 6200/OCS 2200



Wellington's Victory—London Symphony—Dorati  
LPS 9000/LPS 5000



For Lonely Lovers—Dinah Washington  
SR 60614/MG 20614



Country & Western Golden Hits—Patti Page  
SR 60615/MG 20615

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**SINGER ONE STOP**

Free Strips

● **Reviews of New Albums**

● Continued from page 36

★★★  
**MODERATE SALES POTENTIAL**

★★★ **GOLDEN HITS**

Tiny Hill and His Orchestra. Mercury  
MG 20631.

★★★ **MAKIN' THE SCENE**

The Zeniths. Atlantic 8043.

★★★ **ENGLAND'S ENCHANTING**

BEVERLEY SISTERS  
Capitol ST 10286 (Stereo & Monaural).

★★★ **ROBERT CLARY LIVES IT UP**

AT THE PLAYBOY CLUB  
Atlantic 8053.

**JAZZ LP'S**

★★★★  
**STRONG SALES POTENTIAL**

★★★★ **WILBUR DE PARIS ON THE**

RIVIERA  
Atlantic 1363—This album was recorded  
live at the Antibes Jazz Festival in France  
last year. It contains familiar Dixieland  
tunes, played in a bright manner by Wilbur  
De Paris and his combo, but the audience  
excitement is enough to raise it above the  
level of most Dixie LP's. The tunes range  
from "South Rampart Street Parade" to  
"Clarinet Marmalade." Both in the U. S.  
and abroad this set should appeal to the  
many fans who still like Dixieland.

★★★★ **MEETIN' HERE**

Curtis Amy and Paul Bryant. Pacific Jazz  
PJ-26—Here's a collection of bright, swing-  
ing modern jazz sides featuring Curtis Amy  
on tenor and Paul Bryant on organ that is  
made for listening enjoyment. All of the  
sides move and Amy and Bryant seem to  
take pleasure in what they are playing.  
Tunes include the title song, plus "If I  
Were a Bell," and "Angel Eyes." Good  
wax.

★★★★ **PRETTY LADY**

Les McCann, Ltd. Pacific Jazz PJ-25—

A listenable trio album with McCann's  
imaginative chordal, sometimes McPartland-  
ish piano joined by the very active help of  
Herb Lewis, bass, and Ron Jefferson, drums.  
Many of the tunes start with an almost  
classical, non-rhythmic statement of theme  
with the group suddenly breaking into a  
slow but persistent beat interpretation. Over-  
lengthy liner notes dwell almost exclusively  
on an attack on jazz critics, but aside from  
this drawback, the listening is nice and  
easy.

★★★ **STRONG**  
**SALES POTENTIAL**

★★★ **Blowin' the Blues Away**

The Bob Wilber Quintet featuring Clark  
Terry. Classic Jazz CJ-9.

★★★ **MOVIN' EASY**

Jazz Renaissance Quintet. Mercury SR  
60605 (Stereo & Monaural).

★★★ **STRAIGHT AHEAD**

Dave (Fathead) Newman. Atlantic 1366.

**CLASSICAL LP'S**

★★★★  
**STRONG SALES POTENTIAL**

★★★★ **ANIARA (2-12")**

Soloists of the Royal Opera, Stockholm;  
Chorus and Orch. of the Vienna Volksoper.  
Columbia M25 902 (Stereo & Monaural).  
"Aniara" by Karl-Birger Bloomdahl of  
Sweden was premiered in Stockholm in  
1959. This is the first recording of the  
work and it should create a lot of interest  
among venturesome classical buyers. It is a  
tale of a journey into space by a space  
ship called "Aniara" but it is basically con-  
cerned with man's spiritual situation. The  
music is modern and the opera itself is  
moving and exciting. It is performed strik-  
ingly on this record with the members of  
the Royal Opera of Stockholm, with soprano  
Kjerstin Dellert featured. It contains the  
libretto and interesting liner notes.

★★★★ **ORIGINAL SIN**

John Lewis. Atlantic 1370—John Lewis  
of the Modern Jazz Quartet composed this  
ballet for the San Francisco Ballet Company,  
and it was produced by that company early  
in 1961, with a libretto by poet Kenneth  
Rexroth. It is interesting composition, with  
the sounds and movements of modern jazz  
played by a conventional orchestra. The  
composition is in six parts, starting with  
the "Creation of the World" and ending  
with the "Expulsion From the Garden of  
Eden." Although it is doubtful if the work  
will become a permanent part of the sym-  
phonic repertory, there is enough interest  
in the work of John Lewis to make this album  
a good seller.

**SPECIALTY LP'S**

★★★★  
**STRONG SALES POTENTIAL**

**LOW PRICED CHILDREN'S**

★★★★ **WALT DISNEY'S STORY OF**  
**NIKKI, WILD DOG OF THE NORTH**  
Disneyland ST-1913—A thoroughly delight-  
ful story-telling experience for the kiddies.

This is a tale of a husky dog of the north-  
land, her life there with her master and her  
animal friends, including a cub. The nar-  
ration, with musical background and occa-  
sional sound effects, is by Thurl Ravenscroft.  
Music is by Paul Smith. A fine, clean-cut  
nature adventure story that all kids will dig.  
Needless to say, there's a great photo of  
Nikki herself on the cover to spur sales.

★★★★ **INTRODUCTION TO OPERA**

Pan-Harmonic Symphony Orchestra and  
Opera Chorus. Golden LP 69—This disk is  
worth recommending to those who wish to  
provide an initial taste of opera to children.  
It offers, via narration, the story of 10  
great operas, plus some vocal highlights from  
each work. Although the artists involved are  
not of first-class caliber, they are up to the  
needs of this disk.

★★★★ **AN INTRODUCTION TO GREAT**

PIANO MUSIC  
Harry Davis. Golden LP 8—Despite per-  
formances that leave a great deal to be  
desired, this disk should achieve a respect-  
able sale, for it provides young students  
with nearly two dozen performances of  
staples of the keyboard, including works by  
such composers as Beethoven, Mozart, Schu-  
mann, Bach and Chopin. A good gift item  
for the junior set.

**INTERNATIONAL**

★★★★ **60 FRENCH GIRLS SING**

ENCORE

Les Djinns Singers. ABC Paramount ABC  
368 (Stereo & Monaural)—The young (13-16)  
French chorus registered solidly with their  
first Am-Par album, and this one should  
enjoy similar success. Their fresh, youthful  
vocal blend is spotlighted on a group of  
happy French tunes—"Poco A Poco," "La  
Cage," etc., plus such mood-provoking items  
as "La Mer" and "Moulin Rouge." Inter-  
esting jockey programming.

★★★★ **SWINGIN' MEXICO**

La Banda De Chucho. Capitol ST 10279  
(Stereo & Monaural)—Chucho Mendoza's  
band is not a mariachi outfit, nor is it a  
pop-type group. But it seems to have mod-  
ernized somewhat the arrangements of some  
favorite old Mexican tunes, without altering  
their character or feeling. Yet, by Mexican  
standards, these are swinging renditions,  
lively and spirited, enough so to set this  
disk off somewhat from the average col-  
lection of music from below the border.

**MUSIC INSTRUCTION**

★★★★ **LET ME TEACH YOU TO PLAY**

THE HARMONICA

Cham-Ber Huang. Music Minus One MMO  
1014—This is the latest in the fine series of  
music education disks released by the Music  
Minus One label. In addition to the re-  
cording and the booklet the package also  
contains a Marine Band Hohner harmonica.  
Students of the instrument, as well as those  
who have always had a hankering to play  
the harmonica will find the set very useful.

★★★★ **EVOLUTION OF THE BLUES**

The Bob Wilber Quintet. Music Minus One  
MMO-1008—An ambitious production  
with considerably broader appeal than many  
of the earlier-Music-Minus-One series. This  
is a double-fold package and actually a  
duplicate musically of an earlier album with  
the same group and material called "Blowin'  
the Blues Away," on the Classical Jazz  
label. Here, various trumpet and tenor parts  
are omitted, with a complete book bound  
in with the scored solos of these instruments  
from the earlier album. Beyond this, the  
concept of showing step by step the develop-  
mental process of the blues is an interesting  
one. For its special market, the set has  
strong appeal.

★★★★ **LET ME TEACH YOU TO PLAY**

THE UKULELE

Sydney Nesbitt. Music Minus One MMO-  
150—Another interesting Music-Minus-One  
project, except this time there is no back-  
ground group with which to play the chosen  
instrument. This is strictly an exposition on  
how to play the ukulele with a flock of  
steps including tuning, fingering, exercises,  
etc. Included, too, is printed matter detailing  
many different finger positions to obtain  
the basic chords. This could have a lot of  
popular appeal especially with the younger  
element.

**RELIGIOUS**

★★★★ **SOMEONE'S WATCHING OVER**

YOU  
The Plainsmen. Mercury SR 60625 (Stereo  
& Monaural)—A well-made album of fam-  
iliar religious songs performed with inspi-  
ration and feeling by the Plainsmen. This  
group, who traveled a great deal with the  
late Johnny Horton, offer unusual and mov-  
ing renditions of "Long, Long Journey," "I  
Want to Do (What He Wants Me to Do),"  
"I'm Working on a Building" and "Some-  
one's Watching Over You." The last  
features an excellent vocal performance by  
Charles (Rusty) Goodman.

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

★★★ **THE GOLDEN VOICE OF SACRED**

SONG  
Ed Lyman. Supreme SS-2005 (Stereo &  
Monaural.)

★★★ **DAY IS DYING IN THE WEST**

Paul Mickelson. Supreme CS-6001 (Stereo  
& Monaural).

★★★ **THE LONDON SYMPHONIC**

BAND AND MALE CHORUS  
Supreme SS-2004 (Stereo & Monaural).

★★★ **I'VE DISCOVERED THE WAY**

Helene Landrum and Joseph Bellesl. Su-  
preme SS-2003 (Stereo & Monaural).

★★★ **ROOM AT THE CROSS**

Al Carr with the Paul Mickelson Ork.  
& Choir. Supreme SS-2001 (Stereo &  
Monaural).

★★★★ **STRONG**  
**SALES POTENTIAL**

**SPECIALTY**

★★★★ **SOUND EFFECTS VOL. 2**

Various Tracks. Audio Fidelity DFS 7010  
(Stereo & Monaural)—This is the second in  
the label's series of sound effects sets and  
it contains everything from jet engines start-  
ing up to a baby crying. There are also  
sounds of lawn mowers, motors, birds, ani-  
mals and many more. It is aimed at stereo  
and high-fidelity bugs who may enjoy testing  
their equipment. It also has a serious use  
for sound engineers.

(Continued on page 39)

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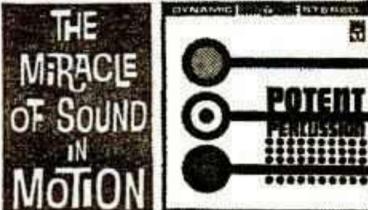
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● **Reviews of New Albums**

● *Continued from page 38*

★★★ **MODERATE SALES POTENTIAL**

★★★ **OUT OF THE MOUTH OF BABES**  
Sandy Baron. Shell 1712.

★★★★ **STRONG SALES POTENTIAL**

**SPOKEN WORD**

★★★★ **ANTHOLOGY OF ENGLISH VERSE (VOLUME 2)**  
Various Artists. Folkways FL 9892—In its own narrow market, this series of readings should do quite well. Selections from the works of Auden, Wordsworth, Tennyson, Browning and others are read by a group of British performers including Lally Bowers, Pauline Lettis, V. C. Clinton-Baddeley, Carlton Hobbs, Michael Hordern, John Laurie and C. Day Lewis. This is Volume II of a series. Complete texts of all the poems read are included on a leaflet.

★★★★ **THE BEST OF CRAZY ADS**  
Bruce Spencer. World Pacific WR-1407—Here is an album that has enough humor to create a stir for itself. The crazy ad idea is not new to regular viewers of Jack Paar and other TV outings, but those who are familiar will get a lot more for their money here. Creator Bruce Spencer spouts them off at a merry rate, with such offerings as rare hangnails, Army cook books, barnacle removers, or perhaps a classified ad, "bathroom for rent." Many funny moments are packed into this one and the cover is different enough to get people to ask a few questions.

★★★ **MODERATE SALES POTENTIAL**

★★★ **KINDER, LUMMIER REDDIN YIDDISH (CHILDREN LET US SPEAK YIDDISH)**  
Paul Sherman. Strand SL 50001.

★★★ **POETRY-IN-THE-ROUND, A POETRY WORKSHOP**  
George Abbe. Folkways FL 9164.

★★★ **ANTHOLOGY OF ENGLISH VERSE (VOLUME I)**  
Various Artists. Folkways FL 9891.

★★★ **WILL HOLT AND DOLLY JONAH ON THE BRINK**  
Atlantic 8051.

**FOLK**

★★★ **JACK ELLIOTT SINGS THE SONGS OF WOODY GUTHRIE**  
Prestige-International 13016.

★★★ **OSCAR BRAND SINGS FOR ADULTS**  
ABC-Paramount ABC 388 (Stereo & Monaural).

★★★ **FOLKSONGS OF IDAHO AND UTAH**  
Rosalie Sorrels. Folkways FH 5343.

★★★ **VAN RONK SINGS**  
Dave Van Ronk. Folkways FA 2383.

**COMEDY**

★★★ **TALES OF THE BAYOU**  
Cajun Pete. Mercury SR 60633 (Stereo & Monaural).

**INTERNATIONAL**

★★★ **A VISIT TO BORNEO**  
Various Artists. Capitol T 10271.

★★★ **SEEING ISRAEL WITH GEORGE JESSEL**  
Strand SL 1031.

★★★ **GLORIA LASSO**  
Capitol ST 10284 (Stereo & Monaural).

**Radio Luxembourg**

● *Continued from page 3*

Lux's deejay tandem, Alan Freeman and Barry Alldis would then read the letter, play the record, and smash it with a hammer. A piece of the record is then returned to the listener, autographed by Alldis and Freeman.

The program rapidly became a success. However, it occurred to executives of the performing rights societies, as well as diskery brass, that the Radio Lux show might not be the best way to boost record sales. The author-composer organizations and diskeries have taken particular umbrage to the fact that disks are smashed amid uproarious hilarity for reasons having nothing to do with quality.



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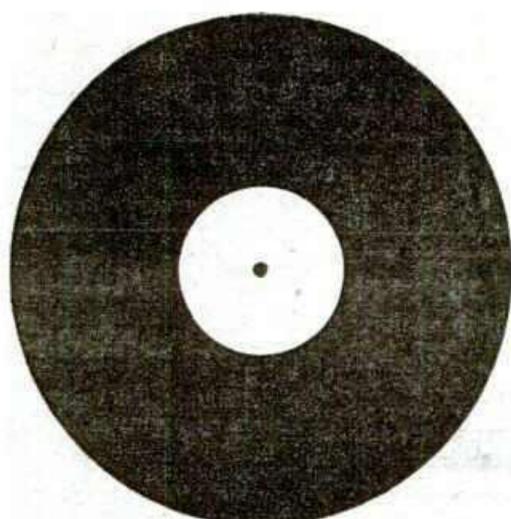
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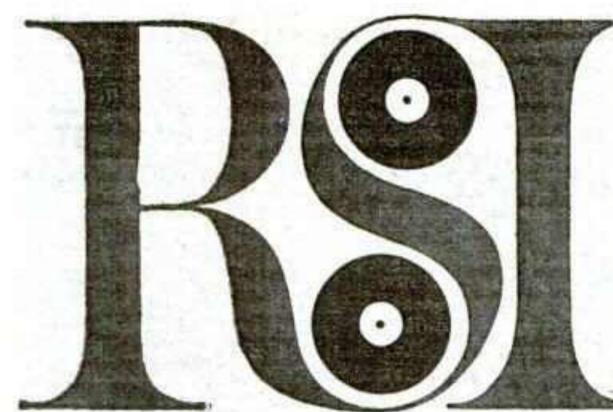
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● **Reviews of New Singles**

● *Continued from page 35*

vocal and infectious ork backing. (R-T, BMI) (2:23)

★★★ Goodnight Cincinnati, Goodmorning Tennessee—Lively country ditty is sung with verve and good humor by York. Spinnable. (Tannen, BMI) (2:03)

**BOB LUMAN**  
★★★ You've Turned Down the Lights—WARNER BROS. 5233—A country weeper is handed a meaningful performance by Luman, over simple backing. His reading is very strong and the side could get action. (Tresmon, BMI) (2:05)

★★★ Private Eye—Bob Luman sells this attractive Boudleaux Bryant tune solidly aided by chorus and a pounding combo. Tune is about a private eye with a large number of clients. (Acuff-Rose, BMI) (2:12)

**BOBBY CURTOLA**  
★★★ Don't You Sweetheart Me—DELF 4163—Bobby Curtola bows on the label with a forthright statement to his old girl friend who has two-timed him over the



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HICKORY #1137

**LISTEN TO THEME FROM BRAZEN BRASS**  
by **Henry Jerome & His Orch.**  
Decca 25523

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**HAROLD DORMAN**  
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b/w **DEVIL-DOG ROCK**  
by **Frankie and the Flips**  
Savoy #1602

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years. The chanter has a good style and the backing is in the current groove. Good side. (Kemo, BMI) (2:20)

★★ My Heart's Tongue-Tied—The singer tries hard on this novelty effort but the flip is many times stronger. (Kemo, BMI) (2:14)

★★★ **MODERATE SALES POTENTIAL**

**POPULAR**

**THE JAVALONS**  
★★★ Took a Chance (I Took a Chance)—That Is Why (I Love You). TRU EKO 6902.

**JIMMY STEWART**  
★★★ Winner Take All—★★★ I'll Remember You. ACE 632.

**FOUR-STARs**  
★★★ Play It Again—★★★ Blues at Sandy Cove. BAMBOO 512.

**JOHN RITCHIE**  
★★★ Five—★★★ Gone, Gone, Gone. 20TH FOX 269.

**WILL FOY AND HIS LUCKY SEVEN**  
★★★ Gone and Left Me Blues—★★★ Twistin' a Hoedown. 20TH FOX 247.

**THE PRECISIONS**  
★★★ You Can't Play Games —★★★ Dream On. STRAND 25038.

**BERLIPP'S ORK**  
★★★ Liechtenstein Romance—★★★ La Matinata. CAPITOL 4596.

**RON WALDEN**  
★★★ Witch Girl —★★★ Keep Your Hands Off. VIBRA 101.

**BILLY STAFFORD**  
★★★ Pappa Shotgun—★★★ I Love You. JAB 104.

**THE BLENDORS**  
★★★ When I'm Walkin' With My Baby—★★★ Tell Me What's On Your Mind. DECCA 31284.

**FORD EAGLIN**  
★★★ Travelin' Mood—★★★ My Head Is Spinnin'. IMPERIAL 5765.

**BETTY LOGAN**  
★★★ But I Did—★★★ Hello Darling. FAIRLANE 21004.

**BILLY PRESTON**  
★★★ There's a Brand New Picture (In My Picture Frame)—★★★ My Kind of Music. CONTRACT 5101.

**CLINT MILLER**  
★★★ A Girl With a Ribbon in Her Hair—★★★ I Still Write Your Name in the Sand. HEADLINE 1013.

**BILLY DAGGETT**  
★★★ I'm Just a Country Boy —★★★ Tangerine. ROMA 2627.

**FRANKIE AND THE FLIPS**  
★★★ Pop-Eye Twist (Pop-Eye the Sailor Man)—★★★ Devil Dog Rock. SAVOY 1602.

**THE CRAFTYS**  
★★★ L-O-V-E —★★★ Heartbreaking World. 7 ARTS 708.

**RONNIE ALLEN**  
★★★ Ronnie's Swanee—★★★ Flip Over You. DART 205.

**AL TOUSAN**  
★★★ A Blue Mood—★★★ Moo Moo. SEVILLE 113.

**THE INFATUATORS**  
★★★ I Found My Love—★★★ Where Are You? DESTINY 504.

**JOHNNY ROCKER**  
★★★ Queen —★★★ Besame Senorita. FEDERAL 12425.

**RITCHIE DEAN**  
★★★ Rose-Marie —★★★ One Girl. SWIRL 105.

**HERBERT HUNTER**  
★★★ Isn't It Wonderful to Dream—★★★ Make Me Know You Love Me. PONCELLO 714.

**GARY AND HIS FRIENDS**  
★★★ It Is Spring—★★★ The Balloon Song. JOSIE 890.

**BUCKY AND THE STRINGS**  
★★★ Lolita's on the Loose —★★★ Lonely Island. STRAND 25049.

**MERCED BLUE NOTES**  
★★★ Rufus—★★★ Your Tender Lips. ACCENT 1069.

**ARTIE GOLDEN**  
★★★ Goodbye My Love —★★★ If I Could See My Baby. DODGE 801.

**DALLAS FRAZIER**  
★★★ She Made Me Cry—★★★ There Goes My Bride. MUSIKON 105-106.

**TERRY CORIN**  
★★★ Truly, I Love You Truly—★★★ Why Did You Do It? RIDER 108

**BILLY DAGGETT**  
★★★ Tangerine —★★★ I'm Just a Country Boy. ROMA 2627.

**JACK DANIELS**  
★★★ I Give to You My Heart—★★★ Do a Good Turn. SAND 341.

**ROY YOUNG**  
★★★ Late Last Evening —★★★ Four an' Twenty Thousand Kisses. 20TH FOX 256.

★★★ **STRONG SALES POTENTIAL**

**COUNTRY & WESTERN**

**SONNY JAMES**  
★★★ Hey Little Ducky—RCA VICTOR 7919—Sonny James sells this cute novelty pleasantly while a Donald Duck-type voice lends sympathy. Side is clever enough to get action. (Tree, BMI) (2:25)

★★★ Innocent Angel—Interesting ballad is sold with feeling by James over good support by the band. Worth spins. (Marson, BMI) (2:08)

**RAY SANDERS**  
★★★ Walk Slow —LIBERTY 55348 —Sincere chanting by Sanders on moving country weeper with good lyrics. Watch It. (Pamper, BMI) (2:43)

★★★ Two Hearts Are Broken—Forthright warbling by singer on appealing up-tempo country weeper. (Pamper, BMI) (2:17)

**TONY EPPER**  
★★★ Cold Gray Bars —GALLAHAD 101—Good reading of the new Spade Cooley song by Epper. Could get spins in pop and country. (Chadick, ASCAP) (3:20)

★★★ Shame on You—Pleasant performance of the old hit, but the flip counts for more. (Hill & Range, BMI) (2:28)

**THE JAZZTET**  
★★★ Junction—ARGO 5394 — Benny Golson's Jazztet handles this bluesy effort in warm fashion with the horns in the lead all the way. A good side for jazz jukes. (Andante, BMI) (3:15)

★★★ Del—Wild rocker is played brightly by the jazz combo. It's far out but worth some spins on jazz programs. (M.J.Q., BMI) (2:45)

**DONNY YOUNG**  
★★★ Go Ring the Bells—DECCA 31283 —A well-handled piece of country-oriented ballad wax. The side has a weeper message and Young sings it with pathos against a simple arrangement. Pleasant sound. (Acuff-Rose, BMI) (2:54)

★★★ I Guess I Had It Coming—Young sings this medium-beater in dual-track style. Another side with a good bit of country charm. Nice performance. (Tree, BMI) (2:12)

★★★ **MODERATE SALES POTENTIAL**

**SLIM WHITMAN**  
★★★ When I Call On You—★★★ Once in a Lifetime. IMPERIAL 5766.

**SMILEY MONROE**  
★★★ Life of a Poor Boy —★★★ I'll Take My Heartaches With Me. TOPPA 1042.

**COLEMAN WILSON**  
★★★ Passing Zone Blues —★★★ Flat Footed Mama. KING 5512.

**HANK MILTON**  
★★★ Gatling Gun—★★★ As You Were. UNITED SOUTHERN ARTISTS, INC. 105.

**BILLY ROCKETT**  
★★★ Jenny Brown —★★★ I Dreamed of You Last Night. ESSEX 1003.

**EDDIE BOND**  
★★★ Second Chance —★★★ This Ole Heart of Mine. UNITED SOUTHERN ARTISTS 106.

★★★ **STRONG SALES POTENTIAL**

**RHYTHM & BLUES**

**EUGENE JEFFERSON**  
★★★ Don't Cry No More—BAY-TONE 108—Chanter sells a wild riff effort with much excitement over simple rhythm support by the band. A side that could corral some coins in the South. (Lion, BMI) (2:34)

★★★ Too Young—The chanter comes through with a touching reading of a sad bluesy theme. Could get some r.&b. action. (Bay-Tone, BMI) (2:20)

**SPIRITUAL**

**THE ANGELIC CHOIR OF THE FIRST BAPTIST CHURCH OF NUTLEY, N. J.**  
★★★ He Will—SAVOY 4160—Marjorie Raines contributes an effective soprano solo to this medium paced, but deeply felt effort. She gives it much fire and she is well supported by the big choir. (Savoy, BMI)

★★★ Little Too Close to Be Afraid—The Rev. Lawrence Roberts is soloist here on a slow, soulful expression in front of the choir and the organ. Two listenable sides. (Savoy, BMI)

★★★ **MODERATE SALES POTENTIAL**

**THE GOSPEL CLEFS**  
★★★ To Heal the Soul —★★★ So Good. SAVOY 4161.

**JAZZ**

**AL GREY**  
★★★ Rompin' —★★★ Salty Papa. ARGO 5392.

**INTERNATIONAL**

**ADRIAN CECCONI**  
★★★ Bambina—★★★ Oil Oil. CHA CHA 714.

**CHAS. K. L. DAVIS**  
★★★ Lucia —★★★ Mallorca Mandolina. EVEREST 19419.

**NOVELTY**

**JIMMY MOIKEHA**  
★★★ Mynah Bird —★★★ Aloha, My Honolulu. PARADISE 100.

**LIMITED SALES POTENTIAL**

**POPULAR**

**VICKI FARRELL**  
Won't You Come and See the Man—I See Him. VELLEZ 1511.

**B-B**  
The King of Hearts—Humdinger. COVER 19613.

**LARRY TERRY**  
Why Did She Go—Hep Cat. TESTA 106.

**TERRY WAYNE**  
Be My Baby — Ain't Got No Home. FIDELITY 646.

**GARY AND HIS FRIENDS**  
It Is Spring—The Balloon Song. JOSIE 890.

**BOBBY JOE**  
Living Stone—Hayfever. FLAG 5001.

**NICK FIELDS**  
Blue Tattoo—Loving You. DODGE 803.

**TED TAYLOR**  
I Don't Care—That Happy Day. GOLD EAGLE 1810.

**COUNTRY & WESTERN**

**LARRY BUTLER**  
For Goodness Sake — I Walked Away. ALLSTAR 7225.

**Continuance Granted**

● *Continued from page 2*

listed in both columns), "Music Style" (swing listed in both columns), "Release Date" (Reprise's July 10 vs. Capitol's July 31). Commenting on this list, Reprise Vice-President Mo Ostin said Capitol should have included the fact that both LP's are colored black. Reprise is expected to answer that the use of the word "swing" in Sinatra albums has been long identified with the artist, since it is one that describes his song style and one which the artist himself had initiated while still with Capitol. Sinatra had used Billy May in the past as arranger-conductor, and feels he is free to use him now and in the future since May is not exclusively bound to Capitol. Reprise will claim it had no foreknowledge of when Capitol had intended to release its Sinatra album. Reprise, furthermore, will state that Capitol in using "Come Swing With Me," was using an album title employed by Verve Records some time ago on a Tony Travis LP, and therefore cannot claim a previous right to that title. Also, Reprise will point out that its "Swing Along" term was intended as play on words on the successful "Sing-Along" title so much in vogue in today's record market. It will ask the court to grant that Reprise can enjoy freedom of enterprise in competing with Capitol for Sinatra disk sales.

**Cumberpatch Named Artia Nat. Sales Mgr.**

NEW YORK — Stan Cumberpatch, formerly sales manager of Elektra Records, has been named national sales manager for Artia Records and its subsidiary labels, Parliament, MK, Supraphon and Qualiton labels. The appointment was made by Artia chief Peter Sutro. Cumberpatch, who also has had experience as sales and promotion manager for New Sound Distributors on the West Coast, will deal with distributors, rack jobbers and one-stops for the Artia label. His first swing around the country will be in support of Artia's current one LP free with every three LP's purchased, the firm's summer dividend plan. It started June 15 and runs through August 31. It covers all Artia labels.

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# BELGIAN DEALERS, MFRS. AGREE ON PRICING CODE

• Continued from page 1

distributors have agreed that dealers who are able to reach a higher per cent, which will be proportional with their purchases.

6. The CS has announced that it is willing to move against dealers who are selling their records under the fixed prices determined by the CS. Dealers should understand that they all have an interest in keeping the market sane, although it has to undergo cut-price attacks from warehouses, and in spite of the lower prices of records in some neighboring countries, such as Germany and Holland.

Many admit that in Belgium the record prices are too high but feel that is still no reason why some dealers should damage their colleagues by undermining them. Therefore, the members of the Federation are being asked to take notice of price violations and to present them to the NFBRD.

# Liberty Offers 100% Guaranteed LP's

• Continued from page 3

product of gaining maximum exposure at the retail level. Dealers taking stock in August will have Liberty merchandise on hand for a full six-month period. Manufacturers have felt for some time that far greater sales could be realized if

dealers kept their product for a longer period of time, rather than shooting it back before it has had a chance to move. Liberty feels that in extending its program's payment and return period to a half-year it will remove the usual dealer anxiety to send back merchandise before it proves its sales appeal.

All orders during the program will be granted a 10 per cent discount. Liberty national sales manager Don Bohanan told BMW that the firm's analysis of dealer needs strongly favored dealer protection rather than discounts. "We had a choice, just as did the other record companies, between offering bigger discounts or full protection," Bohanan explained. "Our studies convinced us that the dealer would rather have maximum protection, be secure in his buying, knowing that whatever he orders we will back up with a full 100 per cent guarantee. Furthermore, the dealer has plenty of time to pay for his order, and therefore, can buy with confidence."

Liberty's top brass will conduct four regional sales meetings during which its fall program will be explained in detail to the sales forces of all its distributors. Liberty executives, hitting the road will include Board Chairman Si Warnock, President Al Bennett, national sales manager Bohanan, and assistant sales manager Ken Evercomb. Meetings will open here Sunday (23), will then move to Chicago on Wednesday (26), New York on Friday (27), and be concluded in New Orleans on Sunday (30). To convey the program with maximum impact, Liberty has prepared an audio-visual presentation to be used during the divisional meetings.

A major share of the spotlight during the meetings will fall on the new 18-LP release. The pack-

# NAMM Trade Show

• Continued from page 3

RCA, the only other manufacturer to have entered the cartridge field, did not show a new line, though at least five new models are expected early in the fall. It noted, however, that three firms are now producing and marketing raw tape in cartridge form. In addition to RCA and Audio Devices, Minnesota Mining is on the market with this product, and Reeves Soundcraft is reported to be ready to enter the field. There was no indication of an early target date for unveiling of 3M's own version of a cartridge unit and reports circulated that this had now been pushed back into 1962.

## Canadian Entries

In the packaged stereo phono field, there were three new foreign entrants from Canada. The Canadian Marconi Company, old line radio operator in Montreal, introduced a deluxe unit of stereo consoles. Clairtone, with a home base in Toronto, also is moving into the United States market and displayed its line at the music show. Third Canadian firm here, Dominion Electrohome, is out of Kitchener, Ont.

Phono radio and tape manufacturers were generally optimistic about the upcoming fall market period. Motorola, for example, said the firm's July and August orders are up 84 per cent over the same period a year ago, and a heavy ad budget has been earmarked to step up the pace even more.

Regarding reverberation, Zenith and Motorola will continue to offer the feature in higher priced sets. A Motorola spokesman said "It's a must for listeners and necessary for the finest reproduction." Most of the others were less enthusiastic about the prospects of "reverb" as a sales factor.

Whereas the music show at one time constituted an important event in the record business, this year few record firms participated. Only Folkways Records and Audio Book, producers of slow-speed talking records, were represented.

ages will hit the market on August 1, and include albums by Timi Yuro (her first LP on the heels of her "Hurt" single seller), Gene McDaniels, Jack Constanzo, Si Zentner, guitarist Ray Lanham (on Dolton), Bobby Vee, Martin Denny, Warren Smith (for the c.&w. market), Bob Wills and Tommy Duncan (also for c.&w.), Julie London, an original hits package, organist Shay Torrent, the Johnny Mann Singers (in an LP of Presley hits), plus two Premiere Series releases by arranger Richard Marino, and Felix Slatkin. Its subsidiary Dolton label will issue packages by the Ventures and the Fleetwoods.

# Study Would End Compulsory Licensing

• Continued from page 4

The compulsory license provision was put through to forestall such a possible monopoly.

The Copyright Office agrees with author and publisher groups that there is no danger of monopoly now, as there was when this provision was first put into law. There are hundreds of recording firms, and music is available, "widely scattered among hundreds of competitive publishers. . . . Much of the new music available remains unrecorded," and no one can foretell which of the immense number of tunes being written will be a hit.

The report finds compulsory licensing unfair to the copyright owner because he can't control the quality of recordings of his music, nor decide who may make them, even if the talent is inferior or the recorder a fly-by-night. Also, the 2-cent rate fixed is not only unfair to the songwriter on subsequent recordings, but provides the first licensee with a built-in ceiling on what he must pay, the report finds.

In opposition, the record industry maintains that although the original monopoly threat no longer exists, the compulsory license is needed to prevent a different kind—namely, monotony. They claim the present law provides the public with a "variety of recordings," whereas exclusive licensing would provide only one. It enables small record firms to compete with larger ones by offering their versions of hit music, and benefits authors and publishers by multiple exposures, the record industry claims.

To this, the Copyright Office says: ending the compulsory licensing will not automatically make songwriters license "exclusively" to one firm. If money is to be made through multiple, nonexclusive licensing, they will make it. Also, the report notes that in foreign countries where there is no compulsory licensing, music is licensed nonexclusively to any reputable company applying.

The report goes further, and sees advantage in dropping the compulsory licensing provision even if exclusive licensing does result. The situation would mean the end of the practice of "covering" records by other firms getting in on a rising hit—especially the smaller company which can be smothered by a big company covering disk with better talent and more promotion money. Also, each company would have to record different tunes, and so provide the public with a more varied musical fare.

A third possibility is that the individual author could tailor his

approach to his own individual needs. Nonexclusive licensing might be better for those songwriters who have already made a success—but beginning authors might have a better chance of recording if they grant exclusive licenses.

(Taking the opposing view, BMI board chairman and general counsel, Sidney M. Kaye, told the Copyright Office in 1957 that there are so many more songs than outlets, that songwriters can be pressured into giving exclusive licenses to get recordings, if there is no compulsory licensing. Kaye feels the result would be loss of variety in recording, and damage to smaller companies.) The comment was made when Kaye was a consultant panelist, discussing a study on Compulsory Licensing by Harry G. Henn, associate professor of law at Cornell. (See The Billboard, October 14, 1957.)

The Copyright Office report does not accept the record industry claim that the great growth of the record industry proves the worth of the compulsory licensing. Other entertainment industries have similarly grown since 1909 without any such provision. Finally, the report says "we understand that the record industry has also expanded in foreign countries where there is no compulsory license." To which American record manufacturers will undoubtedly reply, when the time comes, that much of the recording sold abroad is an American-made product.

Generally, the Copyright report expects that higher recording royalty rates and "slightly higher" prices to the public may result from knocking out compulsory licensing. And since the end of the practice would mean "major adjustments and new contractual relationships," the report recommends leaving the compulsory licensing in effect for one year after enactment of any new law eliminating it.

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MEN WHO READ BUSINESS PAPERS MEAN BUSINESS




ANNUAL MEMBERSHIP MEETING of Society of Record Dealers of America (SORD) last week at Chicago's Palmer House, was highlighted by addresses from three disk manufacturer leaders. Pictured at the Crystal Room dias left to right are: Stanley Gerikov, vice-president and general manager, Capitol Records Distributing Corporation; Randy Wood, president of Dot Records, and vice-president of RIAA; Louis Shapiro, SORD secretary-treasurer (standing); SORD president, Howard Judkins; Art Talmadge, vice-president and general manager, United Artists Records and president of ARMADA.

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## ITALY

## TV Music Shows on the Increase

By DR. MARIO DE LUIGI  
Editor, Musica e Dischi, Milan

For the first time, Neil Sedaka is recording a disk in Italian, the tunes being "Esagerata" (Little Devil) and "Un Giorno Inutile" (I Must Be Dreaming). RCA Italiana will have the disk soon.

Jula De Palma's first record for RCA Italiana after switching from Italian Columbia, will be "La Nostra Strada" backed by "Rovesci d'acqua." Disk goes on sale in a few days. . . . Gianni Meccia has composed two new songs in collaboration with Migliacci: "Le Case" (The Houses) and "Io Lavoro" (Work). . . . The first LP by the Flippers has just been recorded. The quintet is best known for amusing arrangements of pop tunes in a cha-cha mood.

By SAMPL STEINMAN  
Piazza S. Anselmo 1, Rome

Musical shows for RAI-TV, which begins its second channel operation in October, are on the increase. Tony Dallara will be the central figure of "Melodies of All Time" in which Gianni Angelini will return as conductor. Peppino di Capri will be supported by his musical group in a series of transmissions to be known as "Intermezzo."

Added strength is being planned for the 1961 edition of the "Canzonissima" show, which is tied to a national lottery, through the inclusion of Mina, Ugo Tognazzi and Raimondo Vianello as the joint emcee team of one woman and two men.

The current song show, "Songs, Incorporated," which features different soloists each week, has just presented Carol Danell, singer and lyricist who has become known as "La Americana di Roma" in her 10 years of Italian and other European activity which will include an appearance shortly on West German TV.

Meanwhile, RAI has set up a one-million lire (\$1,600) prize to be awarded each year to a young performer in memory of Mario Riva, Italian TV's most popular emcee, who died after a fall during a transmission of the "Il Musicchiere" Festival.

## Festival Notes

Any claim Naples may have had in the direction of displacing the San Remo Festival has been put to rest, since (using the same national pool procedure), the Naples June Song event attracted a total of 897,925 votes as against a 2,880,730 after the San Remo song nights. Each vote represented an investment of 16 cents with a chance at big winnings for those who picked the correct order.

Pesaro will be the scene of the Fourth International Tournament of Light Music July 30 and 31, with Italy, France, Germany, Holland, Sweden, Switzerland, Yugoslavia, Hungary, Iran, Belgium and Argentina in competition. Italy's group will include Luciano Tajoli, Jula de Palma, Nilla Pizzi, and Nunzio Gallo.

Jimmy Fontana, Joe Sentieri, Mara Del Rio and Georgia will represent Italy at the Third Festival of Mediterranean Songs at Barcelona September 23, 24 and 25, with France, Spain, Turkey and Greece being the other competitors. Armando Sciascia will conduct for the Italians. Graz, lots!

## Mexican Newsnotes

• Continued from page 22

manager, is presently in Spain and has already made arrangements to have the tapes of the Song Festival sent to Mexico. . . . Proveedora de Discos has several Kapp and Medallion recordings pressed at the factory of RCA Victor Mexicana. . . . At the studios of the same company, conductor-arranger Chuchito Zarzosa is recording two albums—one of Latin standards and another of Great Movie Themes—for the "Living Strings" series of Camden.

## Visitors

Carlos Julia, manager of Martinez Vela (distributor of Puerto Rico Records) visited his Mexican representatives, Peerless Records. He delivered tapes of his latest recordings on the Marvella label of Bunny Capo, Felipe and Davilita and Cheito Gonzalez. He will take back for immediate release in Puerto Rico the latest LP of best selling Juan Mendoza. . . . John E. Corvin, sales manager of Shure Brothers from Chicago, is in town, promoting sales of his microphones and pick-ups.

## AUSTRIA

## 2 New Versions Of Presley Hit

By FRED ZILLER  
Mollwaldplatz 1, Vienna

The Elvis Presley tune "I Feel So Bad" (RCA) has a good cover by young singer Harry Glueck on Polydor: "Ich find kein Bett" (I Find No Bed) with German lyrics by Ralph Maria Siegel. . . . Another German version, sung by Inge Larsen on Ariola, "Ich hab so Angst" (I'm So Afraid).

Philips is releasing the newest Doris Day song "Bright and Shiny" from "Do Re Mi." Also Paul Anka's newest, "Dance On, Little Girl."

Young Rene Kollo made his first disk singing "Dich gibts nur einmal" by Jerome Kern with German lyrics by Franz Anton. On the flip side Ulli Blecher wrote a new German lyric for "Hello, Mary Lou". . . . The Robert Stolz tune "Salome" may once more become a hit in a new version on Polydor by the Lucas Quartet. "Salome" has celebrated its 40th anniversary, and in that time some 2,000 different records and radiotape versions have been made.

An outstanding Freddy Quinn album, "Freddy auf hoher See" (Freddy on the High Seas), will be released as a result of fan requests, by Polydor. This LP was not in the original release program of the firm nor cataloged, but distributants made quite a demand for it.

Viennese hit composer Erwin Halletz has written two instrumental tunes, "The Prayer of an Angel" and "Erwin's Theme," arranged and directed by Peter Erwin, and produced by Walter Fr. Ruff, released by Nomar Records in the U. S. . . . Also a new Werner Scharfenberger song "Bleib bei mir" (Stay With Me) is scheduled for release by Mercury this month as a co-production between publishers Peter Schaeffers, Berlin, and Hermann Schneider, Vienna.

Percy Faith expected in Vienna on July 25 for a three-day stay as tourist, and to contact representatives of several record companies.

## New Teaching Use For 'Sound Books'

TOKYO—Although the "sound magazines" containing pages of vinyl that play on phonographs have not been too successful here, the companies sponsoring them have found a new and lucrative use for the technique. Asahi Sonorama Company, which published the local version of French Sonorama, and its competitor Kodama (Echo), each have been selling only about 50,000 copies per issue of their magazine, down from the 150,000 Sonorama achieved when it debuted about two years ago. But they and several other firms, including Nippon Victor, are expanding their activities in this market.

The expansion began when an edition of two volumes of beginners' piano music issued by Asahi Sonorama succeeded in developing an unexpectedly good sales return. The number of children to learn piano or harmonium with the help of these volumes showed this product's potential.

Having observed this phenomenon, Kodama has now announced a plan to publish 20 volumes of international music and has issued eight books up to now. Each book registered a sale of 50,000 to 80,000 copies.

On the heels of this successful venture, another outfit, Seirin Book Store, has disclosed a project to issue a 20-volume Japanese music library comprising classical, popular and folk music.

Nippon Victor Records also has started to distribute a similar vinyl sheet disk library recording Eng-

## BELGIUM

## Fonior Issues Biggest Releases

By JAN TORFS  
Juke Box Mag., Mechelen

As always, Fonior has the biggest releases of the week with "Brass Buttons" by the String-A-Longs (London), "Blue Tomorrow" by Billy Vaughn (Dot), "Yellow Bird" by Lawrence Welk (London), "Ole Buttermilk Sky" by Bill Black's Combo (London) "Weekend" by Eddie Cochran (London) and an album by fancy Spike Jones: "60 Years of Music America Hates Best." Issued, too, was Brenda Lee's "Dum Dum" and "Eventually" on Brunswick (from U. S. Decca).

## Jazz Festival

The Jazz Festival of Comblain-la-Tour, a small village near Liege, is an outstanding event in Belgium, and now of all Europe. On July 29 and 30, cameras of the Eurovision (all the TV stations of Western Europe) will spot the stars, and also the spectators sitting in the grass of a large meadow in front of a big wooden stage. When the Festival took place for the first time three years ago, organizer Joe Napoli made a jazz festival out of it. Napoli was an American soldier

wounded during World War II who received treatment at Comblain-la-Tour. To show his gratitude to these kind people, he organized in 1959 the first festival and got more than 10,000 enthusiastic boys and girls from all over the country.

Some 30,000 spectators are expected this year as the festival grows bigger and becomes more popular. There is still jazz with Kenny Clarke, but rock and roll and teen-age music is now on the program too. Even British film actress Diana Dors will participate. Among the stars will be Bud Powell, Bobby Jaspar, Rene Thomas, Stephane Grappely, Rita Reys and the Pim Jacobs Trio, the Roman New Orleans Band, for the jazz portions; Colette Dereal, Tony Sgarito, our famous Cousins and Diana Dors, for the music hall portions. Two other great show business stars are expected but their names are not being revealed, to keep them a surprise.

## NEW ZEALAND

## Foreign Distrib Net Has Bill Boyd Disk

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

Bill Boyd's new single "I Wanna Love My Life Away" will be made available through Philips to 72 foreign distributors. The boys have already chalked up some 7,000 sales for their last hit here, "Corinna, Corinna," and this one could be even bigger.

Tenny Bennett, whose hit "Clap Your Hands" is going well at present, has signed with HMV. . . . Gem Records seeking material suitable for their record club. . . . Gene McDaniels' hit "100 Pounds of Clay" has been banned by NZ Broadcasting Service after reaching third place on almost all local hit parades; reason, bad taste.

Octagon Records released the Canadian hit "Hand in Hand" by Bobby Curtola, also Vince Callahan's "World of Suzy Wong." Vince (now in England) had the top local hit here last year, "Bye Bye Baby." . . . Philips expects a lot from Tony Orlando's single "Halfway to Paradise." . . . Top Rank's "A Scottish Soldier" by Andy Stewart is making an impact, as is their Freddy Cannon hit, "Buzz Buzz A-Diddle It." . . . The Everly Brothers disking of "Temptation" going very strongly for Warner Bros. As yet it has had no air plugging.

Brunswick put out "Big Tiny Little's 20's" and Festival lead off with Henry Jerome's "Brazen Brass."

Disk Firms Seeking Material  
Norman Wright, Ltd., P. O. Box 3160, Auckland; Octagon Records, Ltd., P. O. Box 5593, Auckland; Gem Record Club, 12-14 Kitchener St., Auckland.

Octagon Records, Ltd., P. O. Box 3160, Auckland; La Gloria Records, Ltd., P. O. Box 3534, Auckland; Mascot Recording Studios, Box 5393, Auckland.

ish lessons of "Jack and Betty," which are in extensive use by high schools. Thus, the vinyl sheet disk business points to a new trend for the coming months; approximately two to three million copies are selling at the present moment.

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THRU RED CROSS

## Operators of Far-Flung Colorado Resorts Routes Offer Sage Advice

By **BOB LATIMER**

**FORT COLLINS, Colo.** — Before going into season resort operations, the operator should give a lot of thought to extra expenses and labor requirements involved, according to Les Beyers, here.

Beyers, who got his start in bulk vending, and expanded out into juke boxes and games 10 years ago, looks for a large percentage of his yearly gross from such famous Colorado resort communities as Estes Park, Grand Lake, and similar communities, which spring to life in late May or early June and close up tight by mid-September. Beyers has had as many as 60 spots as far as 100 miles away from his operating base in Fort Collins, including juke boxes, amusement machines and pinballs.

Using a station wagon and a pickup truck, he drives thousands of miles during the late spring in locating his equipment in widely separated lodges, roadside bars, resort hotels. He has even experimented with leaving machines on location the year-round in such spots as Estes Park, which is the largest mountain community within a fairly short drive of Fort Collins and which functions as the county seat.

Although the number of locations has been cut sharply in recent years, primarily by a drop in tourist traffic, Beyers has never considered going into more standard, single-city operations. The fact that some of his machines on location have broken all records in both the juke box and amusement machine field has had a lot to do with that, of course.

With around 30 locations now, Beyers feels that his equipment is well-balanced, from the standpoint of current economics, the number of tourists to be expected, and expenses.

### Balances Operation

The No. 1 requirement for tapping the lush resort-community market is to build a balanced operation, which means that no machine will be earning only half a year.

In Fort Collins, for example, Beyers' biggest and best location is the Student Union of the State Teacher's College, where during the summer there is only a smattering of the student body on hand. The machines which are in use in the Student

Union, and in many locations surrounding the college, make up the nucleus of the equipment which is moved to Estes Park and other mountain spots.

Beyers has gone out of his way to find spots which are profitable through the winter but which show little potential in the summer, simply because this change in season justifies purchase of other new phonographs and amusement machines which can be moved with the change of season without aggravating a location owner.

There are many spots which Beyers originally entered with the idea of single-season use, only to find that the machine paid surprisingly well during the summer, and were therefore left on location.

### Hauling Problem

Transportation expense is, of course, the single biggest factor, and involves such elements as using commercial freight haulers, where a large number of machines are to go to one spot. Frequently, this is no more expensive than hauling the machines one or two at a time in his own pickup truck. Beyers has frequently been aided in this connection by location owners who are shipping up supplies for their mountain restaurants, taverns, fishing and hunting lodges, and who don't hesitate to take along a few amusement machines and phonograph machines in the process.

Servicing, of course, means many long-distance drives, some of them at awkward hours, in order to keep a location owner and his customers happy. Beyers has managed to offset the emergency problem by extensive preventive maintenance before any machine is spotted. This cuts down the likelihood of unexpected breakdowns.

In some instances, a location owner can aid substantially in machine upkeep by making simple repairs and adjustments himself. However, there are far too few people in this category, Beyers reports.

### Co-Operation

The Colorado resort-town operator co-operates closely with Ben DeGarmo, another operator, who likewise treks into the mountains each spring and has approximately the same number of spots. It isn't unusual for DeGarmo and Beyers to service each other's machines, simply because one or the other happens to be in the area, when the emergency occurs.

(Continued on page 51)

## Milwaukee Ops Consider Resorts Too Much Work

By **BENN OLLMAN**

**MILWAUKEE**—The Beer City is literally surrounded by lakes and resorts. Dozens of vacation spots are within an hour's drive of the heart of town. But, with few exceptions, local music and games operators prefer to shy away from these locations.

The high costs of shuttling men and equipment several hours round trip from home base to these lake locations is prohibitive, most operators claim.

A handful of Milwaukee area operators, however, claim they find resort locations lucrative accounts. The top-earning locations, they say, are those that stay open all year around. Strictly summer locations are not rated as high on their de-

sirability lists due to the brief season that prevails here.

Gary Reier, Mukwonago, operates a fair-sized string of machines in the lake region, just southwest of Milwaukee. Business this summer, he says, is holding at a strong level. Both his year-around and summer spots are doing very well. Warm June weather has lured healthy vacation traffic from southern Wisconsin and Illinois. Beaches have been crowded and the lake resorts and cottages well tenanted.

### Extra Speakers

Reier encourages his resort locations to install extra speakers in the beach areas. Utilizing a half dozen speakers to pipe juke music out to the beach, says he, has

(Continued on page 44)

## RESORT OUTLOOK'S GOOD FOR MUSIC & GAME OPS

**NEW YORK**—Barring freakish weather, the nation's juke box and amusement machine operators should rack up a pretty fair season on resort locations this summer. That's the rough consensus of the regional reports furnished by BMW's corps of correspondents.

Locally, operators are buying new juke boxes for seashore locations and using older pieces, generally 100-selection, in the mountain stops. This pattern has been established because the shore locations are generally close to year-round stops, where the equipment can be shifted after Labor Day with a minimum of expense.

The mountain resorts, though, are generally quite a way from the 12-month locations, and city operators think twice before shipping a new box to a two-month location, then hauling it back.

Game collections in the New York area have been fair in resort stops, with shuffles accounting for the bulk of the business. State and municipal regulations rule out bingos and pins.

Elsewhere in the nation, collections seem to be doing better than a year ago. Dime play is pretty much the rule on juke boxes, and those old 78's which were fairly common on resort stops a couple of years ago are virtually extinct.

## Hot Springs Coin Trade Big

By **ELTON WHISENHUNT**

**HOT SPRINGS, Ark.**—This city of 35,000 in central Arkansas, which has several times its population in visiting tourists each year, has developed into one of the truly outstanding resort areas in the country.

The summer has brought a terrific amount of business to resort music and game operators here and the two top ones — J. Earl Gill, Gill Amusement Company, and Phil Marks, Phil Marks Coin Machine Company, report this summer tops any they've had in the past.

"Business is excellent," reported

Gill. Marks described it as "The best I've ever had."

Main business is in locations around three top lakes which draws thousands for swimming, boating, fishing, water skiing, dancing, etc. The lakes are Lake Hamilton, Lake Catherine and Lake Ouachita, a new man-made lake opened this year.

### Arcade Equipment

The equipment used at these resort spots is mostly the arcade type—shuffle alleys, bowling alleys, guns, kiddie rides, novelty pin games and phonographs.

Most of the customers are family groups. The adults bring their children and cater to their enter-

tainment. Thus the juke box programming is for them, and it's still rock and roll mostly.

The way Gill and Marks set up their resort spots is by taking a machine here and there from their route where there are two or three, because during the summer those year-round spots won't need all the machines.

### Back to Routes

After the summer resort season, some of their machines are stored, since few kiddie rides and guns are used on year-round locations. But most are spread back around over their routes. Relatively few have to be stored.

Hot Springs, which offers warm baths which are of value to some people with certain types of ailments, is getting more and more tourists each year, the Chamber of Commerce reports.

Not only do they have the popular baths, but horse racing in February and March each year, and the summer resort spots which draw people from all over the U. S., and even from foreign countries.

An example of the crowded situation there last week was reported by Allen C. Smith, sales manager of the vending division of Sammons-Pennington Company, Memphis distributors.

"I had a hard time finding a motel vacancy," he said. "The town is really going full steam."

Gill and Marks, on their summer juke box programming, use all 45's. "The 78's are dead and buried," said Marks. And the 33's are not yet available in sufficient number, but seem to be a coming thing, they agreed.

(Continued on page 53)

## No 'Resorts' in Calif., But Places Outside City Going Year-Round

By **SAM ABBOTT**

**LOS ANGELES**—Operators of music and games machines in so-called resort areas handle them the same as their city locations for the reason that Southern California has no "resorts" as those in other sections know them.

The fact that the area has no seasons is responsible for this general opinion as to the importance of resorts. There are, however, places outside of Los Angeles where people go—but it is hard to consider them "resorts." For instance, at Lake Arrowhead the summer draws crowds to fish, sail and swim and in the winter for snow spots—providing there is snow.

Jack Gutshall, who operates in the vicinity of Corona as well as in Riverside, San Bernardino and Orange counties, said he is looking forward to "better business" in the Lake Arrowhead and Big Bear areas, which may, by stretching the imagination, be called resort areas. Gutshall, a veteran operator, said that he programs his music machines the same as he does for city and fringe locations. He uses no special games but those that he operates for his run of general locations.

### L. A. Prices

Gutshall points out that merchants in the Lake Arrowhead and Big Bear areas charge "Los An-

(Continued on page 53)

## N. Minnesota Ops Starting Good, See Heavy Summer Collections

By **DON LYONS**

**MINNEAPOLIS** — Despite the fact that resort business in Northern Minnesota and Northwestern Wisconsin during June was spotty, most operators in resort locations report that business has been "excellent."

Bowlers and pool tables have been particularly good at the resort locations. Juke boxes continue to hold up well with no special type of programming being used. The selection of disks is much like the operators have been using in this city, St. Paul, Duluth and other large metropolitan areas.

Come Labor Day and the end of the season, most operators said

that they will move their newer equipment out on their routes and generally upgrade their equipment. The older games and juke boxes will be put in storage.

Most Minnesota resorts and operators and the resort areas expect to reel in a record business for this month and August. The prediction is based on an increase in inquiries at chambers of commerce offices and the resorts' own bulging reservation books.

The situation at Detroit Lakes, Minn., is fairly typical of the general optimism across the State.

"June was slower than usual, down perhaps 10 per cent," Tom Kennan, manager of the Detroit

(Continued on page 53)

## Top 4th of July Period Good Omen For Operators in Philadelphia Area

By **GEORGE METZGER**

**PHILADELPHIA**—If the Fourth of July weekend can be used as a barometer, this should be one of the best seasons at the resorts in a long while.

Almost every operator had the same reply on how things looked for this year: "Very encouraging."

Most of them said they use about 90 per cent new equipment at the summer stops and then pull it off at the end of the season and put it on regular locations. However, there were a few opera-

tors who said they still use old equipment at the resorts.

### Money Losers

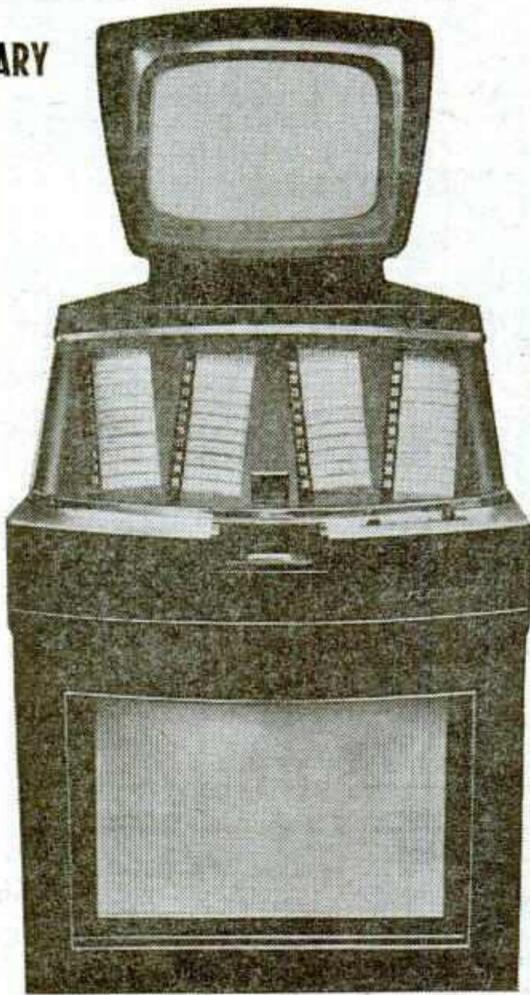
It was the general consensus that some games that did not click during the winter will go over big at the shore locations. The operators feel that a game the people might think is too expensive at home will be played by them when they're on vacation because they are conditioned to the fact they are out to have a good time, regardless of cost.

Take Bow-a-Rama for an exam-

(Continued on page 51)

# TOP DISTRIBUTORS WANTED for CINEBOX

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## Jet Age Catches Up With Southern Wis. Resort Ops; Folks Now Travel Farther

By NICK BIRO

CHICAGO — A steady diet of poor weekend weather has substantially curtailed what is normally a very profitable summer coin machine business in the Wisconsin lakes resort area here.

The inland lake region traditionally attracts a mass exodus of Chicago's boating, swimming and fishing enthusiasts in the four-month period between Memorial Day and Labor Day.

A number of local coin machine operators cater specifically to this trade, moving in equipment in the spring and taking it out when the cold weather sets in.

### Business Off

This year, however, a spot check of operators engaged in this business shows that the resort locations are off as much as 20 to 25 per cent, and with the exception of a good July Fourth weekend, business has been disappointing.

One of the most typical of the resort operators is Andy Hesch, A & H Entertainers, Arlington Heights. Hesch notes that his collections from the lake resort spots are off by about 20 per cent, and he thinks a combination of poor weather and the new toll roads are to blame.

"A poor Sunday isn't bad," he notes, "but when Friday or Satur-

day is bad, people just don't come up for the weekend, and with the exception of a good Fourth, our weekend weather has been bad."

### Weather Blamed

Hesch said he felt the weather was the No. 1 reason for business being poor. The other reason—the new toll roads — has resulted in people going farther and farther away from the city, he feels.

Up to a few years ago, he said, a 50 to 100-mile trip for a weekend was tops—it usually took several hours to make it, too.

Now with the toll roads, people can go twice that distance in the same time. Result is that people are going to the less populated distant spots, and the traffic in and around Chicago is off.

### Warehousing Problem

Hesch said the resort business can be profitable, but it has its headaches, too. "For one, we pull all our machines in by the end of September, and then we've got a warehousing and re-conditioning problem.

"Some of the machines we fix up, and put out on our year-round stops, others are traded in on new equipment, and still others just stored," he said.

After Christmas, Hesch again inventories his route, and starts getting equipment ready for the sum-

mer spots, which usually get started around Memorial Day.

He said he rarely, if ever, keeps equipment in a resort location all year round. For one thing, there is no heat, and the equipment deteriorates from cold and moisture or is broken or stolen.

For another, locations don't feel the equipment is worth too much if the operator is willing to leave it there all winter. "If we bring it into the shop and clean it up, the location is happy," Hesch said, "even if he gets the same piece of equipment back next year."

### Programming Tricky

Programming in the resorts is very tricky. Hesch has found that a predominance of kids has meant he has to be even more careful to furnish the latest hit tunes, "even more so than in our year-round spots, where the adults are happy to settle for some of the older favorites."

"Another thing that has given us a little competition," he adds, "is the transistor radio. It's surprising how many kids, and adults, too, carry these radios around with them, glued to their ear. Where before they used to come in off the beach, buy a drink and a sandwich in a spot, and play the juke box, they now come in to eat and drink, but carry the radio with them to the counter or table."

## Michigan Business Depends On Locality

By HAL REVES

DETROIT — Resort business here is spotty. In Central Michigan, near Mt. Pleasant, operators have talked of "the best business in their history." Growth of population is a big factor here—largely city people investing in summer homes in this growing section. Thus, building of 300-400 new cottages is reported in the past two years at two lakes near Clare—and these new families mean better play on games and juke boxes.

But in the Blue Water section around Port Huron, where summer resorts are a major factor, business is reported down 25 to 50 per cent by operators—with no apparent reason discernible. People just don't seem to be spending.

Significantly, Donald J. Ruffles of Miller Newmark Distributing reports that games seem to be holding their own better than music. However, William Oliver of Pontiac Amusement Company, with a mixed route, reported business on both music and games about 20 per cent ahead of last year—as a result of better weather than the cool early months of the 1960 season—chiefly in the South-eastern lake areas.

### Walled Lake Park

Probably the largest resort location in the region is the Walled Lake Park arcade—which is running 10-15 per cent ahead of 1960 compared to a general drop in coin business here. This location houses some 75 games. A sailing arcade on the Aquarama, running to Cleveland and on lake cruises, is running better than last year also, with a specially captive audience.

Resorts are getting modern music equipment, operators concur. Typically, there are no 78's found even in resorts. One informed operator estimated them at less than 2 per cent. However, there are a fair number of converted machines or those models with 45-78 optional equipment still in use—but now playing 78's only.

Programming for resorts is reported here to be much like that for nearly comparable city loca-

tions. One comment turned up is that "this just follows the trend back to better music," while operators noticeably cater to teenage tastes more in the resorts, with less of the conservative melodies. In selections, Oliver, for instance, says he follows the BMW Hot 100 reports very closely.

In general, operators are using precisely the same kind of games on resort sites as on permanent locations. The only important differences appear to be caused by local regulations—municipal ordinances, such as the Detroit rule against pinballs or any games with balls under glass in general.

Operators have found here that bowling alleys offer probably the

best opportunity for a balanced route with resorts. They tend to be closed in the summer, and the games can be taken out of them and placed at the lake and resort spots, then moved back in the fall.

This transfer balance is working out very well for a number of operators in this section. Otherwise, operators frequently store their resort pieces until the next season or place them on city locations in a program of route expansion.

Others, like Oliver, try to plan trade-ins or junking of equipment at the end of the resort season so that the games inventory will carry as high a per cent of active profit-earning games on location as possible at all times of the year.

## Resorts Are Too Much Work

• Continued from page 43

boosted takes in each of his locations.

"It has helped some of these spots develop a bigger beach trade than they had before," he says.

All of Gary Reier's locations are on dime play, and he places strong emphasis on stereo juke box equipment. "There's no question about dime play in a resort spot," says Reier. "After all, the people who come here are on vacation and anxious to have a good time. They aren't shopping to save a nickel."

The list of operators here reporting success similar to that of Reier is, however, a dwindling one. A careful check of operators reveals that only about a half dozen Milwaukee firms make a consistent effort to work the nearby lake spots. Most of them prefer to concentrate their effort in Milwaukee County.

### Service Costs

They give this reason: it is too expensive to service equipment in resort spots. Considering the cost of route personnel wages, trucks, games, juke boxes, the short season and the unpredictable weather, it doesn't pay to service a strictly summer location.

Says Carl Betz, P. & P. Distribu-

ting Company, "It used to be possible to put an older model machine in a summer location and they would be satisfied. But no more. They want the latest equipment—whether the receipts warrant one or not."

The only way to make a summer resort route pay off, says Betz, is to concentrate within a specific area to keep overhead down.

### Standard Games

What about games? According to Reier, "We don't use anything unusual or novel. But we get good results with ordinary shuffle alleys, pool tables and baseball. Towards fall, gun games begin to get a lot of action—particularly in the year-around spots."

Sam Hastings, Hasting Distributing Company, notes that his firm has cut down its resort coverage. He operates a few all-year locations on nerby Pewaukee Lake. "We don't take any more summer spots," he says. "Why look for ways to lose money?"

Also in agreement with Hastings, is Harold Sommerfield, Southern Novelty Company. "In order to make out with summer lake locations, you've got to keep a man on it full time. We've got enough work in town to keep us going."

# THE MUSIC IS PERSONALIZED AT



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Sing a Song with **KNUCKLES O'TOOLE**

(Grand Award)

WEEK OF JULY 24

Great Hits **MILLS BROTHERS**

(Dot)

# AMI to Distribute 33-Stereo Packages

By NICK BIRO

CHICAGO—A series of seven-inch, stereo, 33-speed album packages specifically designed for the juke box trade is being brought out by AC Automatic Service and will be available through AC's AMI juke box distributors.

So far some 12 record companies, representing some of the top names in the artist and recording field are co-operating in the plan. AMI indicated that additional diskeries are expected to join in the program shortly.

Record companies signed to date include ABC Paramount, Capitol, Columbia, Coral, Decca, Everest, King, Liberty, London, Mercury, Octave and World Pacific.

### Top Artists

Most of the participating diskeries have assigned singles produced by their top artists to the plan.

Basically, the plan is simple. Each album package will contain five records by a particular artist, plus title strips, and will be available to juke box operators for \$3.

The promotion, known as Top Talent Tunes, is currently being set up with all AMI distributors. The plan has been described as permanent by AMI officials. "There will be no restrictions as to time the records will be available."

### Scarcity

AC Automatic Service officials indicated the move is being made because of the "scarcity of seven-inch stereo, small hole, 33-speed records which are needed by the juke box industry."

Program material, AC Automatic officials say, has been specifically selected with juke box locations in mind.

The albums will be packaged with a "slick" album cover specifically designed for display in AMI's new Continental 2 juke box title case area.

Additional details of the plan will be announced later. Currently, Dean McMurdie, AC Automatic official, is in New York negotiating with additional record companies.

### Artists

Albums by the following artists are already a part of the plan: ABC Paramount, Ray Charles; Capitol, Peggy Lee, Ray Anthony, Nat King Cole, Four Freshmen, Pee Wee Hunt, Frank Sinatra, Kay Starr, Hank Thompson, Paul Weston.

Columbia, Ray Conniff, Mitch Miller, Brothers Four, Johnny Mathis, Marty Robbins; Coral, Pete Fountain, Big Tiny Little, McGuire Sisters; Decca, Kitty Willis, Ernest Tubb, Red Foley, Webb Pierce, Goldie Hill, Brenda Lee.

Everest, Los Espanoles, Gloria Lynne, Gordon Jenkins, Russ Morgan; King, Hank Ballard, Bill Doggett, Earl Bostic; Liberty, Gene McDaniels, Julie London, Martin Denny, Bob Willis-Tommy Duncan; London, Bill Black's Combo, Ted Heath and His Music; Mercury, Sarah Vaughan, Dinah Washington, Patti Page, Buddy Morrow; Octave, Erroll Garner; World Pacific, Les McCann.

### Like Seeburg

Basically, the program is similar to the "Artists of the Week" program being offered by Seeburg. Both plans attempt to make available for juke box operators a wider variety of music than heretofore has been sold on 12-inch 33 albums only.

The thinking behind it is this. Through the years, singles production has been aimed more and more at the teen-age audience with adult music being placed on 12-inch LP's.

Juke box operators have complained that good adult music—old standards, jazz, classical, slower pop ballads—are in short supply on 45 singles. Record companies have countered that since singles are bought primarily by youngsters, the music is logically aimed at their tastes.

### Adult Buyers

One of the main ideas behind introduction of 33 singles has been the attraction of adult buyers, who now could play singles without changing spools on their home record players.

Also behind the AMI plan, however, can be seen an increasing awareness by record companies of the importance of the juke box market.

Last week three major labels, one independent and two German diskeries, almost simultaneously disclosed that they were gearing a substantial part of their singles output for the juke box market (BMW, July 7). Both 33's and 45 singles were included.

### Juke Market

According to BMW statistics, some 500,000 juke boxes in the nation today account for some 45 per cent of the singles market.

Record people reason that if this is so with the current, primarily teen-age-oriented fare, the juke box market for disks can be expanded even more if adult music is available.

## Indiana Operators May Get Some Relief From Heavy Pressure on Location Loans

By JOSEPH KLEIN

INDIANAPOLIS—Relief from pressure for loans may be available to Indiana operators in the regulatory powers of existing State governmental agencies.

That possible solution to what appears to be a major problem of the Hoosier operator is being explored as the pressure for loans and gifts mounts in all sections of the State.

Operators of limited means are reporting their fears of early extinction unless the cash premiums for locations are stopped.

### \$3,000 Loan

In one of the State's communities, one affluent coin machine firm has 80 per cent of the stops, acquired largely through gifts and loans. As much as \$3,000 is said to have been paid for a single juke box location.

Monopolism is but one of several results of the practice. Others are:

1. A drain of the operator's resources to a point where he becomes incapable of meeting payments for equipment.
2. Impaired rating at banks as he overdraws upon his credit and resources to meet the loan-and-gift demand.
3. A slowdown in the purchase of new equipment.

### Legislation

Conceivably, legislation could bring a solution of the problem, but laws are not easy of enactment. Furthermore, the Indiana General Assembly, having met this year, is not to meet again until January, 1963.

Indiana cities are without the

power to adopt ordinances regulating loans of any kind.

But while relief at the legislative level is difficult to obtain, the baffled operator may find helping hands at two other echelons of the State government. One of these would be the Indiana Alcoholic Beverage Commission, the other, the Indiana Department of Financial Institutions.

Both of these bodies are vested with authority to promulgate regulations.

Both have vast and almost un-

(Continued on page 50)

## Seeburg Picks New-Way Sales As Ont. Distrib

CHICAGO—Seeburg last week named New-Way Sales Company, Toronto, headed by Jerry Janda, its distributor for Ontario, Canada. The move amounts to another trading of distributors between Seeburg and Automatic Canteen Company of America, parent company of AC Automatic Service which handles AMI and Rowe equipment.

New-Way was a former AMI distributor but was displaced when Canteen recently acquired R. C. Gilchrist, which formerly handled Seeburg throughout Canada.

Seeburg immediately named Daniel A. Musement Company, Montreal, former AMI distributor, its new outlet in Quebec, and is now naming New-Way for Ontario.

New-Way's president, Jerry Janda, has been a leading Canadian distributor for almost 10 years. In addition to Seeburg, he handles Gottlieb, Williams and Midway products.

The company plans to expand its sales force and will soon open a one-stop in conjunction with the juke box distributorship.

Personnel include Gunther Homan, vending sales manager; Bob McIntosh and Albert Le Gauld, juke box, background music and games salesman; Ken Burbridge, service manager, and Jerry Janda, Jr., who recently joined the company to oversee the parts, shipping and receiving department.

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## 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.

BOLL WEEVIL SONG AND THOSE EYES	BROOK BENTON Mercury 71820
DUM DUM AND EVENTUALLY	BRENDA LEE Decca 31272
TOGETHER AND TOO MANY RULES	CONNIE FRANCIS MGM 13019
TRAVELIN' MAN AND HELLO MARY LOU	RICKY NELSON Imperial 8741
THE SWITCH-A-ROO AND THE FLOAT	HANK BALLARD AND THE MIDNIGHTERS King 8510
I'M COMIN' ON BACK TO YOU AND LONELY LIFE	JACKIE WILSON Brunswick 85216
DON'T BET MONEY HONEY AND STARLIGHT, STARBRIGHT	LINDA SCOTT Canadian-American 127
THE WRITING ON THE WALL AND POINT OF NO RETURN	ADAM WADD Cood 850
YOU'LL ANSWER TO ME AND MOM AND DAD'S WALTZ	PATTI PAGE Mercury 71823
WHAT A SWEET THING THAT WAS AND A THING OF THE PAST	SHIRELLES Scepter 1220
IT KEEPS RAININ' AND I JUST CRY	FATS DOMINO Imperial 8733
MY CLAIRE DE LUNE AND IN TIME	STEVE LAWRENCE United Artists 835

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## BILLBOARD MUSIC WEEK

THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

# EUROPEAN NEWS BRIEFS

## Seeway Boosts Coin Shipments

ANTWERP—This European coin machine crossroads is receiving a record amount of St. Lawrence Seaway traffic, the third seaway shipping season. It is estimated that around 250 units weekly are arriving here from Great Lakes points. Thanks to the seaway, Cleveland has become one of the best-known U. S. coin machine exporting points here on the Continent. The volume of traffic since opening of the seaway season in May indicates that Great Lakes shipments to Antwerp will rise at least 50 per cent this year. Some vessels have been assigned almost entirely to the seaway-Antwerp run, one of the examples being the Makesjella, a 10,000-ton cargo ship. The seaway has put Great Lakes firms in a strong competitive position with those using New York, Baltimore and Boston harbors.

## Loewen Awards 4 Medals

BINGEN, West Germany—Loewen-Automaten, the sales arm of the NSM phonograph and payout machine manufacturing company, has awarded gold medals to its top four wholesaler affiliates. Loewen's top wholesaler in 1960 was Heinz Kaestner, Kassel, proprietor of the firm Westav, Rothelmschausen, followed by the firm Schmitz and Gerdes, Cologne. Two firms shared third-place honors: Globus, Frankfurt; and Kuepper, Stuttgart. Awards were presented by the two co-owners of NSM-Loewen, Gert Schulze and Herbert Nack.

## Dutch Ops Wage 'Truth' War

ROTTERDAM—Dutch operators are waging a "truth" campaign aimed at spiking irresponsible reporting in newspapers and magazines over the coin machine industry. Operators have organized "truth squads" whose members check all such reporting for accuracy. Where the accounts are based substantially on fact, the operators take corrective action. But where the accounts are distorted, misleading or exaggerated—as is usually the case—the operators demand that the offending publications print retractions or corrections. The operator "truth" approach is tactful and friendly—but firm. Operators counter exaggerated reporting by insisting that the publication document its story. Publications are reminded that press freedom also means responsibility and integrity.

## German Target Game Bows

ASCHAFFENBURG, West Germany—Automaten-Kiendl of Aschaffenburg is manufacturing a new target game, Olympia, which is designed especially for taverns. Olympia is housed in a compact case ideal for cramped bistro areas. It fires six shots and has an automatic scoring mechanism. It has been designed especially for siting near military troop training areas, where target games outrank pinballs in popularity.

## Bergmann Debuts New Box

HAMBURG—Bergmann is introducing its new model Symphonie, the 200 selection D. The Symphonie 200 Stereo D is being promoted as an economy box "in luxury format." It is designed for prime locations and has a rugged, easy-to-maintain mechanism. Bergmann contemplates a big export program for the new Symphonie, which will compete in the big-box economy class. The Hamburg concern is a postwar German pioneer juke box producer and the major producer of an all-German big box.

## Coin Machine Tourism

GARMISCH-PARTENKRICHEN, West Germany — Coin machine tourism is being successfully introduced on a nationwide scale this season in West Germany. Coin-operated tape recorders are replacing guides in all museums, castles, scenic areas and historical monuments. The automated guides have the advantage of speaking up to six languages per machine, a lever setting enabling the tourist to pick his lingo. It is estimated that 3,500 automated guides have been sited in West Germany this season. Coin telescopes and binoculars have become standard rubbernecking paraphernalia at all scenic sites. The Germans have discovered that almost any tourist lure can be embellished with optics. This is particularly true of the Iron Curtain, where approximately 2,500 coin telescopes are sited along the 750 miles of Curtain from Luebeck, on the Baltic, to Passau, on the Danube.

## British Set Pizey Case

HAMBURG — British authorities are inviting claims by German exporters against Claude Wallace (Eddie) Pizey, self-styled "king of the juke boxes." Pizey is charged with fraudulent dealing in juke boxes. In one deal under investigation Henriques Coolen, a Belgian businessman, supplied 25 juke boxes to Pizey on rental and Pizey allegedly sold 13 of them. When Coolen pressed Pizey for payment, according to Michael Havers, the prosecutor at Ipswich where Pizey is in custody, "Pizey hit upon a simple method of keeping him (Coolen) quiet by selling a cafe that didn't belong to him, for \$27,000." The cafe actually belonged to Pizey's brother-in-law. In return for the cafe Coolen received \$400 in cash and turned over to Pizey 254 juke boxes. British authorities are investigating reports that this was merely one of a series of juke box frauds engineered by Pizey in England and on the Continent.

# Harry Williams Takes Over Southland Eng.; Starts Route

By SAM ABBOTT

SANTA MONICA, Calif.—Veteran coinman Harry E. Williams has assumed ownership of Southland Engineering, Inc., succeeding D. W. Price, founder and president.

Williams said that in addition to owning 100 per cent of the stock in the Southland company, maker of the Western Trails traveling horse ride, he had organized Coin Operated Products Company (COPCO), which is being incorporated in California. Williams is the vice-president with R. E. Ryan, president. He is head of a construction company which built the Disneyland Hotel.

"We have completely redesigned and re-engineered the Western Trails horse," Williams said. "We have also formed our own

operating company in Southern California (COPCO) and have closely watched the performance of the product since May. At this time, we are in a position to deliver Western Trails with a warranty for one year."

### Replacing Equipment

Williams said that he was recalling the Western Trails and replacing them. He explained that since he assumed leadership of the company the action of the horse had been changed, National slug ejectors used as standard equipment, and a new platform construction has been installed.

Asked if there would be any change in the distributorships, Williams replied that the matter was now being studied and re-evaluated.

In addition to the Western Trails

horse that travels 28 feet, Southland is now testing a small model that operates in less space.

### Own Patents

Price, contacted at his home in Los Angeles, said that he planned to continue his vacation through July and that he had a "couple of ideas in the works." He added that he still owned the patents to Western Trails with final papers having recently been issued by the United States and Canada. He declared that he expected clearance from foreign countries within the near future.

Frank Mencuri, who was sales manager, was reported in Chicago. Gene Wasson, sales engineer with AMI before joining Southland nearly a year ago, now heads the engineering and production department under Williams.

Williams has been in the coin machine field for nearly 35 years and was a co-founder of United Manufacturing Company. After selling his interest in this firm, he organized the Williams Manufacturing Company in Chicago. He sold this firm two years ago.

He has been a California resident since 1921. When he was interested in the Chicago plants, he made frequent trips there. Upon assuming his new post at Southland, Williams said it was like a "dream" to live on the West Coast and have the plant practically in his "back yard."

## Ghana Leads New African Nations as Coin Importer

ACCRA—Ghana has emerged as the leading African importer of coin machines among the recently independent States.

Figures just released put this country's grand total of coin machine imports at \$6,250,000, of which juke boxes accounted for \$2,750,000; games and payouts, \$1,375,000; and vending equipment the remainder.

However, little of this amount remained in Ghana. Around 70 per cent of the total value was re-exported to neighboring African States.

Ghana has become the hub of the coin machine trade on the African West Coast, which includes most of the newly independent African nations.

It is reported here that Kwame Nkrumah, the Ghanaian leader, is

personally encouraging the importation of coin machines. Nkrumah is pushing automatic merchandising as an aid to development of the country's economy.

Phonographs have an important role in Nkrumah's efforts to provide wholesome entertainment for villages in rural areas. The Ghanaian leader is sponsoring juke box sites in community recreation centers in such areas.

Accra has become not only a coin machine transshipment point for the African West Coast and much of Central Africa, but also a servicing center. It is fairly common to fly technicians from this city to remote areas in the neighboring countries on service missions.

Disk shipments move almost entirely by air, Africans having become amazingly top-tune conscious.

## Iowa Ops View Rowe-AMI Line

DES MOINES—A good turnout of local operators attended a showing of the AMI juke box and Rowe cigarette machine staged by Atlas Music Company of Chicago here last week. Previously Atlas held showings for Iowa operators in Cedar Rapids and Davenport.

The Des Moines show was held at the Fort Des Moines Hotel, July 11-12, and hosted by Ed Ginsburg, Irv Ovitz, Bill Phillips and Gene (Smitty) Smith. Additional shows will be held in other parts of the State.

Attending the Des Moines fete were Julius Epstein, Jack Woods Jr. and Sr., Paul Nelson, Willard Sanders, John and Ted Stamatelos, Jack Devore, all of Des Moines; Les Chapman, Carroll; Ted Welch, Centerville; Leo Miller, Cedar Rapids; and Bill Garrett, Oskaloosa, all of Iowa.

## Am. Shuffleboard Names Tri-State

MANCHESTER, N. H.—Tri-State Amusement Company, a new distributorship, is being set up by Ed Martell here. Tri-State will handle the American Shuffleboard and Kaye Pool table lines.

Martell will also remain as treasurer and manager of Tri-State Engineering Company, long-time firm here.

Officials of Tri-State Amusement are Martell, president and treasurer; Joe Cote, George Gelinis and Ed Martell, directors.

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UNITED'S  
BOWL-A-RAMA**

**Welcome Everywhere**

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MANUFACTURING COMPANY**  
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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.

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VICTOR 2000  
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**MANDELL GUARANTEED  
USED MACHINES**

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

**MERCHANDISE & SUPPLIES**

Pistachio Nuts, Jumbo Queen, Red	.75
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulp	.63
Pistachio Nuts, Vendor's Mix	.63
Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.70
Cashew, Butts	.60
Peanuts, Jumbo	.42
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.32
Rainbow Peanuts	.32
Boston Baked Beans	.32
Jelly Beans	.28
Licorice Gems	.28
M & M, 500 ct.	.47
Hershey-sts	.47

Rain-Bo Gum, 72 ct.	\$ .32
Malt-ette, 100 ct., per 100	.25
Rain-Bo Ball Gum 140 ct., 170 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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

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This capsule vendor is truly the most accurate on the market. Handles all size capsules without "skipping," breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with  
5c, 10c  
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Mechanisms

**STAMP FOLDERS, Lowest Prices, Write**

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**NORTHWESTERN  
SALES AND SERVICE CO.**  
MOE MANDELL  
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Longacre 4-6467

**There's Market for Old  
Machines, Op Discovers**

DENVER—Here's an idea for selling off bulk machines too old for use on the route, as developed by Paul Erlangson, part-time bulk route operator in Denver.

"I sell them to business firms who have anywhere from 12 to 40 employees," Erlangson said, "such as appliance stores, warehouses, distributing plants, etc., which normally would not make up a worthwhile location for my own route purposes. The idea is that the business firm can use a peanut or gum vending machine for building an employees' fund for picnics, credit unions, illnesses or other emergency needs.

When the machine is mounted on the wall where all the employees can see it regularly, and vends something universally liked such as salted peanuts, bridge mix, ball gum, etc., it will empty fast, and the employees' fund grows accordingly."

A typical example of Erlangson's thinking along these lines is Downing's, a large combined hardware and appliance store in mid-town Denver. Here an old Kandy King peanut vender which Erlangson believes to be more than 40 years old, vends over eight pounds of peanuts per month, 99 per cent purchased by appliance salesmen, stock clerks and occasionally by executives.

The store's customers have very little to do with the turnover of the machine, since it is located back of the salesmen's desk area at the rear of the store.

Erlangson supplies the peanuts, visiting the store once a week to determine that the peanut stock is fresh and eye-appealing. Every cent removed from the machine (by the management) goes into a fund which is spent on a summer picnic and a winter outing for the employees. In this way, all personnel have a double reason to patronize the bulk machine, and most of them do so appreciatively.

Erlangson has sold over a hundred such machines to businessmen in his city, always operating on exactly the same plan. He has found that office managers, for example, who don't want to be bothered with a vending machine operation on standard terms will unhesitatingly accept the "employees' fund" suggested and usually are glad that they did.

He usually receives anywhere from \$20 to \$35 for the machines, and where the businessman doesn't want to part with that amount, Erlangson simply makes collections from the machine, operating it on standard basis until it is paid for. In this way there is "nothing to lose" for anyone concerned, and machines which might otherwise be broken up for parts or simply junked are sold at an amount which makes a healthy difference in the year's volume.

**Vending Exhibit Set  
At Sanitation Meet**

CHICAGO—The nation's health experts got the low-down on the vending industry at a special exhibit at the 1961 convention of the National Association of Sanitarians, July 11-13.

A vending exhibit sponsored by the National Automatic Merchandising Association featured sanitation materials and a demonstration on hot beverage vender.

The exhibit at the sanitarian's conclave is just one of many year-round vending-public health educational projects undertaken by NAMA, according to Everett Newcomer, NAMA public health committee chairman.

**Other Projects**

In the past several weeks, reports Newcomer, NAMA has been active in such projects as a training school for Philadelphia Health Department sanitarians; a vending presentation before the Chicago Public Health Engineers Club; a public health-sanitarian training school sponsored by the Wisconsin State Board of Health and University of Wisconsin and attended by more than 50 State and local public health officials; an Ohio State Board of Health sponsored food sanitation "short course" which included a full day on vending sanitation; a training school for the Indiana Association of Sanitarians, and another training school for Northern Illinois sanitarians.

In August, David Hartley, NAMA public health counsel, will give a review of the progress of vending-sanitation programs and new developments in vending at the 1961 meeting of the International Association of Milk and Food Sanitarians, Newcomer said.

**Canteen Sets Up 4  
Regional Offices**

CHICAGO—Automatic Canteen Company of America has established four new regional sales offices for its food vending division in New York, Detroit, Atlanta and San Francisco. Canteen formerly had an office in New York's Chrysler Building, and the new branch is the first regional sales office in the area bearing the Automatic Canteen Company name. The new Atlanta office replaces the former office in Louisville.

**Bob Graff Building Up  
Denver Bulk Business**

DALLAS — Bob Graff, large-scale bulk operator from Dallas, is substantially expanding his interests in the Denver area, having installed scores of dime-operated ring, charms, and novelty venders. Most locations are in drugstores throughout the Southwest Denver area, where the city's highest concentration of children is to be found.

**NAMA Supports  
Vending Library**

CHICAGO—A library of automatic merchandising, established last year at St. Louis University, will receive the support of the National Automatic Merchandising Association.

Thomas B. Hungerford, NAMA executive director, said that funds will be provided to continue the work already started in making this unique library the most up-to-date collection and research center of our industry."

Housed in the new \$4,250,000 Pius XII Memorial Library at the university, the special vending library was activated initially with a personal donation of \$5,000 by Thomas B. Donahue, NAMA president. This fund was used to acquire and maintain an industry-wide book collection, including the retailing applications of automatic merchandising, history of the industry, the manufacture of machines and other technical phases. Hungerford expressed hope that

(Continued on page 49)

**FTC Hits 'Deceptive  
Offers' by Minn. Firm**

ROCHESTER, Minn. — The Federal Trade Commission has charged Interstate Merchandisers of this city with using deceptive offers and misrepresentations to sell its vending machines and the merchandise they vend.

The complaint said the real purpose of the firm's advertising is to sell its products, and "not to offer jobs as implied." Also, it said, "it is not necessary to own a car or to furnish references to buy the product. The only requirement is the purchase price."

**TIKI EVIL  
EYE IDOL**

Authentic! Mystical!

Casts all evil away from those who possess it!  
Brings Good Luck to the wearer and to your machines.

Available in assorted two-tone colors.

Vends perfectly in all machines.

**Only \$12.50 per M**

Labels available.  
Order from your distributor or:

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55 Leonard St., N. Y. 13, N. Y. COrtlandt 7-5147-8

**OAK'S  
25c or 50c SANITARY VENDOR**

The machine that will bring in extra profits for smart operators is this new Oak Vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

25¢ mechanism \$29.50  
50¢ mechanism \$31.50

Sanitary Products, \$3.50 per fill  
1/2 deposit required, bal. C. O. D.

Write for complete catalog of new and used machines, bulk merchandise and charms.

**Rake Coin Machine Exchange**  
609-A Spring Garden St.,  
Philadelphia 23, Pa. **Walnut 5-2676**

**Dasco to Display  
Line on W. Coast**

SAN DIEGO, Calif. — Showings of the Dasco line of venders will be held in Los Angeles and San Francisco, according to F. N. James Jr., executive vice-president of the recently formed Dasco Vending, Inc., for California.

James said the line includes vending machines for film, insurance and nylons. The Los Angeles showing will be at the Ambassador Hotel August 10, 11 and 12. The San Francisco showing will be held August 17, 18 and 19 at the Jack Tar Hotel.

**DONRUSS BALL GUM**

Price of Chile Gum in our June 19, 1961, Billboard ad should have read: 140 Ct. Chile Gum, 35¢ lb.

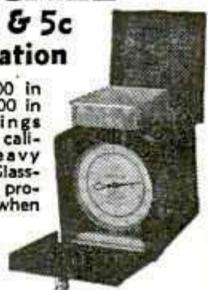
**DONRUSS GUM DISTRIBUTORS AND JOBBERS** for N. C., S. C., East Tenn. and other areas.

**GASTON CAROLINA SERVICE**  
Box 627, Gastonia, N. C.

**Great Time Saver  
COIN  
WEIGHING  
SCALE**

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

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



**\$22.00**

**Complete With Sturdy  
Carrying Case**

**ORDER TODAY**

1/2 Dep., Bal. C.O.D., F.O.B. N.Y.

Distributors, Write for Prices.  
**J. SCHOENBACH**

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

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THE  
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**SHAKES & WIGGLES**

Write for price list and full sample line.

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

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Fill in coupon, clip and mail to:

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1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
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More vending men in all phases of the industry are using the money-saving, money-making ideas in VENDOR every issue—to insure profits—to be up to date on every important development in the field.

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

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1 year \$5  3 years \$11

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There's nothing Better you can use as FILL.

Appeal High, Price Low.

Samples on Request.

**SAMUEL EPPY & CO., INC.**

91-15 144 Place, Jamaica 35, N. Y.

**OPERATORS STAY OUT IN FRONT—Receive...**

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

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

Write Today.

**Northwestern CORPORATION**

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Phone: WHitney 2-1300

**Memphis Vending Robberies Solved**

MEMPHIS — Squad car deputies were credited last week with solving a series of thefts from vending machines in automatic laundries and service stations in which the loot totaled several hundred dollars.

Chief Deputy John L. Carlisle said eight boys ranging from 13 to 17 years old were charged with burglary and larceny. They were turned over to Juvenile Court authorities, he said.

Carlisle said cigaret, candy and drink vending machines owned by operators were robbed of varying amounts.

Local operators have had a crack-down drive going for a year and a half on coin machine burglars. Burglaries have been sharply reduced since a coin machine committee obtained co-operation of police for closer patrol, more still watches and use of a powder on some machines which will produce a purple color on the burglar's hands.

**Exhibitors Named For MOV Confab**

VIRGINIA BEACH, Va. — General Vending, Roanoke Coin Machine Exchange, Pat's Record Shop and the Cavalier Coin Company will display equipment at the annual convention of the Music Operators of Virginia, to be held here August 11 and 12.

A. P. Loudon, MOV president, said business meetings will be held to a minimum, as most of the activity will take place in the hospitality rooms and at the beach club. Name bands will provide music for evening dancing, and a full schedule of swimming and fishing is on tap.

**Denver Phono Ops Enter Bulk Trade**

DENVER — Robert Rothberg and Don Akins of Continental Music Company here are completing installation of bulk vending machines in 33 Safeway Super Markets throughout the Denver area.

As the only major juke box firm to go into bulk vending, their results will be closely watched by the Denver music and game operating fraternity. Standard types of fill are being offered, including confection mixes, ball gum and nuts.

**Vending Trade Group Extends Conference**

CULVER CITY, Calif. — The first conference of the National Automatic Vendors' Trade Association set for September 2 at the Lafayette Hotel in Long Beach, is being extended a day. B. J. (Bob) Grenier, founder of the organization, said.

Grenier also said that the program for the original one-day session on Saturday will remain the same with the exception of the dinner at the Reef and the boat ride. These will be held on Sunday (3) with the Saturday festivities ending with the luau. A board of directors meeting will be held on Sunday evening.

**NAMA Supports**

Continued from page 48

all companies in the industry would continue to help the library by sending pertinent material to James V. Jones, director of libraries at the university.

The vending industry is one of the very few groups in America to have their own library.

The NAMA board met June 22-23 at White Sulphur Springs, W. Va.

**Vending Machine Repair School May Be Instituted in Los Angeles**

LOS ANGELES — Classes in vending machine repair may be instituted at the Los Angeles Trade-Technical College here, according to a survey of the industry now being made by the California State Department of Employment.

The study is being conducted by Franklin R. Johnson, dean of instruction and curriculum, in answer to requests from prospective employers to have such a training program.

Mrs. Margaret F. Hamilton of the Department of Employment, said that returns from the survey are now being compiled. She said that such classes would be instituted if the need is shown. A probable starting date is February.

Mrs. Hamilton said that she ex-

**NAMA Board Holds W. Virginia Meeting**

CHICAGO — Equal representation on the National Automatic Merchandising Association board of directors was a prime topic of discussion at that group's recent meeting in White Sulphur Springs, W. Va.

Passed unanimously was a motion to "assure equal representation of independent operators and national or regional operating companies and equitable representation of manufacturers and suppliers" on the board of directors.

Charged by the board with responsibility to secure this representation is the new 1961 Nominating Committee. Members include Carl Millman, chairman, Automatic Merchandising Corporation, Milwaukee; Jack Burlington, The Vendo Company, Kansas City, Mo.; Marcus Kaplan, VCS Automatic Vending Company, Roanoke, Va.; J. Richard Howard, Howard Vending Service, Inc., Indianapolis, and James W. Vipond, D & B Distributors, Inc., Scranton, Pa.

**Election**

Nine persons will be elected to the board this October and will take office January 1, 1962, according to Thomas B. Donahue, NAMA president. He reported that of the nine, seven will fill terms expiring this year, and two will fill existing vacancies.

"One of the seats on the board will be reserved for a representative of NAMA's 'Allied' membership category for a one-year term. This representation on the NAMA board is in recognition of the fine work being done for the industry and for the association by our allied members," Donahue said.

He pointed out that the NAMA bylaws, amended by the board last January, state that a manufacturing or operating company may have no more than one seat on the board.

**Mergers**

"This was done because mergers of companies which involve board members might cause the merged corporation to have several board memberships and thus impair the equal representation of all industry segments," Donahue said.

However, individuals who had been elected to the board before the change in the bylaws will be allowed to complete their terms. Only two members of the board are in this category and their terms will expire in 1962, Donahue reported.

He pointed out that should any member of the board merge during his term of office with a company already represented on the board, he may serve only until the next election, thus assuring balance of the board at the beginning of each year.

The NAMA board now consists of 21 directors.

New directors will be elected during the association's annual meeting, October 29 at Chicago's McCormick Place Exhibition Hall, site of NAMA's next convention.

pects to attend the first conference of the National Automatic Vendors' Trade Association to be held in Long Beach September 2 and 3. She added that she hoped to have definite information as to the starting of the classes by that time.

"If the demand for such a program is shown to exist, and the class is implemented," Johnson said in his letter to the industry, "students will be given training on representative machines of the industry. Details of the curriculum will be guided by the results of this survey. Instruction will be available for both full-time day students and part-time evening classes.

The classes, if started, will be on a junior college level and free vocational tuition will be offered Los Angeles residents.

**Memphis Cig Vending Nears 10 Mil. Packs**

MEMPHIS — Approximately 9,848,7000 packs of cigarets were bought through cigaret vending machines in Memphis during the first six months this year, figures from the city controller's office disclosed last week.

It is estimated that the number sold through vending machines is one-third the total number of all cigarets sold.

**Pa. Operator Group to Hold Oct. Convention**

HARRISBURG, Pa. — The Pennsylvania Amusement Machine Operators Association will not meet during July and August.

But, Leon Taksen, manager, said plans are being formulated for the group's first annual convention in October. He said it is expected to be held in Harrisburg.

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**on BALL AND VENDING GUMS**

Same fine flavors. Centers and Coatings.

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 G  
210 ct. G Giant Size ... 28 1/2¢ lb.  
Chicle Ball Gum, 130 ct. ... 36 1/2¢ lb.  
Clor-o-Vend Ball Gum ... 41 1/2¢ lb.  
Clor-o-Vend Chicks, 320 ct. 41 1/2¢ lb.  
Chicle Chicks, 320 G 520 ct. 37 1/2¢ lb.  
Bubble Chicks, 320 G  
520 ct. ... 29 1/2¢ 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**

36 years of manufacturing experience.

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25¢ OR 50¢  
SANITARY VENDOR



The machine that will bring in extra profits for smart operators is this new Oak vendor. The machine holds 144 flat pack products. The Oak slip clutch handle is standard equipment on each machine. Measuring 26 1/2" high, 6" wide and 4" deep, this machine will refuse coins when empty and is equipped with an Ace lock and a lock protector. Available with a 25¢ or 50¢ coin mechanism. Wall hinge (pat. pend.) simplifies servicing.

**oak MANUFACTURING COMPANY, INC.**  
11411 Knightsbridge Ave., Culver City, California

**Oak's Sanitary Vendor**  
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**RAKE COIN MACHINE EXCHANGE**  
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"Stock Is Always On Hand"

Service is Simplified with the



**Northwestern INTERCHANGEABLE MERCHANDISE UNIT**



**Northwestern SIXTY**  
With QUICK-TACH at Slight extra cost.

- ... Easy to Service
- ... Easy to Clean
- ... Time Saving
- ... More Profit

Complete line of machines, parts, stands, supplies, ball gum, charms and capsules.

**Cleveland Coin Machine Exchange, Inc.**  
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All Phones: TOWER 1-6715

**CUPID FLICKER RING**

Pulsating Red Heart pierced by arrow.

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

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

**The PENNY KING Company**

2534 Mission Street, Pittsburgh 3, Pa.

**Penny-Nickel ATLAS MASTER Vendors**

World's Largest Selection of Miniature Charms

# German Ops Hit Location Sales

By OMER ANDERSON

FRANKFURT — German phonograph operators are opening a campaign to counter the threat of location sales by superior service, programming and maintenance.

The Central Organization of Operators (ZOA) warns that only by superior service and general solicitude for the location can the operators banish the location sales challenge.

"It used to be that each operator's business was his own business," an operator statement explains. "But under the conditions prevailing in the industry today every operator's business is also every other operator's business. We are all dependent for survival on each other."

This means in practice, it was explained, that instances of slack service, music programming, and maintenance will become matters of concern for operator associations, and will cease to be merely the concern of the operator.

### Supervise Members

Operator associations in each of

the 11 German States will ride herd on their members. Associations will advise, instruct and exhort members to improve service levels.

It is envisioned that the campaign will establish a considerable interchange of technical information on servicing and music programming. Operators will be encouraged to pool their experience and greater effort will be made to make available the experience of operators in the United States, Britain, France and other countries with active juke box trade.

The campaign will encourage operators to invest more money in new equipment and disks. This "spend money to make money" counseling will be the big talking point by the operator associations to enlist the assistance and support of manufacturers and wholesalers.

### One Industry

"What we have forgotten," an operator association official said, "is that it's really one industry after all. We have been acting like we were a group of rugged individualists with every operator for himself."

Germany's operator associations, as one facet of the new campaign, intend exerting greater effort to co-operate with the manufacturers and distributors. The associations will try to demonstrate to the producers and distributors that they can do better dealing exclusively with operators than by flirting with location sales.

Operator surveys show that most location sales are made by distributors who feel they are not getting enough business from operators. An effort will be made to the extent practical to share equipment orders among distributors.

### Educational Program

At the same time operator associations will press an "educational" program intended to convince manufacturers and distributors that, long range, they will be far better off restricting sales to operators.

This program will hammer at the well-established weak points in the location sales argument:

1. Locations know little or nothing about records or music programming.
2. Once locations purchase a

machine, they keep it indefinitely, as long as 10 years in some cases. 3. Locations are not equipped to do servicing and maintenance.

### Research Work

German associations have been doing research in Austria and Belgium on location ownership. The results will be used in their educational program. This research shows that location sales is a subtle issue with many facets, some of which are not easy to assess.

In general, German operator association surveys demonstrate that, averaged over a 10-year period, locations spend less money for equipment than does the average operator on a per-machine basis.

Location-owned juke boxes collect less money on an annual basis than do operator boxes.

Location boxes are out of order for periods triple and longer than non-play periods of operator machines.

Locations budget considerably less money for the purchase of new records than do operators. The average amount in Belgium, for example, is only 75 per cent of that for German operators.

Locations tend to depress play prices, which are always lower in location than in operator areas.

German operator associations concede, however, that in some respects locations are easier for the distributor to sell. They require less financing and they provide a stable market.

Even operator associations in this country are concerned at the great number (1,500 or more) of unorganized, marginal German operators. The average independent operator has fewer than five machines. He requires financing from the distributor and frequently he goes bankrupt.

A great many organized German operators blame the operator rather than the distributor for the location sales problem. Operator associa-

tions are accused of laxness in combatting unethical operators and in promoting the tighter organization of the trade.

The German distributor organization has just brought into the open another facet to location sales—the growing tendency, at least in West Germany, to bypass the distributor and negotiate direct manufacturer-location transactions.

Operators can be invaluable to the other trade branches in joint action in all phases of coin machine activity—in fighting discriminatory legislation, in fostering a favorable coin machine public relations image, in gathering trade and technical data for manufacturers and distributors, in even such extraneous fields as the promotion of exports.

The sage operator quoted above summarized, "The phonograph trade without operators is like a tree without roots. Operators can be, and usually are, a positive force in the trade, expanding business for themselves—and for the manufacturer and distributor.

"The location, in contrast, is entirely passive. The location owner takes no more interest in his phonograph than in his bar stools. That's the point all operators—everywhere—must get across to manufacturers and distributors."

## Bilotta to Hold Reception for Norma Rivers

SYRACUSE — From 1,500 to 1,700 tradesters are expected to attend a champagne buffet, hosted by John Bilotta, New York State Wurlitzer distributor, at the Three Rivers Inn, about five miles north of here on Route 57. The festivities start Thursday (27) at 6:30 p.m.

Norma Rivers, recording artist with Vassar Records, will be introduced to the trade. Miss Rivers recently cut four stereo 45 sides—to be distributed primarily to juke box operators—for Vassar (BMW, July 17).

Also to be introduced at the affair will be the new Bally Bowler and the new Smokeshop cigaret machine. Bilotta and his staff will explain how the Wurlitzer Top 10 system works.

Special invitations have been sent out to industry leaders in the State, and all New York State operators and disk jockeys are invited to attend.

Scheduled to appear are Bob Bear and A. D. Palmer of Wurlitzer; Bill O'Donnell and Art Garvey of Bally; Art Briar of Smokeshop and Dom Davilio and Lou Douglass of Vassar.

## Ind. Ops May Get Some Relief

• Continued from page 46

challengeable powers to back up rulings with the police authority of the State. The members of both agencies are appointed by the governor. The rules laid down by the ABC may affect any or all trade practices.

### Control System

As part of the control system there is in each county a local board consisting of three appointive officials and one representative of the State commission whose duty is to pass upon the fitness of retail applicants.

Appointed by and working under the direction of the commission is an excise police force with powers to enforce the law. It may work as an independent unit or co-operate with local enforcement officers or other State enforcement agencies.

The ABC is also the administrative authority for the collection of the State cigaret tax. The law provides for the sale of stamps by the commission to distributors, who affix the stamps to the packages. The commission is authorized to license distributors and to issue rules and regulations necessary to enforce the act.

Thus the commission, if con-

vinced that payments and loans for coin machine locations are detrimental to the public interest, could draft a regulation prohibiting the practice in connection with premises covered by its licenses.

Additionally, violations could be made punishable by forfeiture of the license to operate.

The ruling would not be new or unique in Indiana liquor operations. For almost every aspect of Indiana's alcoholic beverage industry is already governed by a "no credit" edict.

No retail purchase at the bar may be "put on the books" under State law. The tavern keeper must pay cash for all the liquid products he buys and no brewer, distiller or wholesaler may hold a mortgage on any property he has.

More often than not, the tavern keeper will count on a loan from the operator when his yearly license expires. For the fees, \$900 for places with fewer than 50 chairs and \$1,000 for those with more than 50, are high, and it is estimated that in some counties half of the permittees need financial assistance to renew licenses.

Headed by a board of six members, the Department of Financial Institutions regulates the operations of banks, building and loan associations, small loan associations, credit unions, the business of purchasing retail instalment sales contracts and all types of lending and borrowing.

That the department could bring coin machine lending within the purview of its authority by regulation is one possibility.

That it could prohibit it by ruling that it is illegal to engage in any such unlicensed practice in a State where lending is licensed is still another.

## Anti-Coin Drive In Memphis Falls Apart

MEMPHIS—County Tax Assessor George C. LaManna said last week he had given up his previous idea of a "drive" against the coin machine industry with a view to collecting more tax from operators.

LaManna had threatened to do this in May and was immediately challenged by operators as having been singled out and, thus, discriminated against.

In May, LaManna had said:

"Juke boxes, pinball machines, vending machines and personal property used in commerce will be my first targets in my drive to equalize taxes. I expect to triple tax assessments in this category.

### Operator Reaction

Operators winced. They replied that they paid plenty of taxes already. Drew Canale, Canale Amusement Company and Canale National Tobacco, Inc., said at the time of LaManna's threat:

"When we get our facts and figures together, I think Mr. LaManna will agree with us that we are already more heavily taxed than most business people."

Last week, LaManna agreed and said he would not follow through on his original plan. Operators breathed easily once more—the third time in six months.

### Cigaret Tax

The first time—early in the year—the city had plans to put another 1-cent-per-pack tax on

Music Special	
AMI K-200E Stereo	\$795
AMI K-100A Stereo	745
AMI J-200E Stereo	645
AMI J-120E Stereo	625
AMI H-200E	445
AMI G-200E	295
Seeburg 201	645
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Wurlitzer 2200	295
Wurlitzer 2150	375
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1454 ..... 375.00	Bonus ..... 350.00	Ray Gun ..... right
1455-200 ..... 450.00	<b>CHI-COIN</b>	<b>5-BALLS</b>
1458 ..... 450.00	King ..... \$545.00	Classy ..... \$ 65.00
1459 ..... 495.00	Twin ..... 425.00	Wms. Jigsaw ..... 75.00
1475 ..... 600.00	Duchess ..... right	Wms. Arrow Head. 65.00
1478 ..... 695.00	Princess ..... right	Wms. Gusher ..... 100.00
1483 ..... 795.00	<b>SHUFFLES</b>	Wms. Casino ..... 85.00
1488 ..... right	<b>BALLY</b>	<b>BINGOS</b>
1495 ..... right	Club Deluxe ..... \$375.00	<b>BALLY</b>
<b>SEEBURG</b>	Official Jumbo ..... 450.00	Acapulco ..... \$675.00
G ..... \$275.00	<b>UNITED</b>	Touchdown ..... 400.00
R ..... 350.00	Sure Fire ..... \$595.00	Lotta Fun ..... 375.00
KD-200 ..... 350.00	<b>CHI-COIN</b>	Lite-a-Line ..... right
<b>AMI</b> .....	Pro-Bowl ..... right	Bikini ..... right
E-120 ..... \$125.00	<b>GUNS</b>	<b>KIDDIE RIDES</b>
<b>BALL BOWLERS</b>	<b>BALLY</b>	Motor Bike ..... \$475.00
<b>BALLY</b>	Sharpshooter ..... right	Western Express .. right
ABC ..... \$145.00	Marksmen ..... right	Fire Chief ..... right
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# Colorado Operators Offer Sage Route Advice

Continued from page 43

In contracting for a new location to begin with, there is no such thing as a yardstick by which the potential earnings can be estimated—not even a break-even point which can be established. "Where new locations are concerned, it is more a matter of setting the machines and hoping," Beyers said. "Often, what looks like a marginal location with a very small return potential turns out to be the best."

### Unusual Locations

Beyers had experimented with setting his machines in unusual locations. In motels, for example, there are many recreation rooms for those who don't care to fish, hike or go sight-seeing in the Colorado Rockies. Spotting a few phonographs and pinballs in such locations, Beyers found that the rooms were not used as heavily as he had believed, and that there were too many children in them, with resultant damage to any sort of coin-operated equipment left unwatched. Needless to say, he gave up the motel recreation type of location at once.

Large hotels, however, which abound throughout the high Colorado Rockies area, proved to be unexpectedly good locations for pin games, with as many as 15 or 20 clustered in such resorts as the big Stanley Hotel in Estes Park.

Beyers must balance his moving program carefully against the situation. For example, after the Colorado State Agricultural College closes, there is a three-day period when more than 3,000 Future Farmers of America descend on the college for a few days. He keeps all of his machines available for this large group for the three days, and then, as soon as their convention breaks up, the machines are zipped up into the mountains early the next morning. High costs and lower collections

mean that Beyers must watch every opportunity closely.

### Programming

Programming music for resort areas is done by Mrs. Beyers, who gets better-than-average aid in this connection from location owners who keep an ear open for the requests of customers, notice trends and are quick to pass them along.

Because the tourists who flock into Colorado each summer come from every State in the Union and represent just as many variations in taste, Beyers programs the full top 40 hits, many novelties, plenty of semi-classical music and old favorites and probably more hillbilly and Western music than is usual in Fort Collins.

Location owners themselves will check closely on the play meter and report disks which aren't showing the earnings they should. In this way, the programming question isn't as difficult as might be expected, the Fort Colln operator said. "We keep up a smooth turnover, and a high average of play per record, which is much better than we had any right to expect when we first went into this market," it was pointed out.

### New Equipment

As a final point, Beyers urges any operator considering moving out into the resort market to use the newest equipment possible, if for no other reason that the percentage of mechanical breakdowns is bound to be less.

He keeps his machines up to snuff by an intensive inspection program, authorizes any location owner to call him long distance collect whenever any trouble develops, and often corrects it by instructing the location owner over the phone. "The surest way to kill the earning potential of a resort area route is to use cast-off equipment," Beyers summed up.

# Temperature Down, So's \$\$, in N. Ohio

By BOB SUDYK

CLEVELAND — Coin machine collections in resort areas of Northern Ohio are just as lukewarm as the weather: eight days in June recorded all-time record-low temperatures and two of the first nine days of July bested historic lows.

Resort conditions in this area can be accurately measured with three instruments — the thermometer, weather bureau rain gauges and the so-called business barometer.

Low temperatures and high rainfall readings are in direct proportion to collections, according to operators who report business is down from 20 to 50 per cent. Economic barometers show unemployment, past, present and future, greatly affecting the fall-off.

### Music Better

Music is playing a little better than games, but both are suffering. Resort activity has been declining for the last five years, operators say.

John Yarcusko, manager of Towne Music Company, reports business off 20 per cent due to the weather and recent recession which, he believes, ate up vacation dollars as well as family savings in some cases. People cannot afford to live it up even though employment conditions are improving, he added.

Unemployment in steel-producing Lorain is still a factor in Lake Erie resort business. National Tube, for instance, once employed 12,000 and now operates at near pre-recession peaks with 5,000 workers still out.

Resort areas such as Cedar Point are showing the effects, according to Mario Cipolla, head of of Lorain Music Company. His collections are off about 50 per cent.

"Some resort locations are hardly

worth the effort any more," explained Cipolla, who has been in the business 16 years. "Some-locations I have been servicing for years, I decided not to bother with in 1961."

Most operators use their oldest equipment in resorts wherever possible while others equip them the same as their year-around spots.

Lorain Music treats resort locations like elephant burial grounds, using music and games that the firm plans to trade in the fall. "Otherwise, we put out whatever equipment we have on hand," said Cipolla.

(Continued on page 55)

# Colorado Mountain Stops Get Solid Hike in Receipts; Hot Weather Helps

By BOB LATIMER

DENVER—Resort location collections are up substantially in Colorado, a survey of five leading operators indicates, despite forecasts which indicated a possible drop in the number of free-spending tourists to be expected this year. Instead, extremely hot weather has brought more than two million tourists into the cool Colorado Rockies by July 4, concentrated in Denver, Estes Park, Grand Lake, Steamboat Springs, Aspen, Glenwood Springs, Granby, and other high mountain resort communities.

Play has been particularly good on phonographs, according to such operators as Ben DeGarmo of Boulder, Ray Samuelson of Granby, Wilbur Beyer of Fort Collins, and Don Thorpe and Mike Scavarda, both of Grand Junction on the Western Slope. All of these operators report that they are using standard phonographs and games, with little effort to develop any type of amusement machines specifically for resort spots.

Most popular games, as in years past, include rifles, pistols, and other types of target games, five-ball pin games, shuffles and bowlers. Bingos, a perennial favorite in the resort towns in the past, have just about vanished from the picture, all agreed.

### Switch

Most of the mountain area's re-

sort operators don't maintain a separate string of machines for the mountain spots, but simply pull equipment from spots in larger cities, which show only marginal or sub-marginal collections during the summer. Some operators, like Wilbur Beyer of Fort Collins, spot as many as 25 phonographs in the busy tourist centers, while others move at least 15 phonographs, and as many games. After Labor Day, the machines are simply replaced at the same locations from which they were requisitioned for resort use.

It definitely requires a special type of programming to pull in maximum collections in resort locations, according to the usual operator. Most of the spots program all 40 of the top hits, and use a lot of rock and roll and gay instrumentals, with a minimum amount of old favorites and "sweet" music. Tourists, without exception, are out for a lot of fun on a vacation, and want lively, inspiring music at every stop.

Wilbur Beyer, for example, sets his volume much higher in tourist spots in the mountains than would be advisable in Denver locations simply because tourists "like it that way." He uses the same types of games for most of his mountain resort stops as in Denver, with the exception that more "participation" games, such as prize fighter, hockey, or basketball games, appear in the mountain stops where children are concentrated.

### 78's Out

Except for a few rare instances, 78-r.p.m. phonographs have disappeared entirely from the scene in Colorado. With most operators equipped with trucks which can pull the long grades into high mountain locations, and with a variety of firms bidding for the spots, all mountain resort locations are equipped with the best in phonographs and games, which rules the 78's out altogether.

A big help to resort operators is the fact that the regulations which prohibit dancing in Denver, Pueblo, Colorado Springs and other major cities seldom apply in the high mountain villages. Wherever dancing is allowed, juke box play goes up tremendously, to the point that collections of over \$100 a week have been reported from

## See Good Omen

Continued from page 43

ple. Albert M. Rodstein, who is in charge of the Amuse-a-mat operation in this area for Macke Vending, placed five of the 24-foot machines in a store on the Boardwalk in Atlantic City. The results were sensational.

Rodstein reports the people are waiting in line to play the machines, which are set at 20 cents. The players can win prizes for hitting a certain score. Al is sorry now he didn't line up more locations on the Boardwalk but promised he will do so for next season.

Rodstein feels the Bowl-a-Rama game—which is about the only new game at the resorts this year—can be used to supplement that old resort favorite, Skee Ball. "It will never replace Skee Ball," he said, "But can be used for the sake of variety. Don't forget, people naturally like to roll a ball for exercise."

### Music Important

As for music, it plays a very important role at the resorts. In many places it is the sole means of entertainment.

Bill Adair, of Eastern Music Systems, said the machines do not take any special programming just because they are at a resort rather than in the city. However, he explained that the programming may differ between resorts depending on the area in which the machine is located, just like on regular stops.

large taverns, which cater to high school and college-age youngsters who seem to prefer gyrating on the dance floor to climbing the picturesque mountain trails.

Another point which makes mountain resort locations attractive to operators who must haul their machines as much as 150 miles is the fact that resort spot owners are usually willing to accept a smaller commission split in order to get good, reliable stereo equipment, realizing that the expense of hauling heavy 100 and 200-play phonographs over long distances is great.

All of the operators mentioned above have found it necessary to service most of their machines once a week, instead of once every two weeks, simply because heavy play makes it necessary to stay on top of the machines from both a programming and maintenance standpoint.

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Bally Jet Shuffle Bowler, 8 1/2'.....\$ 45  
Bally Lucky Alley, 14'..... 295  
Bally DeLuxe Jumbo Bowler, 8 1/2'..... 495  
Bally ABC Bowling Lane, 14'..... 125  
United Super Bonus Bowler, 8'..... 175  
Koeney True Score Bowler, 14'..... 75



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BIG CASINO

## Gottlieb Bows New Pin Game

CHICAGO—Gottlieb this week is introducing Big Casino, latest in a long line of pin games designed around the card-playing theme.

The ace, king, queen, jack and 10 playing cards are prominently pictured on both the playing field and backglass. Making any of the five card rollovers lights the corresponding cards in the light box. Lighting all cards scores special and also advances a carry-over arrow sequence under the name, Big Casino, to score specials.

Hitting any lighted card rollover also scores special. Making one-two-three rollovers scores 200 points and lights a double number match feature.



## South

### AROUND AND ABOUT ARKANSAS

Hot Springs operators are experiencing top collections. It's the best summer season they can ever remember. Tourists have flocked in from all over the nation. Some operator comments follow: W. E. Lewis, Lewis Novelty Company: "It will be the best year I've ever had." Phil Marks, Phil Marks Amusement Company, who has some arcade type machines at one of the big lake resorts, as well as his regular music and game route: "Best business I've had yet. We've had more tourists this summer than ever."

J. Earl Gill, Gill Amusement Company, who also has resort locations at one of the three big lakes: "Hot Springs is really becoming a top vacation resort. Our business is tops."... Duane Faull, Faull Amusement Company: "There is no indication, from my good business, of an economic letdown, as was talked of early this year."... Wilbur Green, Spa Amusement Company: "I am having to add to my route."

Other Hot Springs operators who report top-notch summer business are Van Eddinger, Van Eddinger Music Company, and R. G. Jennings, Jennings Coin Machine Company.... Little Rock operators are also getting very good business because many tourists stop there while traveling. Some reporting good collections were: Robert Franklin, Southern Amusement Company; H. L. Bryant, Deluxe Novelty Company; Pete Gurley, Ace Music Company; Buehl Wortham, Wortham Amusement Company.

Some Little Rock operators who took their families on a summer trip for a rest away from the grind of the job: Charles Thomas, Thomas Amusement Company; Harold Dunaway and Cecil Hill, Twin City Amusement Company; Robert Kirspele, Kirspele-Hollenberg Music Company; C. W. Holmes, Western Sales Company; Andrew Cassinelli, Little Rock Amusement Company; H. G. Yancey, Arkansas Music Company; J. D. Ashley, Globe Amusement Company; George Check, George Check Amusement Company.

Morse Gist, Gist Music Company, Helena, reports top collections last week when many hundreds were in town for the official opening of the big bridge across the Mississippi River, joining Arkansas and Mississippi for highway travel. They used to use a ferry. It's the only bridge between Greenville, Miss., and Memphis, and was much needed. federal and State governments paid for it.

C. O. Temple, Hope Novelty Company, Hope, getting a lot of horse back riding and cattle herding in this summer, his favorite sport. He even staged a small rodeo for folks in the area.... C. E. (Tuffy) Tolliver, Tolliver Music Company, Lepanto, seen in Little Rock on a buying trip. Tuffy's nickname is really a misnomer. He's actually a nice, quiet little fellow, well-liked by all who know him. The nickname apparently is a gag someone dreamed up.

### MISSISSIPPI MEANDERINGS

Abe Malouf, LeFlore Music Company, Greenwood, is off on an extended vacation trip with his family. He said he wanted to "get away from it all" for awhile.... Lexie Howard, Crystal Amusement Company, Grenada, was in Memphis on a combination weekend business trip and holiday away from the demands of the job.... John Haley, Haley Music Company, Canton, is also off with his family for the annual summer vacation.

Pete Manos, PM Music Company, Greenville, is in New York for a summer vacation trip and visit with relatives.... Danny Diamond, Diamond Music Company, Clarksdale, reports top cotton crop in the rich Mississippi Delta area has already improved the economic situation in Clarksdale this year, and should provide one of the best falls in many years.... George Sammons, president of Sammons-Pennington Company, Memphis, was on a swing through Mississippi calling on operators.

## Freedom Rider Situation Cuts Into Montgomery Juke, Game Revenues

MONTGOMERY, Ala. — The "Freedom Rider" situation which plunged Montgomery into the national headlines has had a definite and adverse effect on all phases of juke box and amusement machine operations, a survey of operators in this area has revealed.

Almost immediately upon the bus-station incident, night life in the downtown Montgomery area began to dwindle, and out in the suburbs, particularly in the Negro areas, play on phonographs and amusement machines dropped to less than 25 per cent from what it had been before. "People are simply staying home, rather than get involved in the controversy," one operator indicated, "particularly Negroes."

Railroad and bus depots suffered particularly by the racial situation, inasmuch as there was a boycott declared against two major bus companies serving Montgomery

which, of course, meant far fewer people were in the depots, where large numbers of coin-operated amusement machines and vending machines are shown. This, of course, was anticipated, and some operators have gone so far as to relocate machines formerly set at transportation centers, "until the situation is resolved."

## RUNYON EXPORT MGR. TRAVELING

NEWARK, N. J. — Myron Sugarman, export manager for Runyon Sales Company here, leaves August 5 for a six-week trip of Europe and the Near East. He will cover the United Kingdom, France, Belgium, Holland, Germany, Sweden, Finland, Denmark, Austria, Greece and Israel. The export division accounts for 35 per cent of Runyon's sales. The firm is New York area distributor for AMI, Bally and Keeney.

## Congress Gets Bills to Punish Users of Slugs

WASHINGTON—Bills to make the using of "slugs" in coin-operated devices a criminal offense, liable to maximum \$1,000 fine or a year imprisonment, have been introduced in both the House and the Senate. The same penalty would apply to anyone caught manufacturing or providing any type of slug or device to defraud a coin-operated device—vending machine, phone box, et al.

Legislation was introduced in the Senate by Stuart Symington and Edward Long, and in the House by Rep. Leonor Sullivan, all democrats from Missouri.

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SEEBURG K-200..... 445  
SEEBURG V-200..... 325

ROCK-OLA 1455.....\$425  
ROCK-OLA 1454..... 395  
ROCK-OLA 1448..... 350  
ROCK-OLA 1446..... 245  
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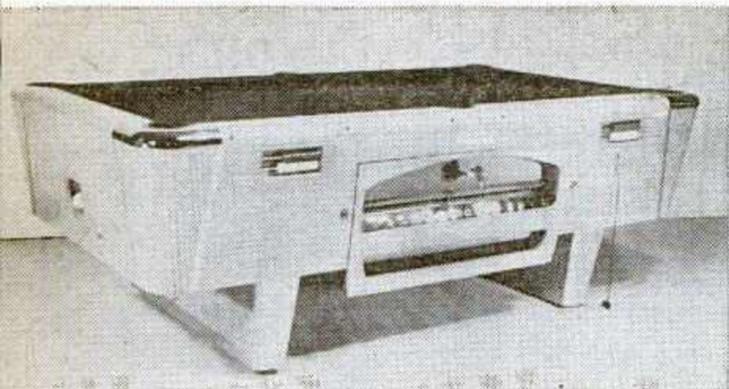
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## J. E. Tierney, 75, Milwaukee Coin Machine Counsel, Dies

MILWAUKEE—Joseph E. Tierney, legal counsel for the Milwaukee Coin Machine Operator's Association, died here recently. He was 75. Tierney had served for a

number of years on the staff of the district attorney's office.

In his private practice, he represented a number of the area's coin machine operators. Most recently he had prepared briefs which were filed with the federal government in behalf of the coin association's battle against enforcement of the gambling stamp rulings.

Tierney's brief claimed that by eliminating certain features of the pin games, the units became exempt from classification as gambling devices. Operators of these converted games, according to Tierney, would not be required to pay the \$250 federal gambling stamp tax.

Association President Sam Hastings, Hastings Distributing Company, said that with Tierney's death, "This whole thing is now up in the air. We'll have to study the situation to determine our next move. Most likely we'll have to find another lawyer to replace him. And it will be hard to find someone with similar knowledge and background in the coin machine field."

### Minn. Collections

Lakes Chamber of Commerce, said. "But we're looking ahead to the remainder of this month and August. Reservations are probably running from 7 to 10 per cent ahead of last year, perhaps better than ever before."

Reasons given for the June slowdown at resorts included cool weather in metropolitan areas, late closing dates for schools, the recession and Canada's devaluation of its dollar, designed to keep Canadian money at home.

Areas looking forward to a better-than-average business this month and next include Duluth, Brainerd, Grand Rapids, Park Rapids, Bemidji, Aitkin and Alexandria, Minn.

"We're still getting between 10 and 15 inquiries a day," Harvey E. Hammergren, manager of the Alexandria Chamber of Commerce, said. "It looks like a terrific July and August."

### Circle Route

"There's a tremendous interest in the new circle route around Lake Superior," Marvin Lundin, executive secretary of the Minnesota Arrowhead association in Duluth, said, "especially so with people from the East. The route will be very important to us."

With many offices and plants in the Twin Cities closed on July 3, some residents of Minneapolis and St. Paul had the opportunity to take advantage of a four-day weekend and head for the resort areas. This factor also helped boost resort volume and operators' income on the Fourth of July weekend.

## ZOA Charges Against GEMA Cites West Germany Monopoly

Continued from page 4

nection with preparations to arbitrate the ZOA-GEMA royalty payments deadlock. The dispute now goes to an arbitration panel consisting of representatives of ZOA, GEMA and an impartial chairman.

### Widespread Publicity

There are indications that GEMA is becoming apprehensive of the widespread publicity given its hassle with the operators, and particularly to accusations that it has achieved a monopoly position in the trade. In this connection the London-based IFPI has denied involvement in any Continental market conspiracy with BIEM to fix phonograph prices. The IFPI disclaimer was called to the attention of Bundestag deputies organizing the music trade monopoly problem.

A spokesman for the deputies commented: "At the moment I can only say that we consider restrictive practices in the music as well as other trades and industries to be of Continent-wide origin and concern. We intend inquiring into the international ramifications of such agreements as exist, and our inquiry will encompass a number of countries."

It is understood that Parliament will sift relations between German music trade organizations and counterpart groups in Britain, France and the United States.

### Strong U. S. Link

GEMA's strong links to the U. S. market will form a principal subject for the Parliamentary look at the international aspects of the German music trade. GEMA has just underwritten the basic costs of a new organization in New York for the collection of mechanical rights, The Mechanical Rights Agency, Inc. (AMRA). GEMA

### No 'Resorts' in Calif.

gees prices." There were some there, he explained, who used to charge 25 cents or more extra for six-pack beer. The prices were dropped when visitors brought their own.

Business in the area has been affected by the lack of rain and snow last winter. At Big Bear, Gutshall said, 1,000 fish were stocked last week and 5,000 this week. Within the next 30 days, 200,000 are to be placed in the lakes. This, he believes, will draw people—but they will pay prices in line for items and play games and music similar to that of their neighborhood taverns.

James Pritchett of Santa Ana who operates in the Laguna Beach area, which is strongly patronized in the summer, said he did his best business in the winter. He explained that his music and games were in taverns and the permanent residents who make up the majority of his customers are too busy in the summer to sit in a tavern. He programs the same as he does for his urban locations.

In nearby Laguna Beach at Balboa there are arcades on the island and the city operators stay away from this type of operation. In Mission Beach, near San Diego, at Belmont Park, John C. (Jack) Ray has an arcade in his operation. He has found Skee Balls a money-maker. He has the usual arcade machines and the spot adjoining the arcade has a bowlette of Chicago Coin's units that pulls in a nice chunk of revenue.

has been particularly vigilant in defense of ASCAP interests in this country, and it was a major stockholder in the BIEM. The Federal Cartel Office put pressure on GEMA to withdraw from BIEM, which GEMA did.

The coin machine trade is pressing its complaint with the Cartel Office on the basis of "what's sauce for the goose is sauce for the gander." The government trust-busters in 1958 ordered dissolution of a coin trade group integrating producers, wholesalers, and operators. The Cartel Office contended that the tightly knit trade group inevitably would concern itself with throttling competition and fixing prices. Operator strategists are eyeing closely the ASCAP-MOA contest in the U. S. It is important to the German trade that the MOA defeat attempts by ASCAP to end the 50-year-old performance royalty exemption for juke box play of copyrighted music.

If the MOA can retain Congressional support on this issue, the ZOA intends kicking off a powerful campaign demanding similar exemption when the Bundestag writes a new law regulating GEMA and the GVL, the performing artists group.

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# MOA Fact Sheet Is Now Available

What is MOA? What are its functions, what does it do? What is its purpose, how did it get started? These are just some of the questions that Music Operators of America is answering in a comprehensive new fact sheet that is available to members. The sheet is designed to answer questions about the association that may be posed by locations, customers, or even the local press or law enforcement officials. The fact sheet is reprinted here in full. Additional copies are available through MOA.

## MOA MUSIC OPERATORS OF AMERICA REPRESENTING A SOUND INDUSTRY

Music Operators of America is an organization, formed in 1949, to represent all segments of the coin-operated phonograph (juke box) industry on a national basis. This representation includes efforts to uplift the public image of the business, to resist unfair or discriminatory national legislation, to promote inter-industry harmony and induce a common bond of interest, and to provide a forum which will foster the interests of those persons, firms, or corporations engaged in the business of operating coin-operated music machines.

- The principal aims of this organization are:
1. To procure uniformity and certainty in the customs and usages of said industry.
  2. To correct any unlawful abuses and practices in said business and industry.
  3. To secure a freedom and protection from unjust or unlawful exactions.
  4. To establish a center for the diffusion of knowledge and exchange of information.
  5. To encourage, sponsor, and build trade relations between manufacturers, distributors, suppliers, and the music machine operator.
  6. To encourage and promote the co-operation and assistance of the press and trade papers to the end that this industry shall be brought to the attention of the public in its proper light.
  7. To guard against the passage of harmful and deleterious federal legislation which may adversely affect the interests of those persons engaged in the automatic phonograph industry.
  8. To unite the industry in the support of these aims.

The executive officers of MOA consist of the following: A chairman of the board, a president, a managing director, a first vice-president, a secretary-treasurer, and six vice-presidents.

The board of directors is representative of a geographical cross section of the United States. Home towns such as New York, Miami, Rockford, Richmond, Atlanta, Omaha, Sioux Falls, Denver, Fremont, Chicago, Oakland, Brodhead, Albuquerque and Honolulu are examples.

Only the president and the managing director are paid executives. The balance of the executive staff serves without remuneration. With the exception of the president and the managing director, all are members of the industry as operators of automatic coin-operated phonographs. Metropolitan, country, large and small operators are included in this group.

MOA is the oldest, from the standpoint of consecutive years of operation, national coin machine operators organization. And, it is the only such national representative serving the music segment of the coin machine industry.

During its existence, MOA has successfully resisted almost annual attempts by ASCAP to change the copyright act of 1909. This 52-year-old law specifically provides, in substance, that performance royalty would not apply to the playing of music on devices activated through the insertion of a coin. ASCAP is determined to void the phonograph operator's non-liability for a performance royalty even in spite of the fact that Congress after Congress has upheld the non-liability. MOA has and will continue to resist any change as it adversely affects the operator.

MOA sponsors the only trade show and convention of the service section of the coin machine industry. Exhibitors include the manufacturers of phonographs, records, kiddie rides, pool tables, games, bowling alleys, novelty arcade pieces, cigaret machines, and other vending equipment. These conventions and trade shows have been held on an annual basis for 11 consecutive years, and again represent the only annual meeting available to this segment of the business.

MOA sponsors and makes available to its members a group life insurance plan underwritten by the Union Trust Life Insurance Company. Under its terms, MOA members may obtain up to \$15,000 life insurance at an extremely low rate. Family coverage is also available.

MOA maintains two offices, one in Chicago, Ill., at 228 N. La Salle Street, the other in Oakland, Calif., at 128 E. 14th Street.

MOA's membership fee for operators is only \$35 per year.

MOA makes no claim of representation of a "giant" industry. It is pleased, however, in its representation of a group that entertains at least 25,000,000 people each and every day of the year. It is delighted to represent a group that provides musical entertainment to a low income group at a price they can afford. MOA takes great pleasure in the acceptance of the end product of the industry in youth centers, church socials, community centers, schools, isolated army posts, above the Arctic circle, and below the Antarctic, outside the Iron Curtain and within it.

MOA is proud to represent an industry that provides the catalyst that welds the old, the young, the rich, the poor, the free, the oppressed, in a common bond . . . THE ENJOYMENT OF MUSIC!

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# World Wide Hold Operator Session

CHICAGO — World Wide Distributing Company held its first Seeburg service school here last week before a good turnout of Chicago-area operators.

Charles (Chuck) Gates, Seeburg field service engineer, conducted the session in World Wide's newly remodeled showrooms. Afterward refreshments were served by World Wide's lovely Dorothy Cairns.

Hosts from the distributorship were Joel Stern, Len Micon, Howard Freer, Sam Diepro, Frank McKirney and Leo Lewis. Operators attending included Isaac James, Paul Folk, Leland W. Foster, Norman Goldstein, John Pattison, Ray Perkins, Earl Terrell, Jack Holman, Nathan Peak, John King and a representative from Wilkes Automatic Music Company.

# Paul G. Zimmerman, Vet. Coinman, Dead

WASHINGTON — Paul G. Zimmerman, coin machine operator here, died recently after a long illness. Zimmerman was employed by Biederman Amusements since 1946.

Prior to his World War II service, he was in the coin machine business in Lancaster, Pa. Burial was in Lancaster last week.

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## Grosses Slump in Northern Ohio

## Texas Lawmen Destroy Coin Units

## Milwaukee Operator, Equipment Disappear

Continued from page 51

Joseph Panzarella, service manager at Roy George Music Company for 14 years, calls resort locations the worst so far for treatment of equipment. Many machines are outside and subject to weather or in vestibules and subject to vandalism. Too often teen-agers and adults, infected with devil-may-care attitudes while vacationing, mistreat property or watch others doing it without batting an eye, he added.

Just this month a music box was tipped over, smashing the glass

and damaging the mechanism, Panzarella reported.

Abe Farris, manager of Bell Music Company, said that at least one serious break-in at each location during the resort season is about par for the course.

This is one reason why operators use older games. But resort locations demand and get the latest music boxes available.

### Best Games

Bell Music and Lorain Music report bowlers and shuffle alleys as their best games. Towne Music and Roy George Music like results they get from pinballs. Gun games rank a close third in popularity.

Rock and roll, the latest ballads and swinging jazz, in that order, are the most popular disks at the Northern Ohio resorts. "People in resort areas are generally in gay and lively moods and adults as well as teen-agers listen to the popular stuff," said Yarcusko of Towne Music. "Standards don't do so well as they do in year-around spots, but otherwise programming is just about the same in all-year and resort places, he added.

At the end of the season, all operators pull equipment into the service shops for repairs. They feel this is necessary because of units being exposed to weather and the inevitable tinkering by would-be vandals.

Lorain Music trades in much of its resort equipment at the end of the resort season and purchases new equipment to up-grade year-long spots. After a check-up, Bell Music and Towne Music move their resort pieces to all-year locations, upgrading spots and changing games to perk up play.

Roy George Music uses resort machines as substitutes for regular location equipment which needs servicing.

LONGVIEW, Tex. — State and local law enforcement officers destroyed an estimated \$15,000 in gaming devices held by 124th District Court as "illegal."

The machines, including 43 marble tables and a number of gaming horoscopes, were crushed by a bulldozer, soaked with kerosene and oil and burned by State officers.

The machines were part of a number of gaming devices seized in raids by Texas Department of Public Safety intelligence officers, members of the Texas Liquor Control Board and the Gregg County Grand Jury on April 27.

The machines were seized in a large warehouse in Longview and 10 drive-ins and clubs in Kilgore, Gladewater and near the city limits of Longview.

The machines were ruled illegal by District Judge David Moore in a hearing June 1. Appeal date expired on July 1 without an appeal having been filed.

### No Appeal Filed

Owners of the machines had indicated at the hearing they would appeal the ruling, but no appeal was filed within the 30-day deadline.

The alleged owner, T. V. Williams of Tyler, has been indicted by the Gregg grand jury on a charge of "owning and keeping slot machines."

The Gregg County district attorney's office estimated the current value of the machines to be around \$15,000. New value of the machines was not estimated.

A number of the machines were retained by the district attorney's office for use as evidence in trials pending in 124th District Court.

### Punchboards

In the pile were several mechanical punchboards which released

fortune cards at the drop of a coin. By tearing open the fortune card, the player would uncover a number which, officers said, was geared to a pay-off card.

Ironically, one of the fortune messages stated:

"You are likely to be in some work with the public."

MILWAUKEE — A local coin machine operator has disappeared, and so has his equipment. Holders of chattel mortgages on games owned by Carmello Curro have been pulled from locations, and holders of chattel mortgages to the amount of about \$20,000 are unable to locate Curro.

## Swedish Firm Wins Case Vs. Badgerland Co.

CHICAGO—The Testo Corporation AB, Stockholm, manufacturer of the human reaction time tester known as "Testo," was awarded a consent decree by the U. S. District Court in Wisconsin in a patent infringement suit.

Testo had charged that Badgerland Enterprises, Inc., Madison, Wis., was selling infringing time testers acquired from Jonken Manufacturing Company, Long Island, N. Y.

The consent decree adjudged the Testo patent valid and infringed by machines manufactured by Jonken. The decree also permanently enjoined Badgerland from using or selling machines manufactured by Jonken.

Testo's machines are distributed in the U. S. by International Testo Reactor Company, Elgin, Ill.

Joe Ash says . . .

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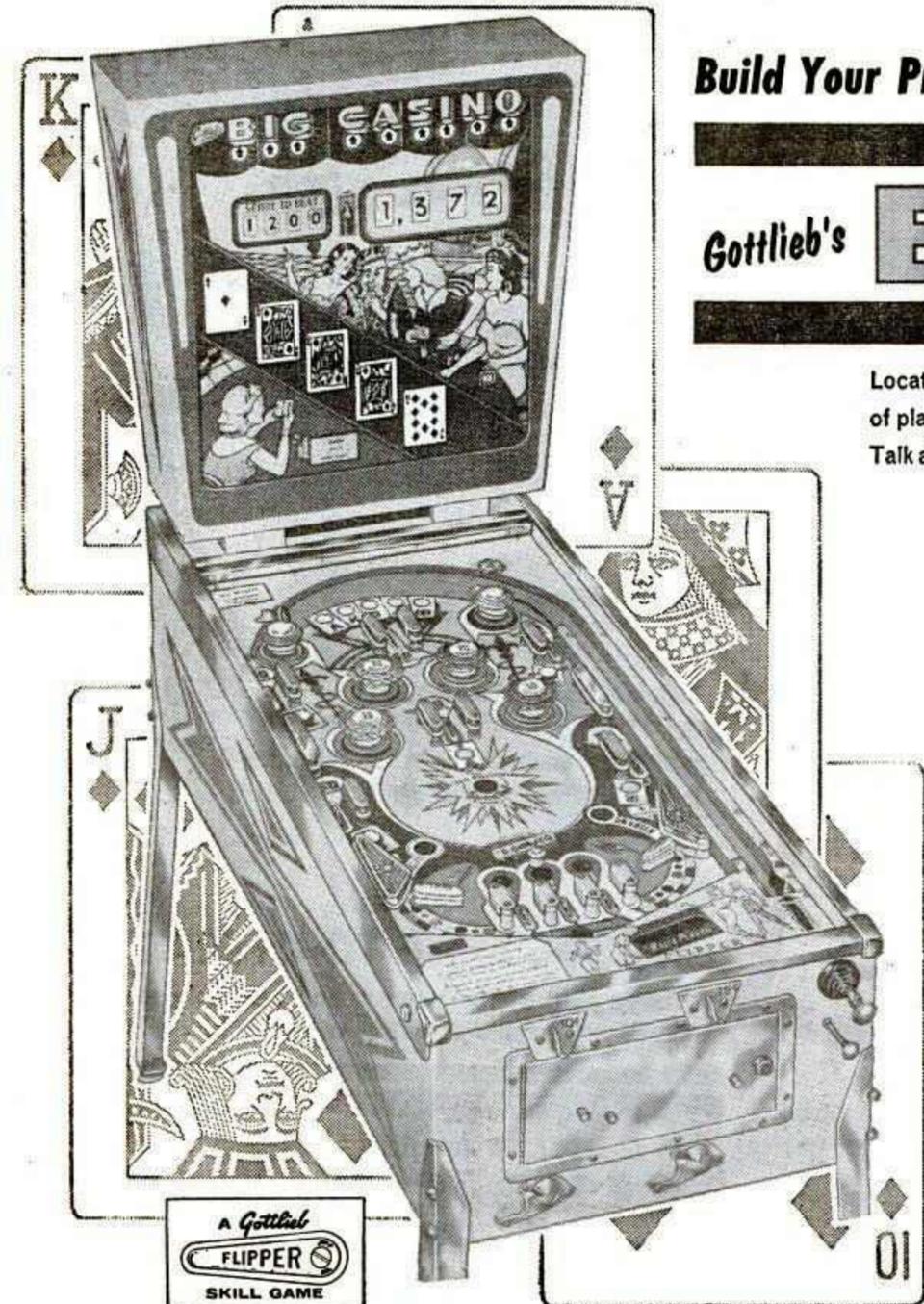
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