

BILLBOARD MUSIC WEEK

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

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ACC Kiddie 'Fair' May Alter Ops' Biz

By AARON STERNFIELD

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

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

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

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2 JAZZ FIRMS LAUNCHING POP MARKET DISK LABELS

By JACK MAHER

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

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

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

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

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

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

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

(Continued on page 34)

WINS Says Fast Dismissals Nipped Payola in the Bud

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

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

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

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

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

WGES in Chicago has long been

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

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

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

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

MOA-ZOA in Co-Op Move

By OMER ANDERSON

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

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

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

International Co-Operation

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

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

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

3. Taxation and general legislation.

4. Operator-Manufacturer relations.

PR Formula

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

the U. S. trade in this direction.

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

(Continued on page 39)

Distrib-Creditors Balked In Record Ent'prises Case

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

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

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

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

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

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

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

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

To All Corners

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

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

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

Another View

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

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

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

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

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

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

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

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

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

Bihari Enters Custom Field

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

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

Sinatra Nixes 'Subways' Deal

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

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

New Members and Top Subjects at ARMADA Meet

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

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

DISKERIES IN 'ASK YOU' RACE

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

Camden Stations' Drop of Rock Tightens Philly as Promo Area

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

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

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

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

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

WILLIAMS ON PLATTERS' PICK

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

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

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

Roulette Snares Dinah Washington

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

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

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JOE EXITS

Planetary Buys Kolsky Interest in Roulette

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

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

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

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

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

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

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

10 New Artists Signed, Waxed & Promoted by MGM

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

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

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

Leslie One-Stop Files Chapter 11

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

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

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

N. Y. Air Filled With Moving Deeveys

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

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

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

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

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

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

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

Wave of Ork Wax Could Herald Big Band Revival

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

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

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

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

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

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

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

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

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

Yablon Buys Out Partner in Arnold Distributor Deal

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

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

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

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

Aberbachs Buying Duane Eddy Hits

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

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

Capitol Sets Discount Deal

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

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

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

Concert-Disk New Businessmen Wax Club Distributors

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

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

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

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

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

No One Sleeps On 'Subways'

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

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

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

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

ACCURATE LOGS INDIES AGAIN

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

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

AUTHORS & COMPOSERS CRITICIZE FRENCH PERFORMING RIGHTS GROUP

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

By OMER ANDERSON

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

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

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

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

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

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

And the magazine charged that SACEM is using royalty collections

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

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

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

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

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

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

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

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

Despite the tremendous expansion

(Continued on page 8)

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

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

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

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

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

Payment Schedule

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

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

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

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

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

SING-ALONG IN GERMAN

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

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

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

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

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

Sid Brandt Ankles MGM

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

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

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

Hill's Universe Aims at Foreign Language Buyers

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

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

(Continued on page 36)

Sales Changes In MGM Staff

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

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

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

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

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

Stations Hunting 'Live' Talent

By JUNE BUNDY

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

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

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

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

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

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

The "KYW Road Show" originated four years

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

No Presley—Yet

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

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

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

Willson, Partners Launch Label to Build New Talent

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

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

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

Dot®

RECORDS proudly presents



the **LENNON SISTERS**

"SAD MOVIES"
(MAKE ME CRY)

#16255

& BUYING GUIDE

• Reviews of New Singles

Best Selling Singles

#16244 Big Cold Wind / That's My Desire
Pat Boone

#15911 Does Your Chewing Gum Lose Its Flavor
(On The Bedpost Overnight)
Lonnie Donegan

#16243 Black Land Farmer
Wink Martindale

#16234 Yellow Bird
The Mills Brothers

#16249 Because of You
Absent-Minded Lover
Louis Prima, Keely Smith

#16222 Yellow Bird
Lawrence Welk

#16220 Blue Tomorrow
Billy Vaughn

#16235 We Kiss In A Shadow
Sony

#16209 Moody River
Pat Boone

SPOTLIGHT SINGLES OF THE WEEK

The pick of the new releases:
Strongest sales potential of all records reviewed this week.

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

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

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

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



"THE NATION'S BEST SELLING RECORDS"



NEW LP RELEASES

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

COLUMBIA

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

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

HARMONY

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

ELEKTRA

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

CAPITOL

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

ANGEL

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

BERLIN CONFAB INFORMS WB EUROPEAN LICENSEES

By DON WEDGE

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

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

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

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

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

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

Cap Discounts C-O-W Series

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

LATE POP SPOTLIGHTS

THE PARKAYS



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

JAN AND DEAN



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

CHRIS KENNER



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

GI SHOW SPOTS REAL JAZZ PRO

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

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

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

MGM's G. Moretti Down Mexico Way

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

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

C-A Bringing Suit Over Manila Star

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

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

Cap Adds to 4-Track Stereo Tape Catalog

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

New German Selling, Promo Firm on Scene

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

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

The new organization will have a production branch.

MUSIC AS WRITTEN

New York

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

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

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

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

Chicago

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

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

Hollywood

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

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

Cincinnati

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

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



THE FLARES

with the disc that created the
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FOOT

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 PART 1

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Authors-Composers Criticize French Rights Group

Continued from page 4

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

BIEM Also Hit

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

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

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

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

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

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

Hit Lack of Control

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

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

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

Investigate Expansion

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

FOLK TALENT & TUNES

By BILL SACHS

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

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

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

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

agreements with juke box operators and other commercial clients.

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

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

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

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

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

NEW SOUND ARTIST HIT!
Tony Alaimo
I'M THANKFUL

Checker 989

DON'T CRY BABY
Etta James

Argo 5393

LONELY STREET
Clarence Henry

Argo 5395

MUSIC, MUSIC, MUSIC
The Sensations

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CHESS

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FRANKIE AND JOHNNY BROOK BENTON

MERCURY 71859

FROM THE HIT ALBUM

THE BOLL WEEVIL SONG

BROOK BENTON

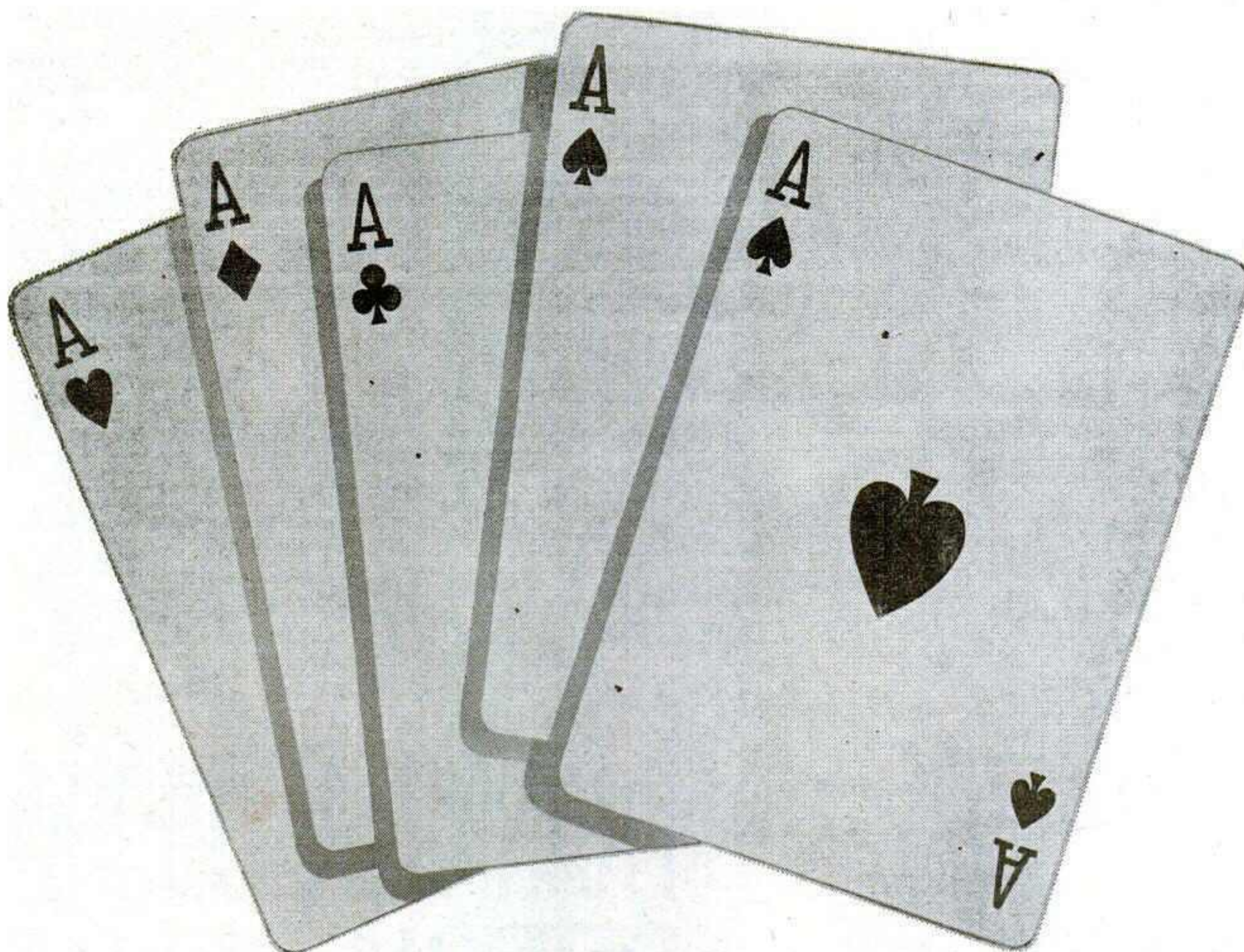


AND 11 OTHER GREAT HITS

- 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



STEREO SR 60641 / MONAURAL MG 60641



Capitol's fantastic new deal to...



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

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



12% discount (in lieu of 2% cash)—Discount applies to both new and catalog Capitol releases, popular and classical, including LP's, EP's and Compact Doubles. See your CRDC representative for all the great albums covered by this program. Deferred billing, too!



3% Advertising allowance—Advertising builds sales and now you can influence potential record buyers in your area through your local newspapers and radio. CRDC representatives will help you plan a complete advertising campaign to promote the Capitol product.



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



(For complete details, see your CRDC salesman.)

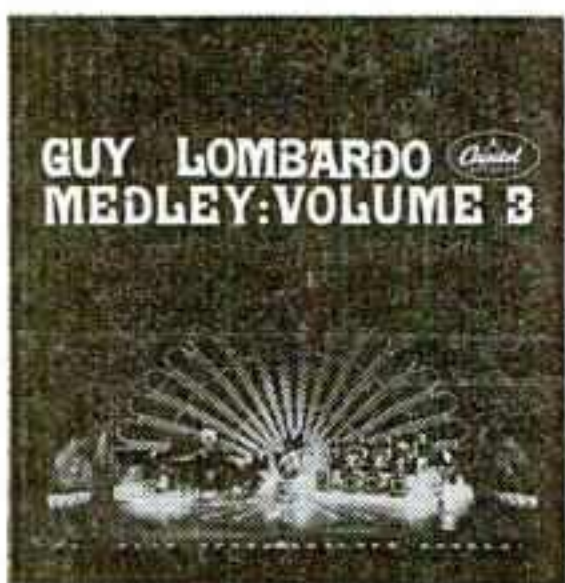


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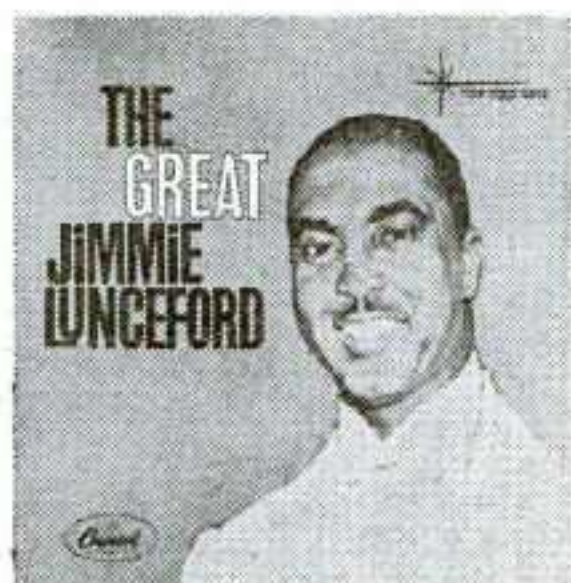
Load up on the sensational new Jackie Gleason package ...“Lover’s Portfolio,” (S)WBO 1619, the answer to a playboy’s prayer. Two discs containing special music for cocktails, dinner, dancing, and...uh...loving. Plus recipes for drinks, a list of wines, love poems, and all kinds of goodies like that.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

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

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



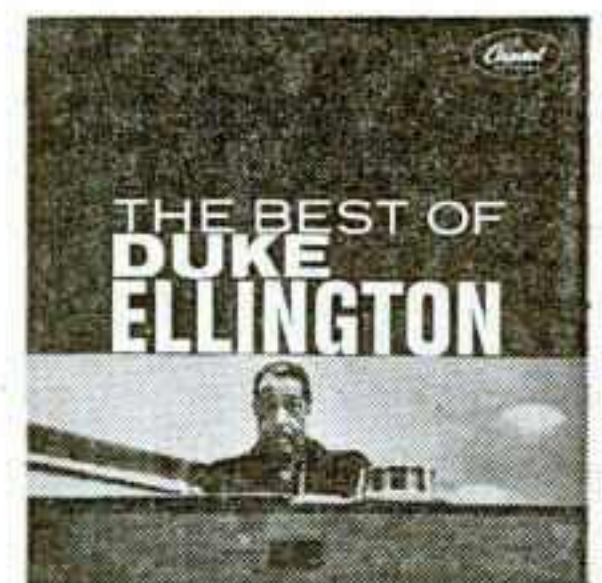
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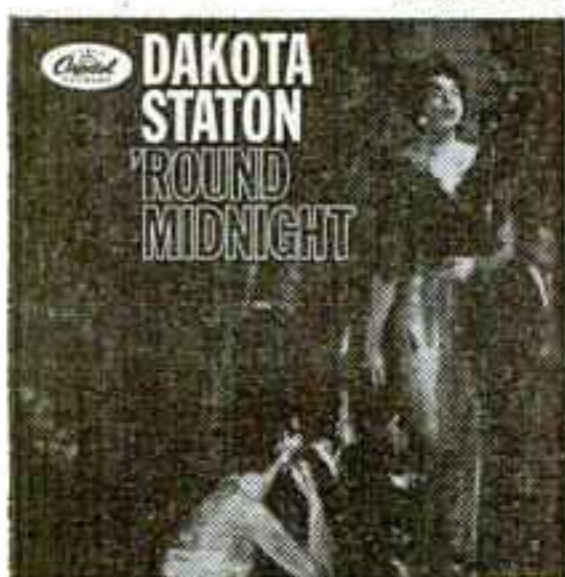
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(D)T 1588



(D)T 1602



(S)T 1597



(S)T 1603



(S)T 1595



(S)P 8557

WINS Nips Payola Bud

• Continued from page 1

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

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

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

R. Ullman New CRC Sales Rep.

NEW YORK—Richard H. Ullman, Inc., here has signed to act as exclusive sales representative for Commercial Recording Corporation (CRC) of Dallas. CRC is one of the most successful creators of radio station identification jingles (including the first "Sing-Along" packages) commercial jingles and musical advertising.

The distribution pact is effective immediately. Ullman, Inc., which is opening a new office in Dallas where CRC headquarters, is a division of the Peter Frank Organization, Inc., and the industry's largest distributor of jingles and radio outlet program and production aids. Heretofore CRC handled its own sales.

In addition to the "Sing-Along Packages," CRC has produced "The Sound of Good Music" and "Radio U. S. A." among other jingle packages. Ullman is also exclusive distributor of "The Big Sound" and "Formatic Radio," produced by Stars International, another Peter Frank division; IMN Jingles, Ev Wren Jingles and Target Jingles, produced by Eiseman Music Company.

YESTERYEAR'S HITS

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

POP—5 Years Ago AUGUST 24, 1956

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

POP—10 Years Ago AUGUST 24, 1951

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

RHYTHM & BLUES—5 Years Ago—AUGUST 24, 1956

- Honky Tonk (Part II)—Bill Doggett, King
Fever, Little Willie John, King
Let the Good Times Roll, Shirley and Lee, Aladdin
So Long, Fats Domino, Imperial
It's Too Late, Chuck Willis, Atlantic

- Casual Look, Six Teens, Flip
Please, Please, Please, James Brown, Federal
I Promise to Remember, Teenagers, Gee
In the Still of the Night, Five Satins, Ember
Lipstick, Powder and Paint, Joe Turner, Atlantic

LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

HEAVENLY DEEJAYS: Latest gimmick from Capitol Records stems from Tex Ritter's hot single, "Hillbilly Heaven." On the regular record, Ritter tells of his dream one night of visiting all his departed colleagues up in "Hillbilly Heaven." Just before leaving, Ritter asks his guide, Will Rogers, "Who else is expected within the next 100 years?" In reply, Rogers hands Ritter the "Tally Book" and Ritter reads from it the names of such top country artists as: "Red Foley, Ernest Tubb, Roy Acuff, Eddie Arnold," etc. On the special promotional disk, Ritter substitutes names of deejays for the names of the country performers. Over 100
(Continued on page 15)

Later Deadline Sought on FM Revamp Comment

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

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

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

PROGRAMMING PANEL

THE QUESTION

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

THE ANSWERS

BOB KIDD

KUZN, West Monroe, La.

Teresa Brewer and Louis Armstrong—at least for one jam session! The reason can only be one of difference. I believe this combination would offer a completely new and different sound in music. The high pitched, rapid-paced voice of Tessa to the gravel tones of Armstrong would prove interesting. There are too many recordings out that follow the same pattern, so why not something different?



SID MARK

WHAT, Philadelphia

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



TIM COMOLLI

WSKI, Barre-Montpelier, Vt.

Connie Francis and Bobby Rydell. Both these young, versatile artists seem to have universal appeal to radio listeners. Connie, with her resonant voice backed with Bobby's hit showmanship would be my idea of a hit disk. Both stars show that special talent that assures them of long-term popularity. Teamed up I feel they could create some unforgettable music—music that will live now and 50 years from now.



JACK PAR

KISN, Portland, Ore.

Julie London and Mel Torme. Here you have voices with an intimate sound. A duet by Julie and Mel would be meaningful in that both voices are warm and well balanced. Just as velvet feels to the touch, is the way I can hear these two fine artists. Listen to "Cry Me a River" by Julie and "Four Winds and Seven Seas" by Mel and I think you'll understand why I choose them.



VOX JOX

By JUNE BUNDY

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

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

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

ARTISTS' BIOGRAPHIES

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

ANN-MARGRET



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

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

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

PATSY CLINE



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

Patsy Cline is a native of Winchester, Va., where she was born September 8, 1932. Her real name is Virginia Patterson Hensley. Miss Cline began performing at an early age. She was active in the church choir, and later school plays, benefits and local club dates.

The big break that led to her successful recording career came when Wally Fowler, of "Grand Ole Opry," signed her for an appearance on the noted Nashville radio show. It was while Miss Cline was in Nashville that she was signed first to Coral Records, where she concentrated strictly on c.&w. music, and then with Decca, where Patsy Cline has become a favorite in both pop and country fields.



TAKE A
GIANT
STEP

CHANCELLOR records

FALL RELEASE 1961



CHL-5018

ALREADY . . . a whole lotta SALES!



CHL-5019

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



CHL-5021



CHL-5017

Contains the sensational "BOSTON HOP"
by the PLAYBOYS.



CHL-5008



CHLX-5020

Chancellor RECORDS, INC.

DISTRIBUTED BY AM-PAR RECORD CORP.

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

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

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

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

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

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

By BOB LATIMER

How can a record shop turn its inventory eight times a year?

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

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

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

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

Helping substantially to keep the store in the public eye is a unique mailing piece: a small printed booklet which Bradburn sends out to around 300 regular customers at least once a year, occasionally three or four times per year. With the title "Simplicity . . . Fidelity," the pamphlet is loaded with helpful information on music reproduction, explains the difference be-

(Continued on page 36)

**Viking Debuting
Cartridge Tape**

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

Two variations of the custom 1020 are also available. One employs a lower power amplifier, while the other offers a record-playback preamp for recording tapes in the cartridge.

ALBUM COVER OF THE WEEK



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

**PIZZA PLATTERS
ARE HOT STUFF**

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

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

**Home Stereo
Phono Demos
Pull Farmers**

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

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

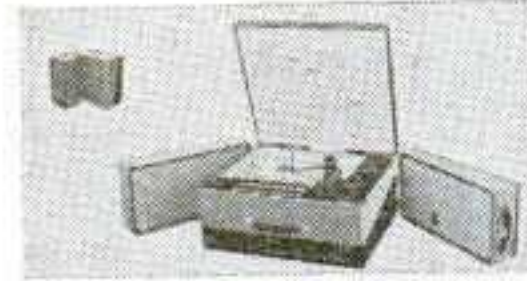
Lowry's most effective method for selling stereo to farmers is to contact a prospect who he knows can afford a top-bracket console model, and make arrangements for a no-obligation home demonstration. When the farmer agrees—and few of them have any objection whatsoever—the next step is to ask him whether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

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

Only around one farmer in 50 to date has balked at buying the stereo phonograph (some of them equipped with tape recorder decks) which Lowry offers.

NEW DEALER PRODUCTS

Decca Debuts Portable Phono



able phono with AM/FM
Decca has added this port-

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

Diskery Debs All-Time Seller Rack



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

DISK DEALS FOR DEALERS

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

- CONCERT-DISC**—Limited time only. Started June 23, 1961. Dealer is offered two LP's for the price of one. Five new releases all packaged "piggy-back" style.
- RCA VICTOR**—Limited time only. Started May 29, 1961. "Heart of the Symphony," LP by Fritz Reiner and the Chicago Symphony Orchestra, is specially priced to the consumer at a "Save \$2" introductory offer.
- STARDAY**—Expires August 30, 1961. Started July 31, 1961. "Starday's Original Second Annual Country Music Spectacular Sale." Three albums free for every 10 purchased. Program covers all Starday LP's and EP's. Features two albums: "More Country Music Spectacular" specially priced to dealer at \$3.15; "Country Music Sampler," specially priced to dealer at \$1.23. See page 8, July 31 issue, for details.
- ARTIA**—Expires August 31, 1961. Started July 18, 1961. "Artia Summer Dividend." Open to dealers and distributors. Plan offers one free LP for every three purchased.
- MK & SUPRAPHON**—Expires August 31, 1961. Started July 18, 1961. "Summer Dividend." Open to dealers and distributors. Plan offers one LP free for every six purchased.
- ATLANTIC-ATCO**—Expires August 31, 1961. Started June 26, 1961. "Summer LP Sales Incentive Program." Available through distributors, the label offers a 15 per cent discount on the entire LP catalogs of both labels, including new LP releases. See page 3, June 26 issue, for details.
- CANDID**—Extended through August 31, 1961. Started June 27, 1961. "Summer Jazz Star Program." Distributors receive three free LP's for every twenty purchased. Program applies to five new releases as well as entire catalog.
- KING**—Extended through August 31, 1961. Started May 18, 1961. Special consumer plan. Two regular priced LP's for the price of one. Dealer makes normal mark-up. Program covers 16 specified LP's. See page 5, May 29 issue, for details.
- KING**—Expires August 31, 1961. Started August 1, 1961. Dealer Restocking Plan. One LP free for every five purchased. Special dating plan for orders totaling \$75 or more. See page 3, August 7 issue, for details.
- MERCURY**—Expires August 31, 1961. Started July 15, 1961. "Summer Spectacular" sales plan. Buy six LP's, receive one free on all new releases; purchase five on selected CGW LP's and five EP's and receive one free; purchase five of EP's and LP's series and receive one free, and purchase 100 on Celebrity Series and receive 30 free. See page 4, July 17 issue, for details.
- MGM**—Expires August 31, 1961. Started July 15, 1961. Label is offering one album free for every five purchased. Plan covers complete catalog. Also, 100 per cent exchange privilege on the label's 50 best-selling LP's.
- PARLIAMENT**—Extended through August 31, 1961. Started June 19, 1961. One album free for every three purchased. See page 45, June 26 issue, for details.
- RICHMOND-TELEFUNKEN**—Expires August 31, 1961. Started July 1, 1961. A suggested 20 per cent discount offered to dealers through distributors. Program covers complete Richmond-Telefunken LP catalog including new releases.
- VERVE**—Extended through August 31, 1961. Started June 26, 1961. "Operation Early Bird." Dealers are offered one album free for every three purchased. Program covers entire catalog plus new releases. See page 3, June 26 issue, for details.
- UNITED ARTISTS**—Expires September 1, 1961. Started July 1, 1961. "Carnival of Stars." Two parts: Special deferred payment sales program offered to distributors whereby they receive five free copies of an LP when they purchase 25 copies of the same package. Program covers all new UA and Ultra Audio product, plus entire Ultra Audio catalog. Sales incentive plan on "Album of the Month" offers distributors two albums of the month free for every 10 purchased. Distributors must pass identical benefits to dealers. See pages 6 and 8, July 3 issue, for details.
- DECCA**—Expires September 15, 1961. Started July 19, 1961. On a minimum order of any combination of LP's, EP's, Tape or the Vocalion line totaling \$100, the dealer is allowed a 10 per cent discount on the total purchase. Chain stores are also eligible. See page 3, July 31 issue, for details.
- LONDON**—Expires September 15, 1961. Started August 14, 1961. "Phase 4 Stereo." One free LP for every six purchased. Program covers 12 "Phase 4 Stereo" and "Sound 4 Mono" LP series. See separate story, current issue, for details.
- TIME**—Expires September 15, 1961. Started August 1, 1961. Entire Time Records series 2000 catalog available on a buy-four-get-one-free basis. Plan includes new releases.

(Continued on page 15)

DISK DEALS FOR DEALERS

• Continued from page 14

COLUMBIA—Expires September 16, 1961. Started July 10, 1961. Ten per cent discount on new LP releases in addition to complete catalog. See page 1, July 31 issue, for details.

EPIC—Expires September 16, 1961. Started July 10, 1961. "Fall Merchandising Plan." Fifteen per cent discount on all new LP releases for August and September, plus the catalog. See page 1, July 31 issue, for details.

LIBERTY—Expires September 22, 1961. Started August 1, 1961. Label is offering 10 per cent discount on entire catalog, plus new releases on all LP's except The Chipmunks. See page 3, July 24 issue, for details.

WARNER BROS.—Expires September 22, 1961. Started July 24, 1961. Label is offering a 15 per cent bonus to dealers covering new releases and catalog. See page 3, July 31 issue, for details.

ROULETTE—Expires September 24, 1961. Started August 1, 1961. Qualified dealers are offered 15 per cent discount on all LP's including new releases. See page 4, August 7 issue, for details.

ANGEL—Expires September 30, 1961. Started August 14, 1961. Fall program. Dealers qualify by purchasing minimum of 30 LP's. Three parts: New releases and 100 specified titles offered at 20 per cent; 200 specified titles offered at 15 per cent; balance of catalog offered at 20 per cent. Deferred shipping available. See separate story, current issue, for details.

CAPITOL—Expires September 30, 1961. Started August 14, 1961. Fall program. Dealers qualify by minimum order of 50 LP's. Twelve per cent special discount instead of normal 2 per cent cash discount on all purchases plus special co-operative advertising allowance equal to 3 per cent of program purchases. See separate story, current issue, for details.

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

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

REQUEST—Expires September 30, 1961. Started July 31, 1961. For every purchase of 10 Request LP's the dealer may exchange at no charge three LP's of any other label, stereo or mono. LP's purchased under the program may be exchanged through December 31.

PRESTIGE—Expires October 8, 1961. Started August 28, 1961. Dealer is offered two LP's free for every 10 purchased. Program covers International, Bluesville and Swingville series plus new releases.

ABC-PARAMOUNT—Expires October 20, 1961. Started July 17, 1961. "Fall LP Program." Distribra are offered 12½ per cent discount on all LP purchases. Program covers complete catalogs and new releases on ABC Paramount, Impulse and Chancellor labels. See page 8, July 3 issue, for details.

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

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

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

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

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

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

KANDY—No expiration date. Started July 17, 1961. Label is offering seven LP's for price of six. Applies to Johnson's "Organ With a Beat" series. Same type of deal offered on singles.

LABEL-DEEJAY PROMOTIONS

• Continued from page 12

stations have received these special acetate dubs.

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

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

More CHART TOPPERS From ATLANTIC!

The Drifters SWEETS FOR MY SWEET

and **Loneliness or Happiness**
Atlantic 2117

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

Ray Charles HARD TIMES

and **I Wonder Who**
Atlantic 2118

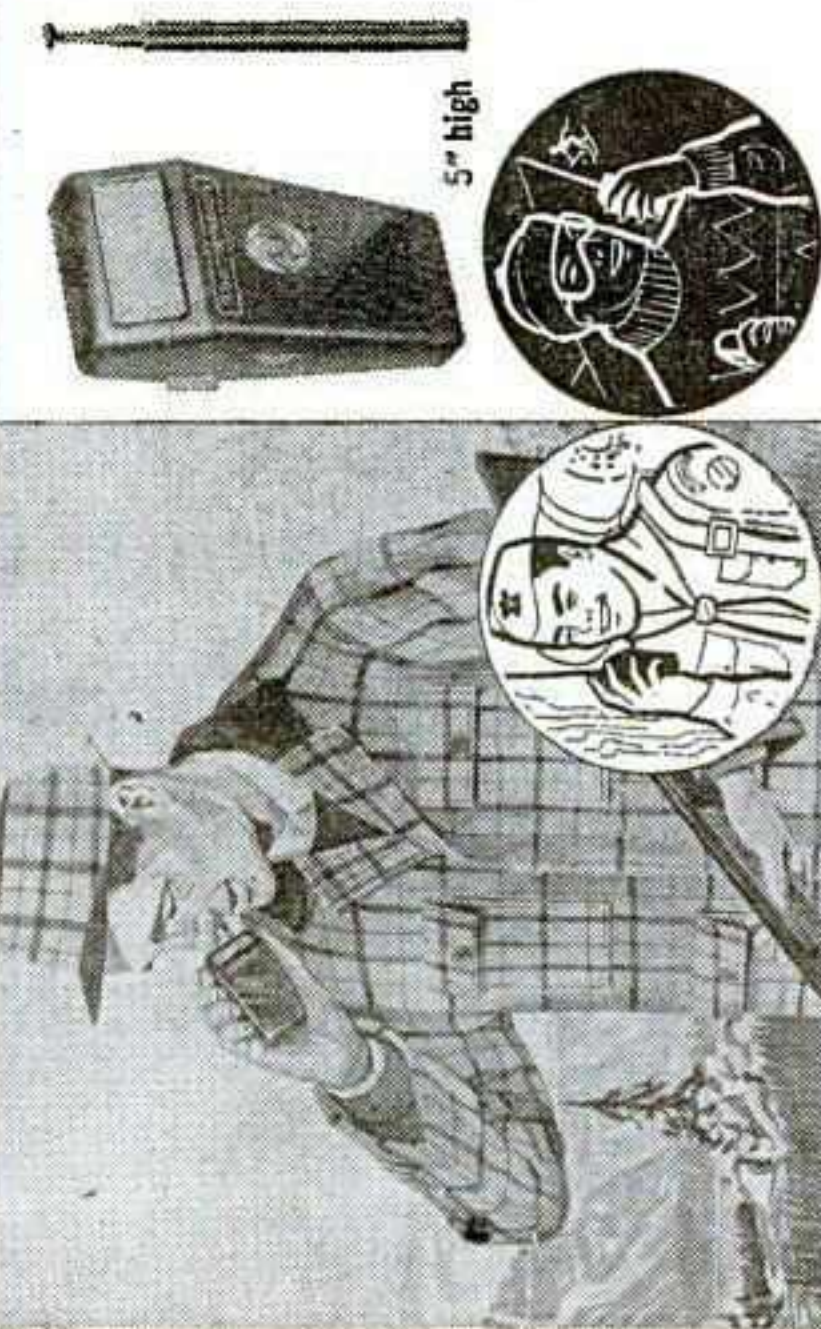
ATLANTIC RECORDS

SEE COUPON FOR SALESMAN'S DISCOUNT SAMPLE ORDER!
FIRST TRUE "SHIRT POCKET" TWO WAY RADIO

Spacephone

SPACEPHONE is a U.S. engineered and manufactured "walkie-talkie" which operates on a standard nine-volt transistor radio battery. It is the first transceiver which will actually fit in your shirt pocket. All-transistorized and crystal controlled, it embodies the latest techniques in subminiaturization. Spacephone is a masterpiece of design made with highest quality components and offering full range and excellent fidelity. Weighs 8 oz. Black satin finish. Solid brass, chromed antenna is included. Over 10,000 already sold to civilian and military users. Factory guaranteed, warranty included.

\$29.95 complete with battery retail
TWO for \$59.10



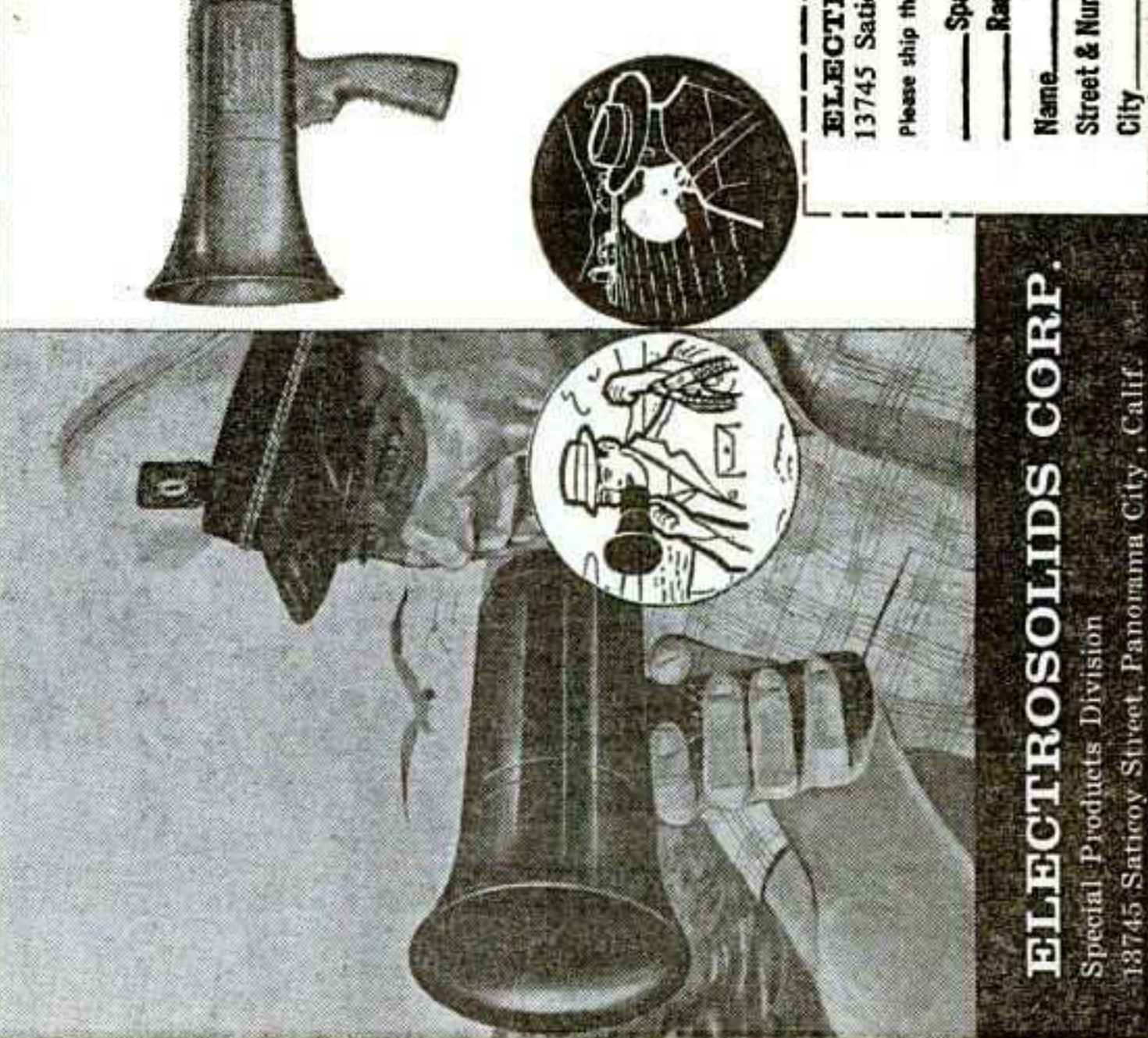
FIRST INEXPENSIVE TRANSISTORIZED VOICE AMPLIFIER

RANGERHORN

SUPER RANGERHORN replaces old style vacuum tube built-horns and "loud hailer" costing from \$60 to \$200. It is a COMPLETE PUBLIC ADDRESS SYSTEM self contained with 1000 foot range. Super Rangerhorn, 10½" long, weighs 2½ lbs. contains a microphone, a loudspeaker, a transistorized electronic amplifier, a trigger-type switch and 6 standard photoflash batteries. Over 15,000 sold to boat-owners, scoutmasters, football and baseball coaches, rangers, construction companies and, apparently, to baseball and other sports fans who wish to offer their suggestions with greater volume. Factory guaranteed, warranty included.

\$19.95 retail

complete with batteries U.S. designed and made. Factory guaranteed. These two new low-cost products were made possible by advanced circuitry developed by ElectroSolics Corp. for satellite communications and are the result of a recent breakthrough in the field of solid state electronics.



ELECTROSOLIDS CORPORATION
13745 Saticoy Street, Panorama City 57, Calif.

Please ship the following salesman sample order and literature via parcel post.

Spacephones at \$17.97 ea. (\$5 deposit per unit for C.O.D.)
Rangerhorns at \$11.97 ea. (\$2 deposit per unit for C.O.D.)

Name _____
Street & Number _____
City _____ Zone _____ State _____

ELECTROSOLIDS CORP.
Special Products Division
13745 Saticoy Street, Panorama City, Calif.

BILLBOARD MUSIC WEEK HITS OF THE WORLD



Europe

GERMANY

Table of German hits including 'Schöner Fremder Mann' and 'Am Sonntag will mein Süßer mit mir Segeln'.

DENMARK

Table of Danish hits including 'Nar jeg star ved en bar' and 'Succu-Succu'.

FLEMISH BELGIUM

Table of Flemish hits including 'Wheels' and 'Hello Mary Lou'.

SPAIN

Table of Spanish hits including 'Tonight My Love, Tonight' and 'La Novia'.

Continuation of European hits from Germany and Denmark.

BRITAIN

Table of British hits including 'You Don't Know' and 'Well I Ask You'.

ITALY

Table of Italian hits including 'Legata a un granello di sabbia' and 'Non esiste l'amor'.

NORWAY

Table of Norwegian hits including 'Hello Mary Lou' and 'Greenfields'.

SWEDEN

Table of Swedish hits including 'Putti Putti' and 'En Gang Skall Vi Ater Motas'.

Asia & Pacific

HONG KONG

Table of Hong Kong hits including 'Dance on Little Girl' and 'More Than I Can Say'.

AUSTRALIA

Table of Australian hits including 'Smokey Mokes' and 'I'm Gonna Knock On Your Door'.

SOUTH AFRICA

Table of South African hits including 'Moody River' and 'I've Told Every Little Star'.

Continuation of European hits from Germany.

PHILIPPINES

Table of Philippine hits including 'I've Told Every Little Star' and 'Nothing Ever Changes My Love for You'.

NEW ZEALAND

Table of New Zealand hits including 'Scottish Soldier' and 'Round Robin'.

ITALY

UA Sets 'Exodus' Vocal Prize

By SAML STEINMAN
Piazza S. Anselmo 1, Rome
Robert Haggiag, chief of Dear Films, UA's Italian outlet, has launched a competition to select the best recorded interpretations of the theme from "Exodus"...

Two summer song festivals, one at Pesaro for a group of European nations and the other at Ventimiglia on a flower theme, have ended in so many disagreements...

The Americas

MEXICO

Table of Mexican hits including 'Agujetas Color de Rosa' and 'Presumida'.

PERU

Table of Peruvian hits including 'Moliendo Cafe' and 'Mi Secreto'.

Hong Kong Life Caught on Disk

By CARL MYATT
44 Mt. Kellett Road, The Peak
The Hong Kong Tourist Association's latest move in its "Sell Hong Kong" campaign, is the release of a cleverly compiled, colorful folder containing a series of pictures and four paper-thin plastic records containing some of the everyday sounds of this teeming city.

The recordings—which include a speech by His Excellency the governor of Hong Kong, the sounds of the street markets, among other items—were done by Radio Hong Kong's team of engineers. The pressings were made in Japan by the Asahi Sonopresse. It sells at HK \$9 which is approximately \$1.50 U.S.



HAVE DISCOUNT, WILL TRAVEL!

All those great albums illustrated and listed above—plus the many, many others in the enormously-varied 'CAPITOL' OF THE WORLD catalog—are now the object of a discount deal that's just too good to miss. When you buy one 'CAPITOL' OF THE WORLD album you get any

other 'CAPITOL' OF THE WORLD album at HALF-PRICE (mono for mono, stereo for stereo). Stock up now. Call your CRDC representative. He's rarin' to travel to write your discount order! Don't wait. This great offer is good for a limited time only.

SEE YOUR CRDC REPRESENTATIVE NOW!

LUGGAGE BY SKYWAY

© CAPITOL RECORDS, INC.

BRITAIN

English Pop Music Scene Hit By Smash Norse Invasion Force

By DON WEDGE
News Editor,
New Musical Express

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

MEXICO

Garea Set for Gamma Cuttings

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

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

Travelers

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

NEW ZEALAND

Bill & Boyd Hit No. 10

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

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

New Releases

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

AUSTRALIA

ARC Schedules Sept. 1 Release For UA Albums

By GEORGE HILDER
19 Todman Ave., Sydney

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

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

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

Music Publishers

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

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

Visitors Here

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

Publisher Business

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

JAPAN

Tiomkin Getting Japanese Push

By TEN KATTORI
Yokohama Correspondent

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

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

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

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

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

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

HOLLAND

Caterina's New Album, Single

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

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

Sea Side Meet

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

GERMANY

German Magazine in LP Deal With Philips Label

By BRIGITTE KEEB
Automaten-Markt, Braunschweig

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

By JIMMIE JUNGERMANN
102 Ismaninger Street, Munich 27

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

Visitors

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

Sales

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

AUSTRIA

Lolita Has Hit Single

By FRED ZILLER
Mollwaldplatz 1, Vienna

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

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

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

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

BELGIUM

New Records in A Quiet Belgium

By JAN TORFES

Stuivenbergvaart 37, Mechelen

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

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

Visitors

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

SPAIN

Bing Crosby May Wax Benidorm Fest Song

By RAUL MATAS
32 Av. Jose Antonio, Madrid

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

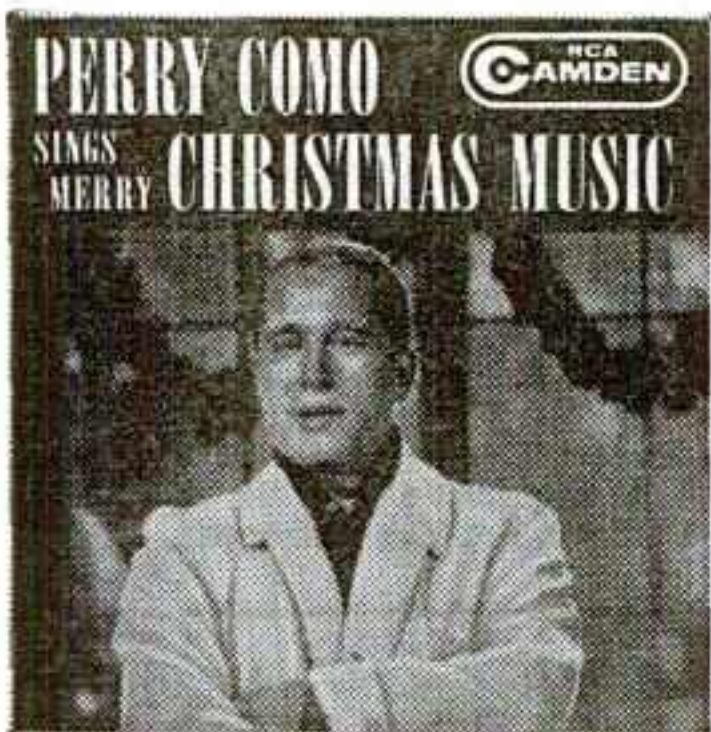
the Capitol of Palaces to take care of the job.

Disk Shorts

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

7 ACTION ALBUMS FROM RCA CAMDEN

"The Record Value America Loves Best"



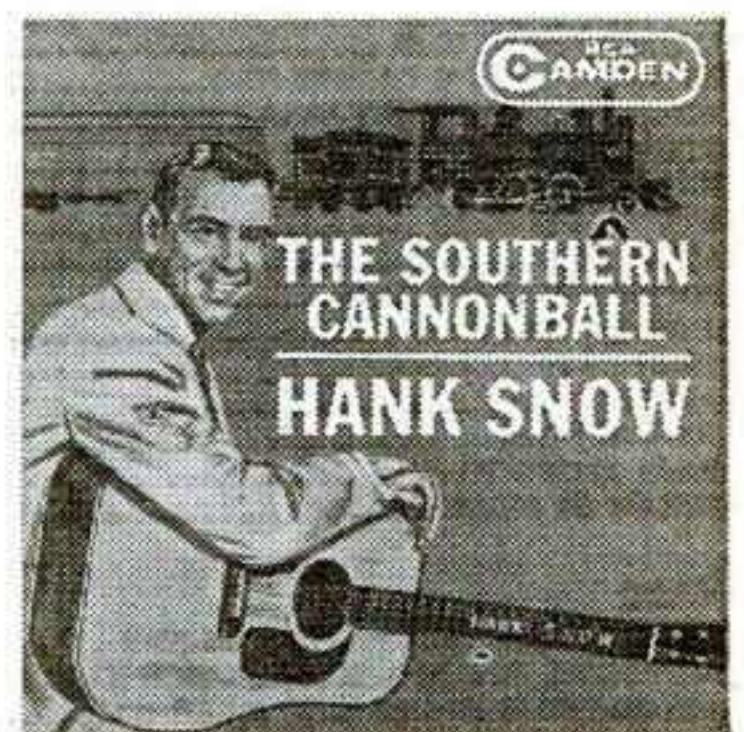
Perry sings songs of festivity and reverence. "Silent Night," "Jingle Bells," "White Christmas," others. CAL-660.*



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



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



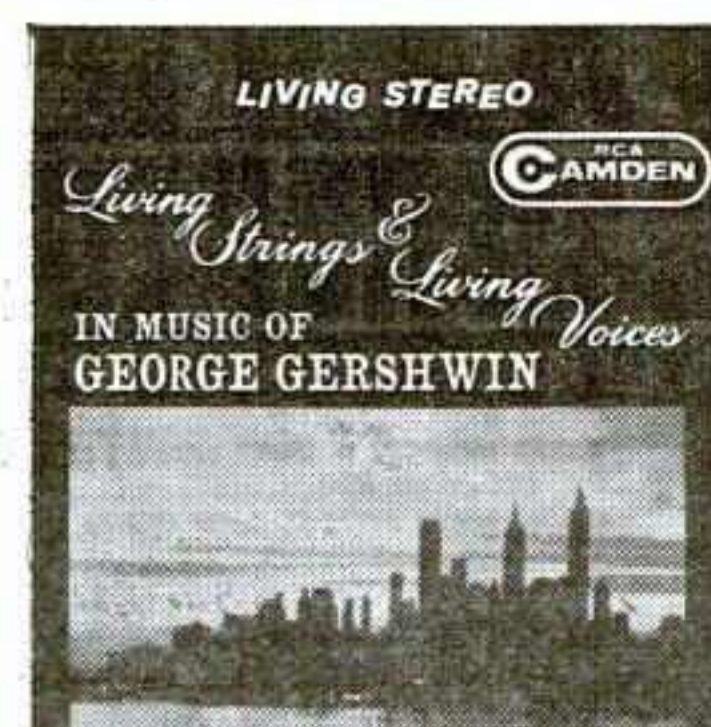
An authentic cross section — in varying moods — of real country music, and of the great Hank Snow. CAL-680.*



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



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



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

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



*Monaural only

Manufacturer's Nationally Advertised Prices Shown — Optional with Dealers

ALBUM PROGRAMMING & BUYING GUIDE

TOP LP'S BY CATEGORY

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

VOCAL LP'S

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

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

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

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

INSTRUMENTAL LP'S

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

SHOW MUSIC	
Original Cast	
BYE BYE BIRDIE (Col)	(45) 72
CAMELOT (Col)	(4) 6
CARNIVAL (MGM)	(17) 15
DONNYBROOK (Kapp)	58
FIORELLO (Cap)	117
FLOWER DRUM SONG (Col)	129
GYPSY (Col)	80
MUSIC MAN (Cap)	(30) 142
MY FAIR LADY (Col)	(26) 36
THE SOUND OF MUSIC (Col)	(13) 17
SOUTH PACIFIC (Col)	70
TENDERLOIN (Cap)	130
UNSINKABLE MOLLY BROWN (Cap)	(35) 56
WEST SIDE STORY (Col)	(28) 61
WILDCAT (RCA)	(37) 62

Sound Track	
THE ALAMO (Col)	71
BEN-HUR (MGM)	73
EXODUS (RCA)	(6) 10
G. I. BLUES (RCA)	14
GIGI (MGM)	87
GONE WITH THE WIND (Cam)	74
KING AND I (Cap)	52
NEVER ON SUNDAY (UA)	(2) 4
OKLAHOMA! (Cap)	(44) 119
PORGY AND BESS (Col)	126
SOUTH PACIFIC (RCA)	(14) 42
STUDENT PRINCE (RCA)	134
Music From Musicals, Films and TV	
FILM ENCORES (Lon)	50
GONE WITH THE WIND (WB)	85
GREAT MOTION PICTURE THEMES (UA)	(12) 11
MR. LUCKY (RCA)	76
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	(25) 39
PETER GUNN (RCA)	123
THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS (Lon)	(31) 110

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

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

Reviews of New Albums

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

Pop

A WHOLE LOTTA FRANKIE



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

LET'S TWIST AGAIN



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

THE MADISON AVENUE BEAT



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

Jazz

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



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

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



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

Classical

PUCCHINI: LA BOHEME HIGHLIGHTS



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

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



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

Children Low Price

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



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

(Continued on page 33)

on the charts

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

SEA OF HEARTBREAK
DON GIBSON
7890

WHAT WOULD YOU DO?
JIM REEVES
7905

SWEET LITTLE YOU
NEIL SEDAKA
7922

RCA VICTOR 
The most trusted name in sound

STAR PERFORMERS—Selections registering greatest upward progress this week. **S** Indicates that 45 r.p.m. stereo single version is available. **△** Indicates that 33 1/3 r.p.m. mono single version is available. **▲** Indicates that 33 1/3 r.p.m. stereo single version is available.

THIS WEEK	1	2	3	4	TITLE	Artist, Label & Number	Weeks On Chart
1	1	1	1		TOSSIN' AND TURNIN'	Bobby Lewis, Beltone 1002	18
2	5	9	13		WOODEN HEART (Muss I Denn)	Joe Dowell, Smash 1708	9
3	6	10	23		MICHAEL	Highwaymen, United Artists 258	7
4	3	3	7		LAST NIGHT	Mar-Keys, Satellite 107	7
5	2	2	2		I LIKE IT LIKE THAT	Chris Kenner, Instant 3229	13
6	11	15	24		YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	Ral Donner, Gone 5108	7
7	7	7	16		PRETTY LITTLE ANGEL EYES	Curtis Lee, Dunes 2007	8
8	4	4	4		DUM DUM	Brenda Lee, Decca 31272	10
9	8	8	9		LET'S TWIST AGAIN	Chubby Checker, Parkway 824	10
10	10	16	28		SCHOOL IS OUT	Gary (U. S.) Bonds, LeGrand 1009	5
11	16	25	30		DON'T BET MONEY HONEY	Linda Scott, Canadian-American 127	8
12	15	20	35		HURT	Tini Turo, Liberty 55343	5
13	9	6	8		TOGETHER	Connie Francis, MGM 13019	9
14	21	32	59		AS IF I DIDN'T KNOW	Adam Wade, Coed 553	5
15	17	22	36		LET THE FOUR WINDS BLOW	Fats Domino, Imperial 5764	5
16	24	28	33		I FALL TO PIECES	Fatsy Cline, Decca 31205	14
17	22	26	31		I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges, Cadence 1397	10
18	12	14	19		I'LL BE THERE	Damita Jo, Mercury 71840	8
19	13	13	14		NEVER ON SUNDAY	Chordettes, Cadence 1402	10
20	14	5	5		HATS OFF TO LARRY	Del Shannon, Big Top 3075	12
21	32	41	46		MY TRUE STORY	Jive Five, Beltone 1006	8
22	25	40	53		ONE SUMMER NIGHT	Diamonds, Mercury 71831	8
23	18	18	18		MY KIND OF GIRL	Matt Monro, Warwick 636	13
24	33	44	56		HILLBILLY HEAVEN	Tex Ritter, Capitol 4567	8
25	26	34	61		I'M A-TELLING YOU	Jerry Butler, Vee Jay 390	5
26	40	75			DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Over Night)	Lonnie Donegan, Dot 15911	3
27	19	12	6		QUARTER TO THREE	Gary (U. S.) Bonds, LeGrand 1008	14
28	20	11	3		BOLL WEEVIL SONG	Brook Benton, Mercury 71820	15
29	38	46	55		RIGHT OR WRONG	Wanda Jackson, Capitol 4553	9
30	27	33	45		QUITE A PARTY	Fireballs, Warwick 644	9
31	41	87			TAKE GOOD CARE OF MY BABY	Bobby Vee, Liberty 55354	3
32	36	42	52		PRINCESS	Frank Earl, Crusade 1022	8
33	44	66			WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)	Barry Mann, ABC-Paramount 10237	3
34	49	84	87		I'LL NEVER SMILE AGAIN	Platters, Mercury 71847	4
35	42	51	60		I DON'T WANT TO TAKE A CHANCE	Mary Wells, Motown 1011	6
36	39	43	34		SEA OF HEARTBREAK	Don Gibson, RCA Victor 7890	10
37	43	62	78		I JUST DON'T UNDERSTAND	Ann-Margret, RCA Victor 7894	5
38	28	29	37		RUNAROUND	Regents, Gee 1071	7
39	23	17	17		CUPID	Sam Cooke, RCA Victor 7883	12
40	48	58	72		AMOR	Ben E. King, Atco 6203	4

THIS WEEK	1	2	3	4	TITLE	Artist, Label & Number	Weeks On Chart
41	46	52	58		A THING OF THE PAST	Shirley's, Scepter 1220	7
42	68	85	90		THE MOUNTAIN'S HIGH	Dick and DeeDee, Liberty 55350	4
43	54	61	63		HAG	Halos, Seven Arts 709	6
44	61	78			WITHOUT YOU	Johnny Tillotson, Cadence 1404	3
45	52	67			DON'T CRY BABY	Etta James, Argo 5393	3
46	76	91	97		WHEN WE GET MARRIED	Dreamlovers, Heritage 102	4
47	53				STARLIGHT, STARBRIGHT	Linda Scott, Canadian-American 127	4
48	67		90		A LITTLE BIT OF SOAP	Jarmels, Laurie 3098	3
49	71				CRYIN'	Roy Orbison, Monument 447	2
50	30	23	15		PLEASE STAY	Drifters, Atlantic 2105	12
51	29	19	11		SAN ANTONIO ROSE	Floyd Cramer, RCA Victor 7893	12
52	31	39	43		A TEAR	Gene McDaniels, Liberty 55344	8
53	62	94	95		TRANSISTOR SISTER	Freddy Cannon, Swan 4078	4
54	79	90			HULLY GULLY AGAIN	Little Caesar & the Romans, Del-Fi 4164	3
55	65	76			LET ME BELONG TO YOU	Brian Hyland, ABC-Paramount 10236	3
56	64	74	76		IT'S GONNA WORK OUT FINE	Ike and Tina Turner, Sue 749	4
57	73				LOVER'S ISLAND	Bluejays, Milestone 2008	2
58	66	72	73		WATER BOY	Don Shirley Trio, Cadence 1392	6
59	63	93	85		MISSING YOU	Ray Peterson, Dunes 2006	4
60	69	71			CANDY MAN	Roy Orbison, Monument 447	3
61					LITTLE SISTER	Elvis Presley, RCA Victor 7908	1
62	56	57	68		I NEVER KNEW	Clyde McPhatter, Mercury 71841	5
63	47	48	51		THE CHARLESTON	Ernie Fields, Rendezvous 150	8
64	59	70	77		TEARS ON MY PILLOW	McGuire Sisters, Coral 62276	5
65	45	45	57		TIME WAS	Flamingos, End 1092	8
66	77	80	86		TEARDROPS IN MY HEART	Joe Barry, Smash 1710	4
67	81	82	94		NOW AND FOREVER	Bert Kaempfert, Decca 31279	4
68	84	98			SAN-HO-ZAY	Freddy King, Federal 12428	3
69	91				MEXICO	Bob Moore, Monument 446	2
70	72	88			LONELY STREET	Clarence Henry, Argo 5395	3
71	88				MAGIC MOON	Rays, XYZ 607	2
72	83				BACK BEAT NO. 1	Rondells, Amy 825	2
73	87				BLESS YOU	Tony Orlando, Epic 9452	2
74					NOTHIN' BUT GOOD	Hank Ballard and the Midnighters, King 5535	1
75					FRANKIE AND JOHNNY	Brook Benton, Mercury 71859	1
76					BIG COLD WIND	Pat Boone, Dot 16244	1
77	70	54	54		WHAT A SWEET THING THAT WAS	Shirley's, Scepter 1220	6
78	98				MORE MONEY FOR YOU AND ME	Four Preps, Capitol 4599	2
79	80	89			DON'T CRY NO MORE	Bobby (Blue) Bland, Duke 340	3
80	85	92	99		SUMMER SOUVENIRS	Karl Hammil Jr., Arlite 1007	4

THIS WEEK	1	2	3	4	TITLE	Artist, Label & Number	Weeks On Chart
81	92				ROLL OVER BEETHOVEN	Velares, Jamie 1198	2
82	90	95			EVERY BREATH I TAKE	Gene Pitney, Muscor 1011	3
83	95				MUSIC, MUSIC, MUSIC	Sensations, Argo 5391	2
84	93	96			WELL-A, WELL-A	Shirley & Lee, Warwick 664	3
85	60	64	67		PEANUTS	Rick and the Keens, Smash 1705	8
86	100				PITTER PATTER	Four Sportsmen, Sunnybrook 4	2
87	57	60	74		MR. HAPPINESS	Johnny Maestro, Coed 552	5
88					BABY, YOU'RE SO FINE	Mickey and Sylvia, Willow 23000	1
89	96				STARLIGHT	Preludes Five, Pk 231	2
90					JEREMIAH PEABODY'S POLY UNSATURATED QUICK DISSOLVING FAST ACTING PLEASANT TASTING GREEN AND PURPLE PILLS	Ray Stevens, Mercury 71843	1
91					YEARS FROM NOW	Jackie Wilson, Brunswick 55219	1
92					BLACKLAND FARMER	Wink Martindale, Dot 16243	1
93	97	100			MY HEART'S ON FIRE	Billy Bland, Old Town 1105	3
94					BABY, YOU'RE RIGHT	James Brown, King 5524	1
95					I WAKE UP CRYING	Chuck Jackson, Wand 110	1
96	99				GIRLS, GIRLS, GIRLS	Coasters, Atco 6404	2
97					KEEP ON DANCING	Hank Ballard and the Midnighters, King 5535	1
98		97			DON'T FORGET I LOVE YOU	Butanes, Enrico 1007	2
99					WIZARD OF LOVE	Ly-Dells, Master 251	1
100					DONALD, WHERE'S YOUR TROUSERS	Andy Stewart, Warwick 665	1

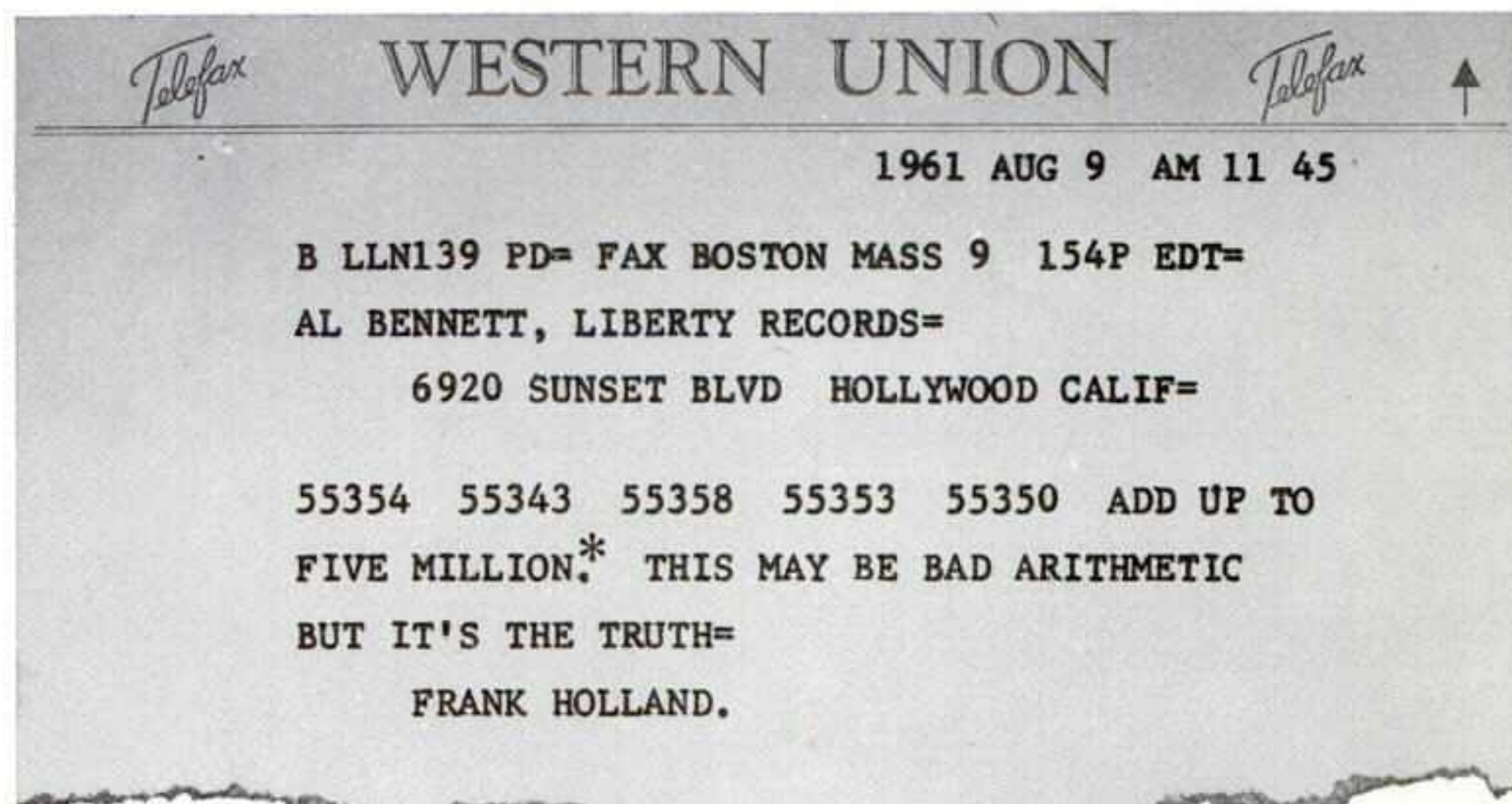
BUBBLING UNDER THE HOT 100

- YOU'RE THE REASON Joe South, Fairlane 21006
- THEME FROM SILVER CITY Ventures, Dolton 44
- KISSIN' ON THE PHONE Paul Anka, ABC-Paramount 10239
- LOOK IN MY EYES Chantels, Carlton 555
- JOHNNY WILLOW Fred Darian, Jave 10237
- MR. PAGANINI Ella Fitzgerald, Vesta 384
- BLUE MU MU Annette, Vista 384
- GOLDEN TEARDROPS Flamingos, Vee Jay 384
- STICK SHIFT Duals, Sue 745
- YOU'RE THE REASON Bobby Edwards, Crest 1075
- SWEET LITTLE YOU Neil Sedaka, RCA Victor 7922
- GEE OH GEE Echoes, Seg-Way 1002
- S.O.S. I LOVE YOU Ronnie Hayden, Camay 101
- FOOT STOMPIN' (PART 1) Flares, Felsted 8624
- L-O-V-E Craftys, Warwick 708
- MY DREAM COME TRUE Jack Scott, Capitol 4597
- ANNIVERSARY OF LOVE Coslons, Seeco 6078
- THE WAY YOU LOOK TONIGHT Letterman, Capitol 4586
- HUMAN Tommy Hunt, Scepter 1219
- IMPOSSIBLE Gloria Lynne, Everest 19418

HOT 100—A TO Z

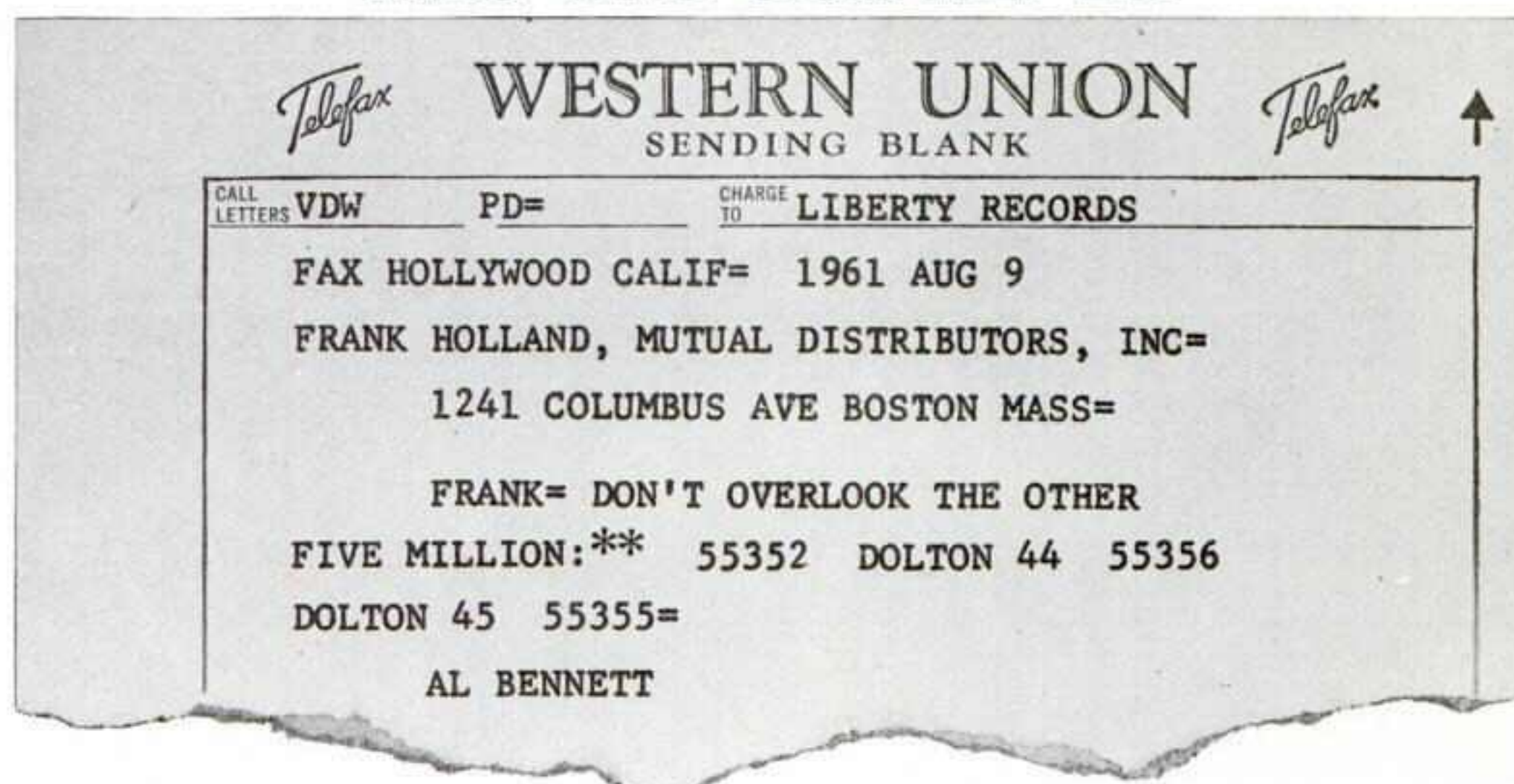
Amor	40	Mexico	69
As If I Didn't Know	14	Michael	3
Baby, You're So Fine	88	Missing You	39
Bless You	73	More Money For You and Me	79
Blackland Farmer	76	Mountain's High, The	42
Back Beat No. 1	72	Mr. Happiness	87
Big Cold Wind	15	Music, Music, Music	83
Bless You	73	My Heart's on Fire	93
Boll Weevil Song	28	My Kind of Girl	23
Candy Man	60	My True Story	21
Charleston, The	63	Nag	42
Cryin'	49	Never on Sunday	7
Cupid	39	Northin' But Good	64
Does Your Chewing Gum Lose Its Flavor	100	Now and Forever	74
Donald Where's Your Trousers	26	One Summer Night	22
Don't Bet Money Honey	11	Peanuts	85
Don't Cry Baby	45	Pitter Patter	86
Don't Cry No More	79	Please Stay	50
Don't Forget I Love You	98	Pretty Little Angel Eyes	7
Dum Dum	8	Princess	32
Every Breath I Take	9	Quarter to Three	27
Frankie and Johnny	75	Quite a Party	30
Girls, Girls, Girls	96	Right or Wrong	29
Hats Off to Larry	20	Roll Over Beethoven	81
Hillbilly Heaven	24	Runaround	38
Hully Gully Again	54	San Antonio Rose	51
Hurt	15	San-Ho-Zay	68
I Don't Want to Take a Chance	16	School Is Out	58
I Fall to Pieces	35	Sea of Heartbreak	10
I Like It Like That	5	Starlight	89
I Just Don't Understand	37	Starlight, Starbright	47
I Wake Up Crying	95	Summer Souvenirs	80
I'll Be There	18	Take Good Care of My Baby	31
I'm Gonna Knock on Your Door	17	Tear, A	52
It's Gonna Work Out Fine	56	Teardrops in My Heart	66
Jeremiah's Dills	90	Years on My Pillow	64
Keep on Dancing	97	What a Sweet Thing That Was	41
Last Night	4	Time Was	13
Let Me Belong to You	55	Transistor Sister	53
Let the Four Winds Blow	15	Without You	44
Let's Twist Again	48	Wizard of Love	99
Little Bit of Soap	48	Wooden Heart	2
Little Sister	61	Years From Now	91
Lovely Street	70	You Don't Know What You've Got	6
Lover's Island	57		
Magic Moon	71		

**THIS UNSOLICITED WIRE WAS SENT TO LIBERTY
BY MUTUAL DISTRIBUTORS, INC.
THE LIBERTY DISTRIBUTOR IN BOSTON:**



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

THIS WAS OUR REPLY:



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



FIRST IN THE FOREGROUND OF SOUND



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

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

150 Best Selling

MONAURAL LP's

Table of Monaural LP's (1-51) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

Table of Monaural LP's (52-101) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

Table of Monaural LP's (102-150) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

50 Best Selling

STEREO LP's

Table of Stereo LP's (1-50) with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart.

SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

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

NEW YORK

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

PHILADELPHIA

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

DETROIT

- WAY YOU LOOK TONIGHT
Lettermen, Capitol

BUFFALO

- STICK SHIFT
Duals, Sue

BALTIMORE

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

SEATTLE

- PITTER PATTER
Four Sportsmen, Sunnybrook

BEST BUYS IN RECORDS

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

POP

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

C&W

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

R&B

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

Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

Pop

BOBBY LEWIS



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

CHRIS KENNER



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

THE DRIFTERS



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

DUANE EDDY



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

FRANK SINATRA



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

KAY STARR



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

THE BOBBETTES



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

HARRY M. AND THE MARVELS



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

SUE THOMPSON



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

EARL SINK



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

FRANKIE BRENT



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

(Continued on page 30)

The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Continued from page 29

DOTTY CLARK



IT'S BEEN A LONG LONG TIME (E. H. Morris, ASCAP) (2:54)—The lovely oldie gets a strong, moving reading from the thrush with a slow rockaballad tempo and fine beat. A sock debut disk which should pull plenty of play. Flip is "That's a Step in the Right Direction" (Mellin, BMI) (2:47). **Big Top 3081**

STEVE ALAIMO



FM THANKFUL (Skags, BMI) (2:25) — **ALL NIGHT LONG** (Arc-B-Flat, BMI) (2:30)—Alaimo contributes a heartfelt reading on "I'm Thankful," a moving rockaballad with a pretty melody. Flip is a bright rocking side, featuring a lively vocal treatment and sock tempo. Both sides are strong: **Checker 989**

ROGER CRAIG



I FOUND A MILLION DOLLAR BABY (Remick, ASCAP) (1:59)—Craig's happy, infectious brand of bluesy piano is spotlighted on a highly effective version of the fine oldie. Solid instrumental wax. Flip is "Song of India" (Newroads, BMI) (2:10). **Argo 5396**

Spiritual

BROTHER JOE MAY



SOMEBODY NEEDS MY JESUS (Excellorec, BMI) (2:47)—Brother May contributes fervid performance on a strong spiritual item with a fine assist from one of the Sisters of the congregation. Standout backing with piano predominating. Should move out strongly in its market. Flip is "Anybody Waiting for Me" (Excellorec, BMI) (2:57). **Nashboro 699**



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

THE FOUR AMIGOS

★★★★ **MR. SANDMAN** (E. H. Morris, ASCAP) (1:22) Capitol 4614

★★★★ **STRONG SALES POTENTIAL**

POPULAR

JOHNNY (GUITAR) WATSON
★★★★ **Embraceable You**—KING 5536—The lovely old standard is done in a movingly assertive rockaballad fashion by the singer. Fine backing is provided by strings and rhythm. (New World, ASCAP) (2:35)

★★★★ **Posin'**—As Johnny explains in the lyric of this middle-tempo swinger, "Posin'" is new dance step in which the couples stop and take a pose. Side moves right along with strong singing by the boy and a roaring vocal group. (Chappell, ASCAP) (2:40)

THE JOE NEWMAN QUINTET

★★★★ **Mo-Lasses** (Parts 1 & 2)—PRES-TIGE 196—The piano sets up an interesting blues riff and the horns join in against a swinging cymbal and bass drum sound. Side moves neatly, somewhat in the "African Waltz" group. This could grab exposures. Part two is done in a much more uptempo jazz vein. Part one probably has a commercial edge. (2:45)

CLAY COLE

★★★★ **Queen of the Movies**—IMPERIAL 5771—Strong teen-appeal ditty (with lyrics about current film idols) are sung with verve by TV deejay Cole (WNIA, Newark, N. J.) and femme chorus. Should pull play. (Post, ASCAP) (1:55)

★★★★ **Happy Times**—Cole and femme chorus sing in nostalgic vein on pleasant theme with relaxed tempo. Two nice sides by the jock. (Post, ASCAP) (2:28)

CONWAY TWITTY

★★★★ **Sweet Sorrow**—MGM 13034—The chanter sells this tale of young love with feeling over good backing by ork and chorus. A good one by the chanter that could get coins. Watch it. (Aldon, BMI) (2:12)

★★★★ **It's Drivin' Me Wild** — Conway Twitty turns in a wild reading of this blues effort backed by a swinging band and a choral group. He tells of his jealousy over his girl seeing someone new. (Robert Mellin, BMI) (2:24)

THE DOVELLS

★★★★ **Out in the Cold Again**—PARK-WAY 827—The oldie in a slow-tempo performance, with a vocal gimmick at the end of phrases. (Santly-Joy, ASCAP) (2:34)

★★★★ **Bristol Stomp**—A rocking performance pitching a dance. Plenty of rollicking rhythm here. (Kalman, ASCAP) (2:18)

RAY CHARLES

★★★★ **I Wonder Who**—ATLANTIC 2118—Charles sings with sincerity and heart on an attractive blues. (Progressive, BMI) (2:45)

★★★★ **Hard Times** (No One Knows Better Than I)—Emotional rendition by Ray Charles on moving blues with simple piano backing. From the label's back-log of Charles sides. (Progressive, BMI) (2:53)

GUY MITCHELL

★★★★ **I'll Just Pretend** — COLUMBIA 42143 (33)—Rhythmic and in a minor mode is this attractive go by Mitchell. Moves right along. (Joy, ASCAP) (2:14)

★★★★ **Divorce**—Contrasting with the flip, this is a country-oriented side with a strong lyric of the weeper category. (Joy, ASCAP) (2:32)

EDDY ARNOLD

★★★★ **The Worst Night of My Life**—RCA VICTOR 7926—Arnold sings a powerful song here with a lyric of the weeper category. Tempo is slow, and the delivery is full of heart. (Tree, BMI) (2:20)

★★★★ **One Grain of Sand**—Arnold departs from his usual type of material here to do a novelty-flavored side with a catchy beat. (Figure, BMI) (2:38)

MARY JOHNSON

★★★★ **Oh Mary**—UNITED ARTISTS 359—Johnson contributes a blues-gospel feeling to this side, with strong vocal. Arrangement has prominent violins. Watch it. (Jobete, BMI) (2:20)

★★★★ **Show Me**—Solid blues with precise powerful rhythm patterns backing the vocal. (Jobete, BMI) (2:51)

THE JOHNNY MANN SINGERS

★★★★ **Love Me** — LIBERTY 55355 — A highly pleasing reading of the former hit for Elvis. Tune is taken as a slow but rhythmic ballad by the large vocal chorus with most appropriate interpolations by the string section. Fine deejay programming material. (Range, BMI) (3:01)

★★★★ **Don't**—Another ballad with an easy, slow but marked beat from chorus makes good deejay programming. Both sides are from LP "Ballads of the King." (Elvis Presley, BMI) (2:57)

JOE HINTON

★★★★ **Come On Baby**—BACK BEAT 535—Hinton packs plenty of vitality and showmanship into a sock reading of this solid blues. Both sides are strong. (Lion, BMI) (2:23)

★★★★ **The Girl in My Life**—Exuberant vocal interpretation by Hinton on briskly paced r.&r. theme with fine bluesy flavor. (Lion, BMI) (2:25)

TY STEWART AND THE JOKERS

★★★★ **Young Girl**—AMY 828—Effective vocal blend by Stewart and group on a bouncy r.&r. tune with jaunty tempo. Should pull play in both pop and r.&b. areas. (Aim-Woodstock, BMI) (2:02)

★★★★ **Here Am I**—Stewart wails plaintively on fervid up-tempo rockaballad. Has pop and r.&b. market appeal. (Aim-Woodstock, BMI) (2:24)

BILLY HALEY

★★★★ **The Spanish Twist**—GONE 5111—The veteran rock and roller wraps up a driving instrumental with timely tag in a solid ork treatment. (Aldon, BMI) (2:26)

★★★ **My Kind of Woman**—Showmanly warbling by Haley on okay blues. This is his first for the label. (A.D.T. Enterprises, BMI) (2:30)

TY HUNTER

★★★★ **Memories**—CHECK-MATE 1002—Ty Hunter bows on the new subsidiary label of Chess with a most impressive reading of a meaningful rockaballad on this side. Backing is good, too. Watch it. (Ro-Gor, BMI)

★★★ **Eavy of Every Man**—Chanter sells this slight rocker with style while the band swings nicely behind him. Flip is more important. (Ro-Gor, BMI)

THE ELDORAYS

★★★★ **Everything's Gonna Be Alright**—BUD 114—Fervid reading by lead warbler on fast-paced emotional r.&r. item. R.&b. market appeal as well as pop. (Jeneva, BMI) (2:29)

SINGLES REVIEW POLICY

All single records received by Billboard Music Week are listened to and reviewed by the Billboard 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.

★★★ **Nights of Ecstasy**—Feelingful chanting by lead singer on moving rockaballad. Also a dual market side. (Stem, BMI) (2:04)

THE INNOCENTS

★★★★ **You Got Me Goin'**—INDIGO 128—Bright rocker is handed a strong performance by the boys over a happy arrangement by combo and chorus. Side could grab coins. (Tree, BMI) (2:20)

★★★ **Donna**—The Innocents sing of a girl named Donna who they adore. The tune is a simple rockaballad sparked by the lead over good support from the boys. (Kemo, BMI) (2:45)

THE TOKENS

★★★★ **Sincerely**—RCA VICTOR 7925—The oldie gets a novel interpretation, with a slow, precise and bouncing rhythm pattern. Could get coins. (Arc, BMI) (2:07)

★★★ **When Summer Is Through**—A mood piece with triplet backing. Flip is stronger. (Bright Tunes, BMI) (2:32)

JUNIOR LEWIS

★★★★ **Hear What I Say**—COLUMBIA 42129—Lewis wails with sock emotional impact on feelingful r.&r. theme, with fervid backing. Lad's debut is a strong one. (Sylvia, BMI) (2:23)

★★★ **Where the World Begins**—Dramatic ork backing on romantic ballad with good vocal stint by Lewis. Flip is better. (Rual, ASCAP) (2:06)

BOB WILSON

★★★★ **He Gives**—DECCA 31293—Personal performance by Wilson on relaxed, attractive theme (based on traditional hymn) with catchy tempo. Merits exposure. (Southern, ASCAP) (2:23)

★★★ **Jezebel** — Dramatic vocal treatment of the oldie with effective ork backing. Nice jockey side. (Hill & Range, BMI) (2:17)

THE EARLS

★★★★ **Lookin' for My Baby**—ROME 102 The Earls have a fast-stepping group vocal side and the lead does an estimable job out front as the rest of the boys do a fine job backing him. Side is very much in the groove of the group's last item "Why Do Fools Fall in Love." (David, BMI) (1:53)

★★★ **Cross My Heart**—Rhythmic rockaballad on the flip. Again the lead does a fine job but the reverse has the edge. (December, BMI) (2:10)

LYN EARLINGTON

★★★★ **D.D.T. and the Boll Weevil**—SOUTHERN SOUND 104—Lyn Earlington sings of the farmer's revenge against the boll weevil through the use of D.D.T. on this cute side. It has a chance for action—watch it. (Bae, ASCAP) (2:27)

★★★ **Rags**—T. J. Timber is the vocalist on this interesting novelty. Good side although flip appears stronger. (Conley, ASCAP) (2:36)

THE TEMPATATIONS

★★★★ **Oh, Mother of Mine**—MIRACLE 5—A wild and breathless performance by the lead man, who has a strong gospel

feeling. A good, down-to-earth sound here, with ethereal like voices floating in the backing. (Jobete, BMI) (2:22)

★★★ **Romance Without Finance**—The lead man again pounds out the message here in a frantic manner. Flip, however, has an edge. (Jobete, BMI) (2:22)

TED TAYLOR COMBO

★★★★ **Rockin' Hoss**—GOLD EAGLE 1808—Another blues-oriented tune, again with horns and piano taking the lead spots. Good sound and persuasive beat. Two spinnable sides. (Wian, BMI) (2:07)

★★★ **Bandstand Drag**—The combo turns out a good, moderate-paced blues with a fitting piano movement behind the horns. Good dance wax for the juke trade. (Wian, BMI) (2:03)

THE PASSIONS

★★★★ **One Look Is All It Took**—JUBILEE 5406—A good rockaballad effort by the lead against a nice arrangement for the group and band. Good teen dance side. (Audicon, BMI) (2:02)

★★★ (Walking Down That) **Lonely Road**—Another rockaballad by the boys, done for okay results. Flip is better. (Audicon, BMI) (2:07)

HEDY, FREDDIE AND MEE TOO

★★★★ **Spinaround**—POP-SIDE 1—Pleasant chanting by group on attractive off-beat-type folksy ditty. Merits spins. It has a chance to take off if exposed. (Saturday, ASCAP) (2:38)

★★★ **Playing Hard to Get**—Plaintive reading by team on okay rockaballad. (Saturday, ASCAP) (2:18)

LYNN GIBSON

★★★★ **I Didn't Mean to Make You Cry**—BRIAR 108—Thrush comes through with a strong performance of a rhythm tune about a broken love affair. Lass has a sound like a country Connie Francis. (Copar, BMI) (2:00)

★★★ **Cheater**—On this side the girl shows off her strong pipes with a country effort about a man who continues to cheat on their marriage. Two good sides. (Copar, BMI) (2:17)

TEDDY ROSS

★★★★ **Water Boy** — DOLTON 46 — A vocal version here of the tune that currently occupies a position on the chart in an instrumental version by Don Shirley. Latin rhythmic figures and an angry reading by Ross make the side go. (Cornerstone, BMI) (3:02)

★★★ **Am't That Love**—Another fine tune from the Ray Charles repertoire gets a fair reading from Ross here. Side swings along nicely on the propulsion of a fine rhythm trio featuring good piano. (Progressive, BMI) (2:40)

THE "5" ROYALES

★★★★ **They Don't Know**—HOME OF THE BLUES 234—Lead singer belts out a rocking blues, with a church-influenced vocal backed by good horns and guitar. (Hara, BMI) (2:20)

★★★ **Much in Need** — The church-oriented type of blues performance is much in evidence here. (Hara, BMI) (2:35)

★★★ **MODERATE SALES POTENTIAL**

POPULAR

DEAN REED
★★★ **Female Hercules** — ★★★ **La Novia**. CAPITOL 4608.

JOHN CONTE
★★★ **La Luna Mia** — ★★★ **Love Is Wonderful**. CHATTAHOOCHEE 717.

LITTLE ROY AND THE LONGJOHNS
★ **She's a Wonder** — ★★★ **It's Heaven**. EVEREST 19241.

BILLY MAXTED
★★★ **Satin Doll**—★★★ **How Long Has This Been Going On**. K & H 501.

SONNY DEE
★★★ **I'm Not the One for You**—★★★ **Here I Stand**. KAPP 421.

JIMMY FLAGG
★★★ **The Eagle and the Bear** — ★★★ **Give Us This Day**. ABC-PARAMOUNT 102.

LA MONT ANTHONY
★★★ **Just to Be Loved**—★★★ **I Didn't Know** (What a Good Thing I Had). CHECK-MATE 1001-2.

THE STYLES
★★★ **Gotta Go, Go, Go**—★★★ **Scarlet Angel**—SERENE 1501.

JOHNNY DAKOTA
★★★ **The Night Wind** — ★★★ **See What I Mean**. RODEO 761.

STUBBY KAYE
★★★ **I'm Married to a Strip Tease**

Dancer—★★★ **Lydia, the Tattooed Lady** DECCA 31294.

JACKIE DUNHAM
★★★ **Slow Down Your Life** (And Wait for Me)—★★★ **I Think of You**. IMPERIAL 5768.

FERRIS AND THE WHEELS ORK
★★★ **Chop, Chop—I Want to Dance** (Every Night)—BAMBI 801.

DOROTHY COLLINS
★★★ **Not One Tear**—★★★ **The Lover**—GOLD EAGLE 1809.

LINK WRAY
★★★ **Tijuana**—★★★ **El Toro**—EPIC 9454.

BILLY ELDRIDGE
★★★ **There's a Reason** — ★★★ **It's Over**—VULCO 1508-9.

KENNY GILL
★★★ **Golden Angel**—★★★ **Plaster of Paris**—MONTELE 901.

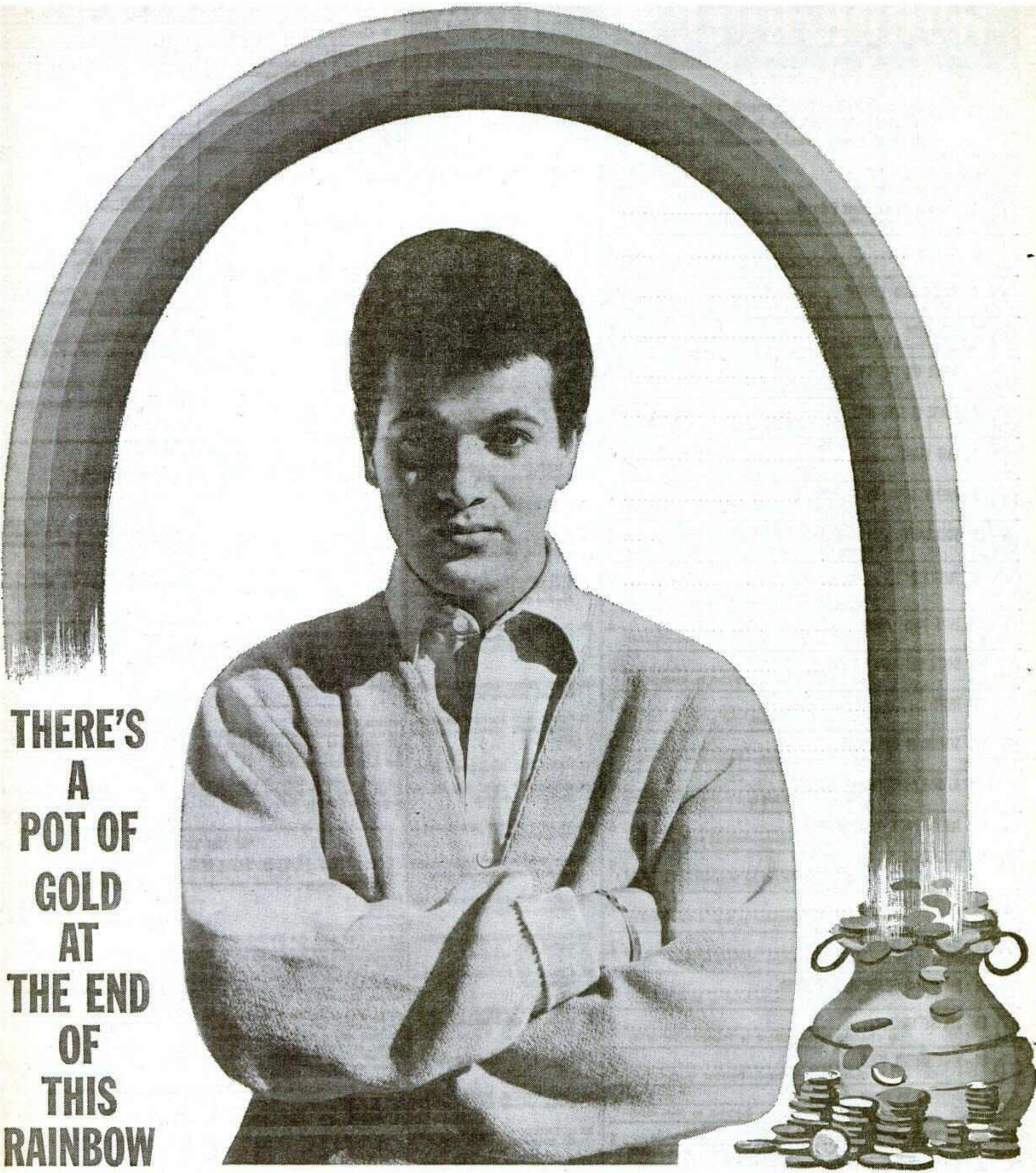
JERRY CARLISLE
★★★ **Thank You Pretty Baby**—★★★ **Think It Over**—INTERNATIONAL 1.

JAY NELSON
★★★ **Baby Please**—★★★ **Crazy Over Daisy**—DREW-BLAN 1004.

KEITH ALBEE
★★★ **Only Tonight**—★★★ **Tell Him You Are Mine**—PARAGON 1025.

FRANKE DEE
★★★ **Walking in the Rain** — ★★★ **Darling Arlene**—TEE JAY 333.

(Continued on page 32)



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

TOMMY SANDS' NEWEST SMASH SINGLE RAINBOW

c/w REMEMBER ME TO JENNIE #4611

SEE YOUR CRDC REPRESENTATIVE.....TODAY!



THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING AUGUST 27

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

This Week	Last Week	Tune	Composer-Publisher	Weeks on Chart
1	6	WOODEN HEART (Muss I Denn)	By Wise-Weisman-Twomey-Kaempfert—Published by Gladys (ASCAP)	5
2	7	MICHAEL	By Dave Fisher—Published by United Artists (ASCAP)	4
3	1	TOSSIN' AND TURNIN'	By Adams-Reno—Published by Steven (BMI)	12
4	2	DUM DUM	By Sharon Sheeley—Jackie DeShannon—Published by Metric (BMI)	8
5	3	NEVER ON SUNDAY	By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)	21
6	4	I LIKE IT LIKE THAT	By Chris Kenner—Published by Tune-Kel (BMI)	8
7	5	LAST NIGHT	By Mar-Keys—Published by East-Bais (BMI)	5
8	9	PRETTY LITTLE ANGEL EYES	By Lee-Boyce—Published by S-P-R (BMI)	5
9	12	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	By P. Hampton-D. Burton—Published by Sequence (ASCAP)	4
10	8	TOGETHER	By De Sylva, Brown & Henderson—Published by De Sylva, Brown & Henderson (ASCAP)	8
11	10	LET'S TWIST AGAIN	By Mann-Appell—Published by Kalmann (ASCAP)	6
12	20	DON'T BET MONEY HONEY	By Scott—Published by Figure (BMI)	3
13	16	HURT	By J. Crane-A. Jacobs—Published by Miller (ASCAP)	3
14	15	SCHOOL IS OUT	By Anderson-Barge—Published by Pepe (BMI)	4
15	25	AS IF I DIDN'T KNOW	By Kusik David—Published by Winneton-Glenville (BMI)	2
16	17	LET THE FOUR WINDS BLOW	By A. Domino-D. Bartholomew—Published by Travis (BMI)	3
17	11	HATS OFF TO LARRY	By Del Shannon—Published by Vicki-McLaughlin (BMI)	9
18	22	HILLBILLY HEAVEN	By Dean-Sothorn—Published by Sage & Sand (SESAC)	2
19	28	I FALL TO PIECES	By Harlan Howard & Cochran—Published by Pamper (BMI)	2
20	26	I'M GONNA KNOCK ON YOUR DOOR	By Wayne-Schroeder—Published by Sigma (ASCAP)	2
21	13	I'LL BE THERE	By King-Glick-Jones—Published by Progressive-Trio (BMI)	5
22	14	BOLL WEEVIL SONG	By Clyde Otis-Brook Benton—Published by Play (BMI)	12
23	19	QUARTER TO THREE	By Barge-Guida-Anderson-Royster—Published by Pepe (BMI)	12
24	—	MY TRUE STORY	By Adams-Reno—Published by Lescay (BMI)	1
25	27	ONE SUMMER NIGHT	By Webb—Published by Melody Lane (BMI)	2
26	18	MY KIND OF GIRL	By Leslie Bricusse—Published by Hollis (BMI)	6
27	29	I'M A-TELLING YOU	By Butler-Mayfield—Published by Conrad (BMI)	2
28	—	DOES YOUR CHEWING GUM LOSE ITS FLAVOR ON THE BEDPOST OVERNIGHT	By Rose-Bloom-Breuer—Published by Mills (ASCAP)	1
29	—	RIGHT OR WRONG	By Jackson—Published by Combine (BMI)	1
30	30	QUITE A PARTY	By Tomco—Published by Dundee (BMI)	2

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- WOODEN HEART (Muss I Denn)**—Joe Dowell, Smash 1078; Gus Backus, Fono-Graf 1234; Dave Kennedy, Cucca 1036.
- MICHAEL**—Highwaymen, United Artists 258.
- TOSSIN' AND TURNIN'**—Bobby Lewis, Belltone 1002.
- DUM DUM**—Brenda Lee, Decca 31272.
- NEVER ON SUNDAY**—Lale Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Mellina Mercouri, United Artists 304.
- I LIKE IT LIKE THAT**—Chris Kenner, Instant 3229.
- LAST NIGHT**—Mar-Keys, Satellite 107.
- PRETTY LITTLE ANGEL EYES**—Curtis Lee, Dunes 2007.
- YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)**—Ral Donner, Gone 5108.
- TOGETHER**—Connie Francis, MGM 13019; Steve Gibson, ABC-Paramount 10105; Guy Lombardo, Decca 27560.
- LET'S TWIST AGAIN**—Chubby Checker, Parkway 824.
- DON'T BET MONEY HONEY**—Linda Scott, Canadian-American 127.
- HURT**—Timi Yuro, Liberty 55343.
- SCHOOL IS OUT**—Gary (U. S.) Bonds, LeGrand 1009.
- AS IF I DIDN'T KNOW**—Adam Wade, Coed 553.
- LET THE FOUR WINDS BLOW**—Fats Domino, Imperial 5764.
- HATS OFF TO LARRY**—Del Shannon, Big Top 3075.
- HILLBILLY HEAVEN**—Tex Ritter, Capitol 4567.
- I FALL TO PIECES**—Patsy Cline, Decca 31285.
- I'M GONNA KNOCK ON YOUR DOOR**—Eddie Hodges, Cadence 1397.
- I'LL BE THERE**—Dimita Jo, Mercury 71840.
- BOLL WEEVIL SONG**—Brook Benton, Mercury 71820.
- QUARTER TO THREE**—Gary (U. S.) Bonds, LeGrand 1008.
- MY TRUE STORY**—Jive Five, Belltone 1006.
- ONE SUMMER NIGHT**—Diamonds, Mercury 71831.
- MY KIND OF GIRL**—Matt Monro, Warwick 636.
- I'M A-TELLING YOU**—Jerry Butler, Vee Jay 390.
- DOES YOUR CHEWING GUM LOSE ITS FLAVOR ON THE BEDPOST OVERNIGHT**—Lionie Donnegan, Dot 15911.
- RIGHT OR WRONG**—Wanda Jackson, Capitol 4553.
- QUITE A PARTY**—Fireballs, Warwick 644.

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Reviews of New Singles

Continued from page 30

- BETTY JAMES**
★★★ I'm a Little Mixed Up — ★★★ Help Me to Find My Love—CEE-JAY 583.
- FATHER JOSEPH DUSTIN**
★★★ I Love Paris—★★★ Lover—RIVERSIDE 4502.
- THE EMERALDS**
★★★ Roadrunner — ★★ Silver — TOY 7734.
- SYLIA SAYNT**
★★★ A-Tasket A-Tasket — ★★ For My Birthday—COLUMBIA 42134.
- JIVING JUNIORS**
★★★ Moonlight Lover — ★★ Sweet as an Angel—ASNES 103.
- JIM HENDRIX**
★★★ My Love for a Kingdom — ★★ Changing Schools—LODE 112.
- THE SERENADETT'S**
★★★ The Big Night — ★★ Boy Friend — ENRICA 1008.
- JOHNNY TOLLESON**
★★★ You're in Love With Yourself (And Not in Love With Me)—★★★ Summer Love 'n' Summer Kissin'—CHANCE 31761.
- TONY VALLA AND THE ALAMOS**
★★★ Jane, Why Did You Do It—★★★ La Bomba—FORTUNE 858.
- LARRY COLLINS**
★★★ One Step Down — ★★ There Stands the One—COLUMBIA 42131.
- EDDIE MOORE**
★★★ Touch of Your Love—★★★ Big Deal—REVIVAL 634.
- JOYCE HEATH**
★★★ (I Know That) Your Heart's Not Made of Wood—★★★ A Lover Wanted—MAY 107.
- JAMES PRINCE**
★★★ Walking the Milky Way—★★★ Charriot Ride—PRINCE
- DANI LYNN**
★★★ I'm Gonna Answer the Door—★★★ Through a Long and Sleepless Night—ENCORE 10053.
- RHEA RENEE**
★★★ I, Too Have a Wooden Heart—★★★ Switzerland (He Taught Me How To Yodel)—SARA 1045.
- BARBARA RUSSELL**
★★★ Like the Honey for the Bee—★★★ Shake Hands With a Fool. UNITED ARTISTS 326.
- TWO STAR LIMITED SALES POTENTIAL**
DICK GLASSER
Terrific—To Be a Girl That's Noticed. SILVER 103.

★★★★
STRONG SALES POTENTIAL

JAZZ

- SHIRLEY SCOTT**
★★★ Hip Soul (Parts 1 & 2)—PRESTIGE 200—Tasteful blend of organ work by Scott and sax solo by Stan Turner on feelingful blues theme. Merits spins by jazz jocks, and could grab some juke coins. (Prestige, BMI) (2:40) (2:50)
- THE THREE SOUNDS**
★★★ Things Ain't What They Used to Be (Parts 1 & 2)—BLUE NOTE 1794—Slow, relaxed jazz with blues orientation. Jazz jocks will find sides of interest for programming. (Tempo)
- FREDDIE HUBBARD**
★★★ The Changing Scene—BLUE NOTE 1809—Fine horn passages—both tenor and sax—give this side value for jazz jocks and dealers. (Groove, BMI)
- ★★★ I Wished I Knew—The horn here is full of soul on this bluesy side. Merits strong play. (Groove, BMI)
- DONALD BYRD**
★★★ Gate City—BLUE NOTE 1798—Fine blowing. Trumpet on this blues-oriented side has class and mood. (Groove, BMI)
- ★★★ Little By Blue—Broken out of an album, there are interesting horn effects here.

★★★★
STRONG SALES POTENTIAL

SPIRITUAL

- SONS OF FAITH**
★★★ What More Can He Do?—NASHBORO 700—On this side the group handles a tender sincere gospel effort sparked by a strong lead singer who both sings and talks the message. A side that should turn into a steady seller in the market. (Excelsior, BMI) (3:01)
- ★★★ I Gave My Heart to Jesus—The Sons of Faith have a first-rate spiritual side here with a melody that has since become well known in the pop field. The boys sell it meaningfully. Strong side for the market. (Excelsior, BMI) (2:58)
- THE FAMOUS WARD SINGERS**
★★★ Rock of Ages—SAVOY 4162—Fans of the Famous Ward Singers will want to add this great group's version of the old inspirational hymn to their collections. Side is taken without rhythm and the lead does a moving job. (Savoy, BMI)
- ★★★ The Lord's Army—The flip is a fast-stepping melody that the girls sing to martial cadence. (Savoy, BMI)
- THE ROBERTA MARTIN SINGERS**
★★★ Every Now and Then—SAVOY
(Continued on page 34)

Best Selling Sheet Music in U. S.

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

This Week	Last Week	Tune	Weeks on Chart
1	4	EXODUS—Chappell (ASCAP)	39
2	1	NEVER ON SUNDAY—Esteem-Sidmore (BMI)	7
3	3	WOODEN HEART—Gladys (ASCAP)	3
4	2	MICHAEL—United Artists (ASCAP)	4
5	6	CALCUTTA—Pincus-Symphony House (ASCAP)	34
6	8	LAST DATE—Acuff-Rose (BMI)	35
7	7	WONDERLAND BY NIGHT—Roosevelt (BMI)	21
8	10	DUM DUM—Metric (BMI)	3
9	11	WHEELS—Dundee (BMI)	27
10	5	TOGETHER—De Sylva, Brown & Henderson (ASCAP)	30
11	9	HEY, LOOK ME OVER—Morris (ASCAP)	30
12	14	HILLBILLY HEAVEN—Sage & Sand (SESAC)	2
13	15	APACHE—Regent (BMI)	24
14	—	AS IF I DIDN'T KNOW—Winneton-Glenville (BMI)	1
15	13	SAN ANTONIO ROSE—Bourne (ASCAP)	8

the pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 20

PROFESSOR LUDWIG VON DRAKE

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

Sound

PASS IN REVIEW

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

BIG BAND PERCUSSION

Ted Heath and His Music. London SP 44002—One of the new London phase 4 Stereo line (with a monaural counterpart), this package has outstanding musical and sound values. A big Ted Heath band performs with precision and style, doing standards chosen for—and arranged for—maximum stereo effect. "Johnny One Note," "Blues in the Night," "Mood Indigo" are examples. Music is danceable as well as fun to listen to. Line is getting national promotion from London.

SPECIAL MERIT ALBUMS

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

Pop

★★★★ JACK COSTANZO AND ORK—Liberty LST 7195 (Stereo and Monaural)

POP LP'S

★★★★★
STRONG SALES POTENTIAL

★★★★ TOUGH STRINGS GREAT

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

are some wonderful driving and sensuous arrangements.

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

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

★★★★ BIG BAND PLAYS THE BIG HITS

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

★★★★ THE GREAT JIMMIE LUNCE-FORD

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

JAZZ LP'S

★★★★★
STRONG SALES POTENTIAL

★★★★ EXPOBIDENT

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

★★★★ DOIN' ALL RIGHT

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

★★★★ MARTIAL SOLAL

Capitol ST 10261 (Stereo & Monaural)—Paris discovered Martial Solal a number of years ago and now his reputation as one of France's top jazz pianists has spread across the Continent. This new recording should win him a lot of fans in the U. S. He has a strong gift of improvisation, and a legit touch, and he displays his bright style on a group of originals as well as standards here. The originals, penned by himself, include "Bonsoir" and "Middle Jazz," and the standards include "Darn That Dream," and "Lover Man." Good debut wax for Solal in the U. S.

★★★★ DONALD BYRD AT THE HALF NOTE CAFE (Vol. 1)

Blue Note 4060—There's some fine blowing by Modern Jazz trumpeter Byrd on this LP. His sound is clear and crisp, his ideas provocative and graceful. The set, which also features Pepper Adams on baritone sax, is a lively tour in the modern idiom some five tracks along with a variety of tempo changes from band to band. Most impressive of the tracks is "A Portrait of Jennie," a somewhat unusual vehicle for jazz but played with much warmth by Byrd. Set was recorded "live" at New York's Half Note night club.

CLASSICAL LP'S

★★★★★
STRONG SALES POTENTIAL

★★★★ DELIBES: COPPELIA & SYLVIA, THE PHILHARMONIA ORK

Yehudi Menuhin—Violin Solo—(Irving). Capitol SG 7245 (Stereo & Monaural)—This popular ballet repertoire is captivating, the selections from "Coppelia" including "Mazurka," "Valse," and "Czardas," and the pieces from "Sylvia" including "Les Chasseresses," and "Intermezzo." Menuhin solos on both sides of the disk with a fat, golden tone. Irving, whose career has been marked by a love of ballet, does a splendid job.

contemplation. In the program are Debussy's "Clair de Lune," Fritz Kreisler's "Old Re-frain," the Meditation from Massenet's "Thais," Liszt's "Liebestraum," and Charles Wakefield Cadman's "At Dawning." Will find an audience.

★★★ MODERATE SALES POTENTIAL

★★★★ VALE OF DREAMS

Virgil Fox. Capitol SP 8557 (Stereo & Monaural)—Organist Virgil Fox has produced an easy-listening LP of classical mood music, as performed on the famed instrument of New York's Riverside Church. The works all are given settings that make for relaxed enjoyment or even

★★★★ THE VOICE OF THE STRINGS
The Strings of the Kapp Sinfonietta (Vardi). Kapp KCL-9059 (Monaural).

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

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

C&W LP'S

★★★★★
STRONG SALES POTENTIAL

★★★★ MR. WORDS & MR. MUSIC

Bob Wills and Tommy Duncan. Liberty LST 7194 (Stereo & Monaural)—Bob Wills and Tommy Duncan have a strong new album here, one that should not only do well in the country and western field but should also sell to their many pop fans. The tunes include favorites and originals, all sung and played in the Duncan-Wills style that is bright and happy and fun to listen to. Best sides are "Deep Water," "Tie Me to Your Apron Strings Again" and "Mississippi River Blues."

★★★★ LOVE MAKES THE WORLD GO ROUND

Jane Morgan. Kapp KL 1250 (Stereo and Monaural)—Miss Morgan has another first-rate, beautifully performed LP to be added to her fans' collections. The set is chock full of the fine vocal numbers, most of them in the ballad vein, and a good number of them from last season's musical fare on Broadway. A number of them, like the title tune from "Carnival," also have been issued as singles. On most of the sides the orchestra is directed by Jack Elliott. Among some titles are "In Other Words," "Where's the Boy," "Temptation" and "Homesick for New England."

new BIGHITS!



The Whole of HATTIE NOEL

DTL 823

HE'S FUNNY THAT WAY

Redd Foxx

DTL 815

MY GIRL b/w ZORRO

The Silks

DOO 462



CONWAY TWITTY

"IT'S DRIVIN' ME WILD"

and

"SWEET SORROW"

K 13034



DOES YOUR CHEWING GUM LOSE ITS FLAVOR
LONNIE DONEGAN and his Skiffle Group
THAT'S MY DESIRE
PAT BOONE • Dot

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GIVE TO DAMON RUNYON CANCER FUND

Hits A'Poppin'!

"ONE MORE TIME"

(Part II)
BOWLEGS

VEE JAY 400

"I FOUND MY LOVE"
the INFATUATORS

VEE JAY 395

"I'M A TELLIN' YOU"

JERRY BUTLER

VEE JAY 390

'Bright Lights--Big City'

b/w

"Call Me Mr. Luck"

JIMMY REED

VEE JAY 398

1449 S. Michigan, Chicago 5, Ill.

LP'S

\$2.47—\$3.10—\$3.71

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6920 S. HALSTED, CHICAGO 21, ILLINOIS (Radcliffe 3-2144)

45's—65¢

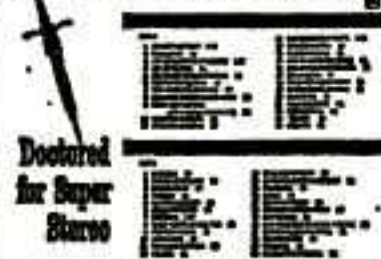
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DFM 3010
DFS 7010

SOUND EFFECTS



NEW
SOUND EFFECTS ALBUM!

Original Hit!!

Theme from
LA DOLCE VITA

#245

on 20th FOX

DIRECTIONAL



III SOUND III

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856 W. 40 St., N. Y. C.

(Continued on page 35)

**THE HOT HITS
Are on ERA!**

New Spotlight Winner

Keith Colley
"ZING Went the STRINGS of My HEART"
Era #3054

The Next #1 Record in the Country!
The Paris Sisters
"I LOVE HOW YOU LOVE ME"
Gregmark #6

A National Smash on All Charts Heading for the Top

Fred Darian
"JOHNNY WILLOW"
Jaf #2023

Breaking Wide Open Everywhere!
Johnny Madara
"VACATION TIME"
Bamboo #511

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"BOOMERANG"
Era #3025

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Already Happening in Several Markets!

The Sound Breakers
"LOVER'S BEACH"
Radiant #1502



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HO 6-1464

**2 JAZZ FIRMS LAUNCHING
POP MARKET DISK LABELS**

Continued from page 1

young r.&b. listener's preference for a more modern r.&b. concept.

"Ray Charles has revolutionized rhythm and blues," says Weinstock, "and the r.&b. material being produced by most firms today is outdated. Today's r.&b. listener wants to hear something more modern, that's why he turns to jazz."

According to Weinstock, the Tru-Sound singles will concentrate exclusively on this kind of modern rhythm and blues material and not delve into other pop fields like rock and roll, country and western or novelty. The Prestige-International LP line, however, does issue folk music of many lands, including the United States.

There will also be a Tru-Sound LP line selling for \$3.98. All the label's dates will be produced by Prestige a.&r. man Esmond Edwards. Sides have already been cut by Jim Neely, King Curtis and Ernestine Allen.

MUSIC AS WRITTEN

Continued from page 6

of excitement in the trade, visited the homefolks here last week. Members of the group meet with their manager, Ken Greengrass, in New York Saturday (26) to discuss future plans. The lads resume their college studies in two weeks. . . . Tom Moore, hustling platter hustler, after a 16-day hitch with his Army reserve unit at A. P. Hill, Va., returned here Saturday (12) to learn that his post at Is Nathan's Hit Record Distributing Company here had been vacated. He put in most of last week angling for a new connector and promises an announcement soon. Moore was with the local Decca distributor for a number of years before joining the Nathan firm six months ago. . . . Jay Fanning stopped off in Baltimore and Washington recently to plug his new Acme release, "Your Girl." While in the Nation's Capital, Fanning did a shot on Buddy Dean's TV-er. He leaves this week for Chicago, where his platter has been getting heavy play the last several weeks. He'll appear on the Jim Lounsbury TV seg during his visit there. Bill Sachs

Nashville

Decca's Owen Bradley has been a busy boy recently, with a line-up of sessions at the Bradley Studio which included etchings by Goldie Hill, Patsy Cline, Kitty Wells, newcomer Fred Carter and Webb Pierce, who is skedded to record this week. . . . Columbia's Don Law had Jimmy Dean booked into Bradley's for sessions last week. . . . Joe Allison has been in town for sessions by Warren Smith for the Liberty label, and a second etching for the label by WSM-Radio deejay, Ralph Emory. . . . Fred Foster's Monument Records is due to etch Grandpa Jones at the Bradley Studio this week. . . . MGM's Connie Frances was in town recently cutting sessions. . . . RCA Victor's Hank Locklin is due in right away for sessions for the label at the RCA Victor Studio. . . . Skeeter Davis has a new one out for RCA Victor. Sides are "Optimistic" c/w "Blueberry Hill." . . . Tree Music's Buddy Killen talking up the new Eddy Arnold release for RCA Victor, "The Worst Night of My Life." Other Arnold side is "One Grain of Sand."

Saxman Boots Randolph, bass player Henry Strzelecki and pianist Bill Purcell continue to pack 'em in nightly at the Carousel in Nashville's colorful Printer's Alley. Friday night crowds increase noticeably when Chet Atkins joins the swingin' group. . . . Jimmie Driftwood appeared at White River Water Carnival, Batesville, Ark., Saturday (19). He heads for Detroit and the Folk Music Festival August 22-24. . . . Walter Forbes, new RCA Victor artist, made another guest appearance on "Grand Ole Opry" Saturday (19). . . . Bradley Studio's Ruby Strange is back in action at the studio after several weeks' illness. . . . RCA Victor Customs' Ina Harris is vacationing. . . . RCA Victor engineer, Bill Porter, vacationed at his new homesite, helping formulate building plans. . . . Jim Reeves guest-soloed last week in Nashville with the Nashville Symphony Orchestra, conducted by Willis Paige. Pat Twitty

Pittsburgh

Bob Vogel, branch manager for Dot Records here, and the label have parted company. . . . Decca Records has moved its Pittsburgh office from Penn Avenue, its home for seven years, to the Universal-International headquarters on Boulevard of the Allies. Vern Cupples, branch manager; Jack Shook, his assistant; salesman John Hoebler and secretary Fran Carlo continue in the new Decca home. . . . Bob Schachner, distributor for Westminster and Riverside Records, has moved from the Shadyside district to the more centrally located Pride Street in the Pittsburgh Record Row neighborhood.

Local promotion gal Jane Oliver has been hired to do publicity here for Jamie, Capitol, Jubilee and Big Top records. . . . Frank Weismantel, a.&r. head of Coed Records, was here last week to wax Ray and the Furies at Glenn Campbell's United Recording Services Studio. Leonard Mendlowitz

Reviews of New Singles

Continued from page 32

★ ★ ★ ★
STRONG SALES POTENTIAL

4164—The spirit is on the lead singer here. A powerful performance that's more than adequately backed up by the rest of the singers and standard piano and organ instrumental accompaniment. (Martin, BMI)

★★★★ Only a Look — Beautiful female singing on this moving gospel side. The spiritual is sung with much reverence at a very slow three-quarter time tempo. (Martin, BMI)

TRAVELING KINGS
★★★★ Now Lord—NASHBORO 698—A spirited rhythmic chant by the boys. Lead has a fine style. Rhythm backing really pounds on this one. (Excellorec, BMI) (2:22)

★★★★ I'm Goin'—They're all going to glory on this side. It's a joyful chant with a lot of catchy hand-clapping rhythm. Both can score in this field. (Excellorec, BMI) (2:23)

EDNA GALLMON COOKE
★★★★ Walking on the Right Road—NASHBORO 697—A wonderful vocal by Edna Gallmon Cooke aided by the Friendly Sons in the backing. A first-rate side with a lot of meaning for spiritual fans. (Excellorec, BMI) (2:56)

★★★ The Lord Still Answers Prayer—The thrush turns in a meaningful performance on an up-tempo spiritual over strong support by the chorus. (Excellorec, BMI) (3:01)

THE CARAVANS
★★★★ (You Don't Know Me) The Way the Lord Knows Me—GOSPEL 1056—The male lead here is strong voice as he talk-sings the words of this musical sermon. Side has an infectious beat that should make it appealing to devotees of gospel music. (Savoy, BMI)

★★★ Make It In—A fast-stepping gospel tune here. Lead carries the sermon while the rest of the group supports ably. (Savoy, BMI)

POLKA

L'I WALLY
★★★★ Margie—JAY JAY 245—L'I Wally and his ork run through the oldie in happy polka fashion with an English vocal by the leader. For his many fans. (Mills-Fred Fisher) (2:25)

★★★★ Sam Antonio Rose—The oldie sounds fine in polka tempo as played here by the L'I Wally crew. Group vocal could be brighter but side is a good one. (Bourne) (1:40)

PALIGAS POLKA DOTS
★★★★ Indiana Sweetheart — JAY JAY 244—A double-time polka effort receives a bright and peppy performance from the polka crew on this instrumental side. Should attract coins in the market. (2:15)

★★★ Drunkers Lament—This novelty is sung in Polish by the band and they also turn in a good reading of the lively tune. Strong wax for the Midwest market. (2:30)

NOVELTY

THE IDIOTS
★★★★ School for Airplane Pirates—RIVERSIDE 4505—Funny spoof on a serious subject, which could do well in stores, but may have trouble getting airplay. It's a takeoff on the recent plane hijackings. (C-Hear) (2:52)

★★★ The Sportscaster—Okay takeoff on sportscaster juggling commercials between plays. Flip is funnier. (C-Hear) (2:58)

★ ★ ★ MODERATE
SALES POTENTIAL

COUNTRY & WESTERN

CECIL BOWMAN
★★★ Lay Your Hoe Down—★★★ This World Will Be So Lonely—D 1205.

TERRY PARKER
★★★ He Taught Me to Yodel—★★★ A Bit of Heather—RODEO 3134.

**LIMITED
SALES
POTENTIAL**

POPULAR

JOHNNY ANGEL
Seven Words—Lonely Nights—JAF 2024.

BILLY LOVE
Oh What a Memory—Sweet Talkin'—GLEE 1005.

MATT CORD
I'm Going Home — Hobo Heart — SQUARE 203.

SACRED
BILL LILLY
Savior Claim Me—City of God—CARMA 1003.

COUNTRY & WESTERN

LEON MACH
It's You I Love—You Hurt Me So—LAVENDER 1554.

SAMMY DUCKITT
No-Not-Once — Blue Heartaches — POP-SIDE 3.

BOB AND DINK
I'll Take My Heart Shopping—Blues—CARMA 501.

His Newest Smash!
ADAM WADE
"AS IF I
DIDN'T KNOW"
Coed #553
COED
RECORDS
1619 Broadway
New York, N. Y.

HAYLEY MILLS
"LET'S GET TOGETHER"
b/w "COBBLER, COBBLER"
from
"THE PARENT TRAP"
Vista F-305
Vista RECORDS

BRAND NEW!
Watch this movie theme novel
VINNIE MONTE'S
"ROCCO'S
THEME"
Jubilee 5408

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and
SPREADING NATIONALLY
"I DON'T LIKE IT
LIKE THAT"
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OF LOVE**
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SAY YOU SAW IT IN
BILLBOARD MUSIC WEEK

Smash Singles!!

New Releases

The Girls In My Life

b/w

Come On Baby

by

JOE HINTON
Backbeat 535

Bye Bye Blackbird

b/w

You Ought To Know Him

by

JACKIE VERDELL
Peacock 1905

Another Great Peacock Spiritual—

The Denial

b/w

O Send The Fire

by

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Peacock 1837

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Houston 26, Texas
ORchard 3-2611

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SUE THOMPSON

SAD MOVIES

(Make Me Cry)
HICKORY 1153

CHART BREAKER!

A LITTLE BIT OF SOAP

The Jarmels

Laurie 3098

Growing Fast!

MY FUMBLING HEART

JIMMY IVES

C 2141

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"Life of a Poor Boy"

SMILEY MONROE

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I'M A LITTLE MIXED UP

BETTY JAMES Cee-Jay #583

Breaking Big In—

Miami, Atlanta, Jacksonville, Nashville.

CEE JAY RECORDS

893 Morris Ave. N.Y.C., N.Y.

● **Reviews of New Albums**

● Continued from page 33

SPECIALTY LP'S

★★★★

STRONG SALES POTENTIAL

LATIN AMERICAN

★★★★ BAILANDO BLUES

Various Orks. Maya LY 70058—This is something different in the Latin American field. The English translation of the title is "Dancing the Blues," and the music is appropriate to the title. Several of the selections are standards, such as "Autumn Leaves" and "Poor Butterfly." But the arrangements all are interesting and original, and the performances by various Mexican orchestras, including Chico O'Farrill, are excellent.

INTERNATIONAL

★★★★ BRAZIL'S BRILLIANT JOAO GILBERTO

Capitol ST 10280 (Stereo & Monaural)—Joaq Gilberto is one of Brazil's best pop singers as well as a top jazz guitarist. He shows off his exceptional talents on this new waxing, displaying a warm vocal style and excellent guitar work. The tunes range from originals to standards, the latter including "I'm Looking Over a Four-Leaf Clover." Other good sides are "Samba on a Single Note," and "Only in Your Arms." Tunes are sung in Portuguese. Good wax.

★★★

MODERATE SALES POTENTIAL

INTERNATIONAL

★★★ ITALIA Y FRANCIA

Gustavo Lopez. Disma DML-8122 (Mono)

★★★ VIRGILI OF ITALY

Capitol ST 10293 (Stereo & Monaural).

★★★ RAINY NIGHT IN TOKYO

Hachidai Nakamura. Capitol ST 10287 (Stereo & Monaural).

★★★ MEIN BERCHATESGADENER

Alfons Bauer. Capitol ST 10289 (Stereo & Monaural).

LATIN AMERICAN

★★★ COLE PORTER A LA CHARANGA

Alegandro Sosa. Orfeon LP 2000.

LIMITED SALES POTENTIAL

SPIRITUAL

PINE FORGE FAVORITES INSTITUTE
Pine Forge Choir (Anthony). Family Altar
FALO 110.

COMEDY

A TREASURY OF IRISH HUMOR
Hal McKay. Humor International LP
1000.

LP REVIEW POLICY

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

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

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

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

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

DOCUMENTARY

COMMUNIST CANCER

Dr. Walter H. Judd. Key LP 760 (Monaural).

Record Enterprises

● Continued from page 1

ilar consignment policy with dealers who keep their accounts current?

Dilemma No. 3: Distributors hold more than \$100,000 in claims against Record Enterprises. If they are to collect on their claims they must co-operate to keep the jobber in business, and he can only survive if he has product. How Record Enterprises, who may lose the White Front account after September 28, will survive and settle its debts is not known as yet, but distributors will have to keep the jobber supplied with merchandise, dealing with receiver Jonas, until a plan for settlement of the claims is drafted and approved by the creditors.

September 7 has been set by the court as the date when it will call upon the debtor for a settlement plan. However, distributors expect Record Enterprises' legal representatives to ask the usual extension. In the meantime, two distributors here, Hart and Merury, reportedly are co-operating with Record Enterprises by consigning merchandise to its White Front concession. Others are either still undecided or have turned down the request.

At Thursday's (17) general creditors' meeting, a creditors' committee was formed consisting of George Hartstone (Hart Distributors), Al Latuska (Sunstate), Gor-

Quandary for Pops

● Continued from page 1

grams. The belief, true or false, that payola and the rock were connected, has made many stations more cautious about rock and roll records due to the new "get tough" FCC policy.

Evidence of Shift

There are also other things happening on various station fronts that give some evidence of a gradual programming shift. The Storer chain is waiting for FCC approval of its bid to buy WINS in New York, and WINS has become the new Mutual outlet in New York. Although there is no confirmation of this there is a general feeling in the trade that WINS will eventually shift from Top 40 to good music programming. There are rumors that WMGM in New York is thinking about a good music policy as well, which would be a big shift from its Top 40 format. Rock and roll is out at WCAM in Camden, N. J., the station where deejay Hy Lit was spinning the hits until recently.


More Rock, Less Air

Concurrently with the gradual increase of non-rock and roll programming, many labels have expanded their rock and roll releases. This not only includes the smaller and medium-sized labels, but labels like Columbia and Capitol. Diskeries have poured out more rock and roll releases because they have found that the r.&b. stations would take a chance and expose a new record, due to less frozen programming formats than the Top 40 stations. But even the Top 40 stations would play rock and roll disks once they became hits. Good music stations are rarely interested in the wild rockers, like the "Quarter to Three" or "Tossin' and Turnin'" type of disk. And the growing list of FM stations are almost exclusively on a straight good music format.

It is true that manufacturers could shift their product from rock and roll-oriented to sweeter styled disks. But many manufacturers feel that the kids are not interested in the sweet stuff. It's a quandary for all concerned.

don Knight (Capitol Records), Al Sherman (Record Sales), Abe Diamond (Diamond Distributing) and Norman Dudley (Mercury), Maurice F. Kerwin, of Caine & Weiner Company, Inc., commercial agency handling wholesale collections, was named chairman and secretary of the committee. C. & W.'s Sidney Caine was named vice-chairman to spell Kerwin during his upcoming two-week vacation. The committee appointed Frank Quittner as its counsel. In addition to other distributors, the meeting was attended by receiver Sam Jonas and his counsel, Sig Levitt.

The Hit Sound of...
GLORIA LYNNE
IMPOSSIBLE
THIS LITTLE BOY OF MINE
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"SOMETIME"
GENE THOMAS
UA 338
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ONE-STOP RECORD SERVICE!
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Say You Saw It in
Billboard Music Week

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W. P. MARRHALL, President

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NIGHT LETTER	SHORE SHIP
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CASH NO.	CHARGE TO THE ACCOUNT OF
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FIRST DIAMONDS AND PEARLS AND NOW EVEN BIGGER
LOVER'S ISLAND BY THE BLUE JAYS

MILESTONE 2008
FAIRBURN, GREGORY, BARRY, IVY

when answering ads...

Say You Saw It in Billboard Music Week

Smash Norse Invasion Hits England

Continued from page 18

C'est, Que Ca" with Fontana for release next month. . . Don Black has left Filmusic after two years to become Matt Monro's manager; Black is due in New York within a few days to set U. S. dates in label, Warwick. . . In the Chappell

group, Ivor Dennis has joined Frank Music, replacing Terry Oakes who has taken over from Ernst Ponticelli on general group exploitation.

Record Business

Pye's campaign for the new issues of its Golden Guinea low-priced albums is one of the most ambitious mounted for a record series. A big competition (first prize: holiday in New York) is being organized backed by advertising and direct mail shots. Pye's "Yogi Bear" album is the subject of another contest promotion with the Daily Sketch which carries the strip here. . . Rose Rubin of Monitor Records has secured rights to an album of contemporary Scottish folk-music by Robin Hall and Jimmie MacGregor. Another album scheduled is by the Galliards, a quartet in which Hall and MacGregor figure. . . Polydor introduces September 1 a new series of strict-tempo dance EP's by the Horst Wende ork. The first batch of nine disks will be issued in both monaural and stereo. . . James Borin, managing director of Delta Records, has left the firm. . . The success of Lonnie Donegan's "Chewing Gum" in the U. S.—three years after it topped the charts here—will mean television exposure for him as he passes through New York in October on his way to New Zealand. . . BBC-TV is this fall carrying five of the programs entered by European networks for the Montreaux Television Festival. Many disk artists are featured, including the Kurt Edelhagen ork, Peter Alexander, Gilbert Becaud, Bibi Johns, Hazy Osterwald, Peter Kraus, Peter Weck and Henri Salvador. . . Releases were resumed by Philips and Pye last weekend following the summer vacation period. The Philips group issued three singles, none current U. S. titles; the Pye group put out 10 new disks, including the Marcel's "You Are My Sunshine" and a cover of "Last Night" by the David Ede combo. . . Moving toward the chart are Floyd Cramer's "San Antonio Rose" (RCA); Johnny Burnette's "Girls" (London), and Bobby Angelo's "Baby Sittin'" (HMV).

Warner Bros. Records' International director, Bobby Weiss, will conduct a sales meeting of his firm's European licensees Friday (25) in Berlin. Using color film and stereo tape, Weiss will unveil the label's fall and winter releases and its sales plans. He'll also screen "Okay for Sound," Warner's short chronicling the history of movie sound. Licensees will also see film excerpts from Warner's "Fanny" and "Parrish" films, whose sound-track LP's are being issued by the label. A special screening of "Fanny" also will be held.

Those who will attend are S. Eridsson (Sweden), J. Ellertsen (Norway), J. Vikstedt (Finland), E. Henriken (Denmark), J. P. Goemaere (Belgium), G. M. Oord and C. Pompe (Holland), W. Gurtler and P. De Gioia (Italy), M. Rosengarten and A. Reichstadt (Switzerland), L. Felder and R. Friedman (Austria), G. Orphanidis (Greece), H. Lieber, H. Blume, G. Schemke, H. Braunlich, H. Kaiser, K. H. Richter and A. Waizenegger (Germany). Weiss will conduct a special sales presentation for English Decca, WB's affiliate in the British Isles, Monday (28) at Decca's London headquarters.

Two New Labels Bow In

CINCINNATI—Two new labels, Terock Records, headed by Ted Russell Jr., with headquarters at 376 Hinman Avenue, Buffalo, and Dino Records, owned jointly by Dean Reeder and Weeks DuBose, with offices in Texas City, Tex., made their bow in the music field last week. Terock plans to concentrate on rock and roll, r.&b. and country music with the firm's initial release spotlighting vocalist

PUERTO RICO

Festival Promo Aids Disks

By TONY CONTRERAS
25 Gertrudis St., Santurce

The Second Annual San Juan Drama Festival which ran from July 17 through August 12, produced some sharp promotional work by record companies which stimulated disk sales and could stand emulation elsewhere. The Festival, under the direction of Barry B. Yellen, consisted entirely of hit musicals this year: "Carousel," "Guys and Dolls," "Oklahoma," and "West Side Story." Lehman Engel was musical director, with top Statewide talent features throughout.

LP's of the shows were on display and sale right at the University Theater, where the performances were given. And both the Festival and the albums themselves were given a tremendous promotional boost by heavy airplay of the LP's over local radio outlets during the course of the Festival. Needless to say, the station's record libraries had been carefully replenished by the record companies in anticipation of the push. The opening page of the programs encouraged the point-of-sale idea further with audiences, urging patrons to "buy your original cast recordings in the lobby." Results were highly satisfactory.

DENMARK

'Beerless Pub' a Sleeper

By PAUL BACH
Brede 184, Kgs. Lyngby, Copenhagen

Denmark's No. 1 record "Nar Jeg Star Ved En Bar" recorded by Harry Felbert is a typical sleeper. It was recorded by Sonet Records one year ago, but did not make much stir at that time. A television airing of the song completely changed its future, and last week it topped the local best-selling charts. It is a Danish version on "A Pub With No Beer."

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

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

Holland Newsnotes

Continued from page 18

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

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

Dick Derwald. Dino's initial release is a rock and roller, "Little Lamb Rock," as done by the Vel-Aires. Flip is a ballad, "Forever Always."

German Mag in LP Deal With Philips

Continued from page 18

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

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

33 1/3 EP

Metronome Records is introducing its first 33 speed EP with German jazz critic J. E. Berendt's recording, "Jazz Life." Deutsche Vogue of Bremen released 33 singles some time ago as reported so Metronome becomes the second firm on the German market to offer 33 disks.

Dealer's Personnel

Continued from page 14

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

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

Bill Hill's Universe

Continued from page 4

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

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

Hill expects his line to be sold through regular record retail stores as well as specialized foreign-language outlets. He told BMW that some of his releases, such as his German dance party LP in the first release, will enjoy market at both the foreign-language level as well as the general domestic facet of the business.

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

New Singles

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

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

While the Floyd Cramer recording of "San Antonio Rose" is climbing the charts here, a German vocal version of the same title sung by the Continentals will be released on Decca with a lyric by Ralph Maria Siegel, which seems a good bet to become a best seller.

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A New Version of
"MARCHETA"
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SAVOY RECORD CO. NEWARK, N.J.

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MOA 'Get Acquainted' PR Meets With Public Thanks

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

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

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

First Step

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

jack, managing director and coordinator.

The MOA effort is being conducted separately and in addition to the public relations' campaign conducted by the Coin Machine Council, heretofore the sole public relations arm of the coin machine industry. Unlike CMC, however, which is concerned with all segments of the coin machine industry, MOA's efforts will be directed at the juke box industry only.

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

All Media

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

In its letter, MOA noted that

the "juke box industry is the object of a good amount of publicity. Most of this coverage, however, is not good publicity. Juke box stories usually connote that this business is either undercover or unlawful or both.

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

Clarifies Situation

Clarifying the current situation, (Continued on page 44)

EDITORIAL

Dirty Laundry

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

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

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

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

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

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

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

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

Executive director of the laundry group, by the way, is C. S. Darling, who once held a similar position with the National Automatic Merchandising Association. During Darling's tenure with NAMA, juke box operators were not welcome in that organization. With Darling's departure, the policy promptly changed.

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

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

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

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

While used phonograph sales and game shipments actually ran ahead of last year's totals, new phonograph sales were off—\$823,064 as compared with \$1,072,760 a year ago.

Biggest buyer of American coin machines—now and a year ago—is West Germany. However, the German total in new juke boxes dropped from \$285,740 a year ago to \$485,104 this year. German purchases of used phonographs nearly tripled, though, from \$11,039 to \$31,160.

French Purchases

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

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

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

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

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

One of the most spectacular gains was made by Italy, which increased its purchases from \$17,082 in April, 1960, to \$116,393 in April, 1961.

The legalization of bell fruit machines in the United Kingdom is probably the primary reason for the decrease in that country's purchase of American games. With the British buying fruit machines of domestic and Australian manufacture, the value of American games purchased during the month nose-dived from \$238,481 to \$116,393. British juke box purchases, also were off—from \$95,517 to \$55,009.

Swiss Major Buyers

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

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

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

Unit Sales Off

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

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

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

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

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

Here is the way a spokesman for the self-service cleaning industry explained this prohibition: "A laundry is a laundry. It is not a place of entertainment or a place for dancing or other forms of merriment. Amusement devices and juke boxes would attract people who would not come for laundering or dry cleaning purposes."

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

The Chicago ordinance, fiercely resisted by the new coin-operated dry cleaning industry, provides for an annual license fee of \$150 for each dry cleaning establishment with 10 or less machines and \$25 for each machine in excess of 10 machines. It also limits the hours of operation from 7 a.m. to 10 p.m.

In its recommended ordinance which covers the regulation of installation, equipment and main-

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

Leonard Collins Joins Staff of Monroe Coin Co.



LEONARD COLLINS

CLEVELAND — Leonard Collins has been named to the Sales staff at Monroe Coin Machine Exchange Company, announced George George, president.

Collins will handle telephone and personal calls throughout Northern Ohio for the 15-year-old (Continued on page 44)

Coin Machine Exports

April, 1960

Country	New Phonographs		Used Phonograph		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
West Germany ..	515	\$285,740	93	\$ 31,160	145	\$ 56,974	753	\$ 373,874
France	91	61,835	—	—	485	171,268	576	233,103
Belgium	124	78,410	145	39,625	487	83,402	756	201,437
Canada	104	83,326	11	4,955	326	64,964	441	153,245
Switzerland	82	61,501	93	69,283	10	5,011	185	135,795
United Kingdom ..	75	55,009	—	—	320	61,384	395	116,393
Italy	40	29,082	—	—	137	41,276	177	70,358
Jamaica	74	56,088	—	—	27	4,510	101	60,598
Japan	—	—	—	—	167	53,143	167	53,143
Nan Is.	32	28,695	5	1,500	—	—	37	30,195
Nicaragua	43	29,939	—	—	—	—	43	29,939
Sweden	—	—	15	11,286	42	13,340	57	24,626
Venezuela	17	12,762	—	—	21	8,157	37	20,919
Australia	4	1,490	14	1,000	50	11,103	68	13,593
Netherlands	—	—	17	4,855	30	5,550	47	10,405
Finland	12	7,654	—	—	6	2,000	18	9,654
Lebanon	—	—	23	7,737	2	1,810	25	9,547
Mexico	3	3,938	12	4,888	—	—	15	8,826
Philippine Rep. ...	—	—	12	4,695	—	—	12	4,695
Greece	—	—	9	1,755	14	2,318	23	4,073
Other Countries ..	37	27,595	44	10,790	276	60,780	357	99,165
Totals	1,253	\$823,064	493	\$193,529	2,545	\$646,990	4,290	\$1,663,583

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

Continued from page 1

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

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

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

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

Operators Only

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

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

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

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



BERT LANE

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

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

4. Individual coin-operated rides and games.

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

Promotion Schedule

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

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

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

Existing Rides

The operator also will take over kiddie rides currently in operation

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

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

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

Miniature Disneyland

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

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

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

Promotions Next Week

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

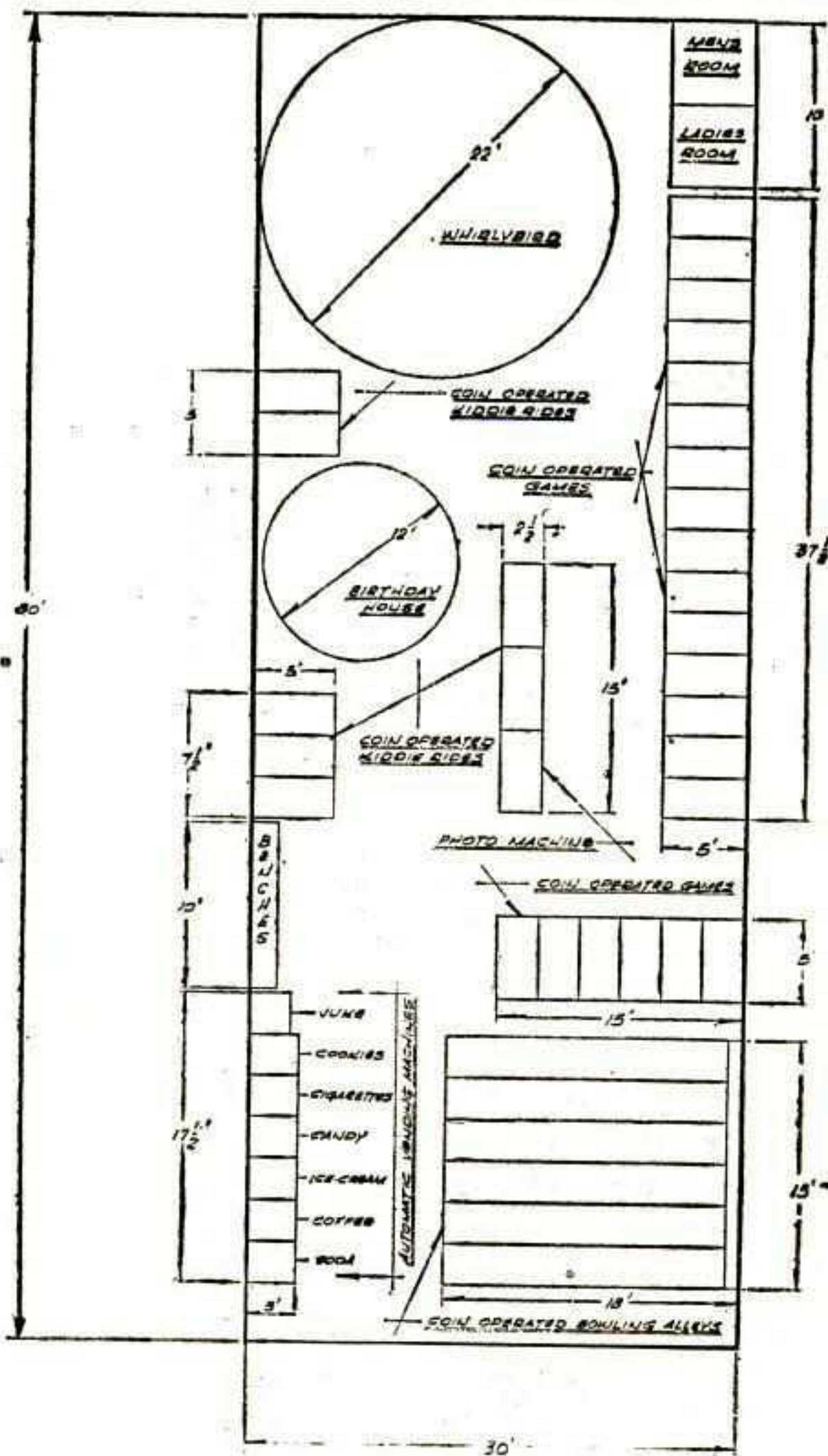
Fun Fair will be the most ambitious undertaking of Lane's 30 years in the coin machine business. Lane began as a juke box and game operator in the early 1930's and later was both a designer and national sales representative for the old Genco Manufacturing Company (now part of Chicago Dynamics).

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

Corporate History

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

(Continued on page 46)



—FRONT—

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

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



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



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

MOA-ZOA in Co-Op Move

Continued from page 1

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

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

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

ditions are warning that composer-author royalty demands could wreck the trade unless effective counter-action is instituted.

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

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

Dictatorial License

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

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

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

Most German trade experts feel, indeed, that MOA-ZOA co-operation has become mandatory if the juke box operator is to survive as an independent trade figure.

Separate Royalties

In this country the artists, represented by the GVL, are demanding separate royalties from the juke box operations, royalties in effect paralleling those paid to GEMA. The GVL argues that its members make an equal contribution to the production of recorded

music—and should be compensated accordingly.

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

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

Disks for Trade

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

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

Studies by the German trade indicate that, by international co-operation, juke box operators are in a position to produce a substantial offering of royalty-free disks. These studies show, furthermore, much can be done through promotion to build juke-box hit tunes.

Vital Force

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

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

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

Re-Orientation

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

This re-orientation involves the "planned obsolescence" of equipment issue. Manufacturers will dispute whether such an issue exists, but most German operators feel that there is too much facelighting and redesigning of equipment merely for the sake of change.

German operators feel that manufacturers must be educated to pay greater heed to the problems of the operator—across the board. The Germans tend to be attracted to the "Volkswagen theory" of production, as opposed to "planned obsolescence." The German beetle car has waxed fat and sassy by eschewing obsolescence—by making few radical production changes at any one time.

DOUBLE-PLAY DISKS

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

DUM DUM AND EVENTUALLY	BRENDA LEE Becca 31272
DON'T BET MONEY HONEY AND STARLIGHT, STARBRIGHT	LINDA SCOTT Canadian-American 127
TOGETHER AND TOO MANY RULES	CONNIE FRANCIS MGM 13019
LET THE FOUR WINDS BLOW AND GOOD HEARTED MAN	FATS DOMINO Imperial 5744
A THING OF THE PAST AND WHAT A SWEET THING THAT WAS	SHIRELLES Scepter 1220
CANDY MAN AND CRYING	ROY ORBISON Monument 447
NOTHIN' BUT GOOD AND KEEP ON DANCING	HANK BALLARD AND THE MIDNIGHTERS King 5535

Little Rock Feds Hit 35 Locations On License Charge

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

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

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

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

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

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

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

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

SEE
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COLOR
INSERT
OPPOSITE
CARDBOARD CHARTS

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AMI K100A STEREO	695.00
AMI J120E STEREO	625.00
SEEBURG KD-200	395.00
SEEBURG V-200	295.00
SEEBURG G-100	350.00
SEEBURG C-100	245.00
WURLITZER 2000	295.00
WURLITZER 2150	375.00
WURLITZER 2200	495.00
BALLY LUCKY ALLEY	395.00
BALLY TROPHY	325.00
BALLY STRIKE	175.00
BALLY DELUXE CLUB	425.00
BALLY CLUB	375.00
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UNITED EAGLE	325.00
C. C. PRO BOWLER	WRITE
C. C. DOUBLE FEATURE	325.00

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- UNITED YANKEE BASEBALL 225.00
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- AMI, E120 100.00
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- WILLIAMS GUSHER 110.00
- CHICAGO COIN RAY GUN 400.00

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UPRIGHTS Autobell deL. Hialah Bally Super Jumbo Bally Jumbo, '60 Bally Jamboree (new) Bally Skill Derby, F.P. Bally Skill Score Keeney Big Tent Keeney deL. Big Tent Games, Inc., Circus Days United Circus	BOWLERS & SHUFFLES Bally Trophy Bowler, 9' Bally Strike Bowler, 14' Bally ABC Bowling Lanes, 14' CC TV Bowling League, 16' CC 10 Frame Special Bowler Un. Flash Shuffle Alley Un. Clover Shuffle Alley Un. League Shuffle Alley Un. Classic Shuffle Alley	ONE BALLS & FIVE BALLS Bally Barrel O'Fun, '61 (new) Bally Beach Queens (new) Bally Beauty Contest Gottlieb Around the World Gottlieb Mademoiselle Gottlieb Queen of Diamonds Gottlieb Gondoller Gottlieb Roto Pool Gottlieb Harbor Lights

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Northwestern '60' Hits Sales Peak

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

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



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

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

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

Schoepner's territory is U. S. 24, a high-speed highway which runs between Denver and Kansas City, with service stations spaced at rather long intervals through most of its length. Using attractive, nine-pound-head machines, Schoepner plies something like half the length of the highway, over 200 miles, servicing peanut machines exclusively, all of them located in roadside service stations, except for a few prime restaurant spots.

Until late 1960, Schoepner concentrated on penny machines, and was reasonably satisfied with returns. However, when one of his machines was damaged by vandals, he had only one replacement available, a brand-new 5-cent machine, originally designed to vend cashews. In desperation, the Kansas operator reset the control to vend a larger portion of peanuts, filled the machine with the variety, and went on about his route servicing operations.

Machine Registers

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

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

Spending an afternoon, for observation, Schoepner was pleased and surprised to find that most customers who dropped a nickel into the peanut machine were taking them along in envelopes, cupped in their hands. This gave him the idea of installing a stack of small paper cups, bought inexpensively at a soda fountain supply house, on top of the vending machine, so that the full handful of peanuts, vended at 5 cents, could be carried along without spilling over the car.

This worked out so well that Schoepner by now has converted over 60 per cent of his entire route to 5-cent machines, always featuring a stack of paper cups, and with his gross return from the machines increased by five times and profit by at least two and a half times.

"I guess people just don't want to be bothered with pennies any more, even where children are concerned," Schoepner said. "Many of the customers who use the 5-cent peanut machines are mothers, who appreciate the ability to take the peanuts along in a cup, and issue them one or two at a time to children on a long ride, to keep them under control."

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

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

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

"This opinion officially confirms

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

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

Louis P. Grossman, president of

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

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

DRINK OPS AID CHARITY PROMO

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

W. J. Manning, chairman of the National Automatic Merchandising Association public relations committee, said that five manufacturers of vending cups are offering their co-operation by imprinting the approved "United Way" message on cups without extra charge to their customers. For NAMA members, it's the 11th straight year they are co-operating in the promotion.

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

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N.W. Model #33, 1¢ Pure. Con-verted for 10¢ B.G.	6.50
Silver King 1¢ B.G. or Mdse.	8.50
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Mills 1¢ Tab Gum	12.00
Model #23 Peanut, 1¢	6.50

MERCHANDISE & SUPPLIES

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Pistachio Nuts, Jumbo Queen, White	70
Pistachio Nuts, Large Tulip	72
Pistachio Nuts, Vendor's Mix	63
Pistachio Nuts, Shell, Red	57
Cashew, Whole	70
Cashew, Butts	60
Peanuts, Jumbo	42
Spanish	32
Mixed Nuts	57
Baby Chicks	32
Rainbow Peanuts	32
Boston Baked Beans	32
Jelly Beans	28
Licorice Gems	28
M & M, 500 ct.	47
Hershey-ets	47

Rain-Bio Gum, 72 ct.	\$ 32
Malt-ette, 100 ct., per 100	38
Rain-Bio Ball Gum 140 ct., 170 ct., 210 ct.	22
Rain-Bio Ball Gum, 100 ct.	34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	45
Wrigley's Gum, all flavors, 100 ct.	45
Beach-Nut, 100 ct.	45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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Policy Meets for NAMA State Groups

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

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

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

Public Relations

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

Public health goals are: (1) to gain acquaintance with State and local health officials and local health regulations governing the food industry; (2) to establish regular meetings with top health authorities; (3) to serve as liaison committee between operating companies and all health authorities in the State; (4) to develop and sponsor voluntary self-inspection score sheets; (5) to develop in Maryland a model health code for use as needed; (6) to provide information and training on sanitation for government officials.

The NAMA caravan of staff members included Thomas E. McCarthy, secretary to the association's State groups; Richard Funk, legislative counsel; David E. Hartley, public health counsel, and Walter W. Reed, public relations director.

More Programs

McCarthy said similar action programs will be launched through

NAMA staff caravans in all State councils before the year's end.

Louis P. Grossman, president, Connecticut Merchandising Council, announced the following committee members:

Legislative Committee: Julien B. Brightman, chairman, Newgate Ginger Ale Company; Sidney Diamond, Refresh-O-Mat, Inc.; F. H. Keefe, Canteen Company; R. L. Boysen, Boysen, Inc.; A. J. Mason, Automatic Sales Company, Inc.; John Latshaw, Automatic Merchandising Corporation of New England; Edward Beresth, Self-Service Sales, and Dexter Wheelock, Automatic Coffee Service of Connecticut.

Public Health

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

Public Relations Committee: Joseph Charbonneau, chairman, Refreshment Service Company, Inc.; Robert F. Radway, Radway's Dairy, Inc.; Benjamin Frischstein, Tasty Vending Enterprises of Connecticut; Albin Romano, Romano Caterers; Jayson Berger, Food

Services of Connecticut; Charles Winslow, Coca-Cola Company; Joseph Burke, M. J. Hurley Vending Company; Al Lorenz, Austin Goselin Sales Company; Joseph Ficca, Automatic Cigarette Service; Garshen Weil, Self Service Sales Corporation; Hyman Burwisht, Reliable Cigarette Service Company; F. J. Mason Jr., Mason's, Inc.; James Conner, PX Vending; Albert Rothbart, ABC Vending Company, and Harold Wheeler, Canteen Company.

Robert Taylor, president, Maryland Automatic Merchandising Council, announced these committee members:

Legislative

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

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

Public Relations Committee: Bob Irvine, chairman, Automatic Food Systems, Inc.; J. Gilbert Stine, vice-chairman, Serv-U-Vending Company; Raymond C. LeBlanc, Coffee Service; Herbert Bent, Benroy Caterers; Teddy P. Collier, Automatic Sales, Inc.; Gordon Eldridge, Canteen Company, and Louis H. Rosenblum, Robot Vending Company.

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Germans Test Powered, Rotating Vending Units

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

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

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

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

Added Machines

Udo Schmitz, a veteran Westphalia bulk vending machine op-

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

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

Wide Angle

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

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

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

Whitfield Adds Bulk Vending to Operation

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

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

Bill Whitfield, Whitfield's son, will handle the bulk vending department, including service, collections, fill, buying, and promotion.

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Clor-o-Vend Ball Gum . . . 41 1/2¢ lb.
Chicle Chicks, 320 ct. 41 1/2¢ lb.
Chicle Chicks, 320 & 520 ct. 37 1/2¢ lb.
Bubble Chicks, 320 & 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.

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Ed Newell Buys Out Herb Bridges

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

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

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

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

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EUROPEAN NEWS BRIEFS

Play It Again, But Softer

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

German Trade Fights Bad Rep

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

Liechtenstein Juke Trade Up

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

French Games Hit All-Time High

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

Germans Fight for Danish Mkt.

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

Tunisians Boost Juke Imports

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

(Continued on page 46)

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220-piece Music, Game and Arcade Route. Established in 1944 in beautiful city in the Carolinas that is growing fast. Route will do \$125,000.00 per year. Good equipment. Owner retiring. Employees will continue. Sale price is \$160,000.00 cash. This is a real opportunity for the right man.
Address: BOX C-178, c/o The Billboard
2160 Patterson Street Cincinnati 22, Ohio

NEW from **Valley**

METAL BUMPERS
NOW STANDARD ON **BUMPER POOL**[®]

Metal bumper, with 3/8" diameter holding nut, provides extra rigidity . . . faster rebound . . . speedier, more interesting play! Ideal replacement for all tables.
See your distributor, or write direct.
VALLEY SALES CO. Affiliate Valley Mfg. Co.
333 MORTON ST., BAY CITY, MICHIGAN • TWinbrook 5-8587

DAVIS' FAMOUS 6-POINT GUARANTEE

SEEBURG
2225H \$795
201DH 695
KD200 425

CIG. VENDORS
Seeburg E-1 \$249
Corsair 30-Column 245
Eastern 22-Column.... 99

AMI
Continental 200-Sel., like new \$795

Terms: 1/2 deposit required

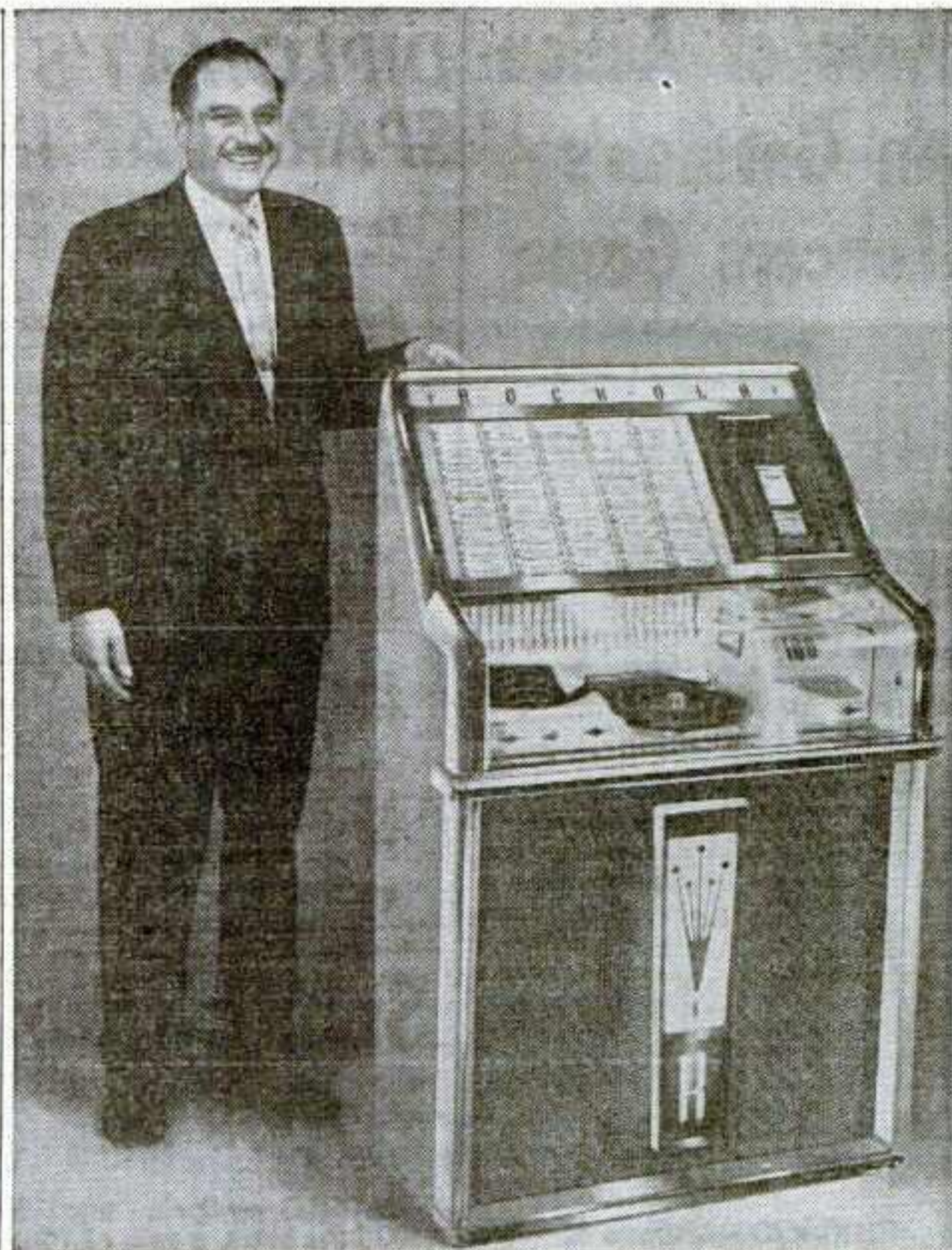
WORLD EXPORT
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DISTRIBUTING
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Exclusive Seeburg Distributors
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**OPERATE
UNITED
Shuffle Alleys
and
Bowling Alleys**
WELCOME EVERYWHERE
★
UNITED MANUFACTURING CO.
3401 N. California Ave., Chicago 18, Ill.

**BEST
FOR LESS**
GAMES
Wagon Wheel\$125.00
Hialeah 325.00
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Lotta Fun 395.00
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Bally Magic Shuffle .. 65.00
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Call, Write or Cable
Cable: LEWJO

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
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Greater Cincinnati
Tel.: MErose 5-1593 Tel.: AX 1-6969

Good things
happen when
YOU help
+
THRU RED CROSS



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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Kanter's Ace Sales Moves

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

SAVE HUNDREDS OF
DOLLARS ON
UNITED
BOWLERAMA

20 ft. long.
Clean as a whistle.
SANDLER DIST. CO.
405 Plymouth Ave.
Minneapolis 11, Minn.
Phone: JA 9-9693

**WANTED
JUKE BOX MECHANIC**

Must be sober and reliable.
Give age and experience in
first letter.

Write: Box 136
Billboard Music Week
188 W. Randolph St.
Chicago 1, Illinois

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



**Choice Reconditioned
VENDING EQUIPMENT**
STONER D-500 COFFEE\$295
STONER D-13 HOT DRINK 595
SEEBURG 800 E-2 CIGARETTE 275
SMOKESHOP V-27 (18 Col.) 215
SMOKESHOP V-36—New (27 Col.) Write
CONTINENTAL CORSAIR 20 195
NATIONAL MODEL III CIG. 175

**SPECIAL!
ROCK-OLA
MODEL 1446 \$195**
RECONDITIONED

MUSIC
A.M.I. K-200\$660
A.M.I. J-200 595
A.M.I. I-200E 545
A.M.I. J-100M 495
A.M.I. G-120 295
A.M.I. F-120 250
A.M.I. E-80 145
SEEBURG 201 675

SEEBURG 222\$795
SEEBURG K-200 445
ROCK-OLA 1468—120, St 625
ROCK-OLA 1455 395
WURLITZER 2300-S 625
WURLITZER 1900 375
WURLITZER 2100 365
WURLITZER 2000 245

Distributors for
AMI — ROWE

FOR SERVICE AND PARTS
ATLAS
IS STILL YOUR BEST BET!



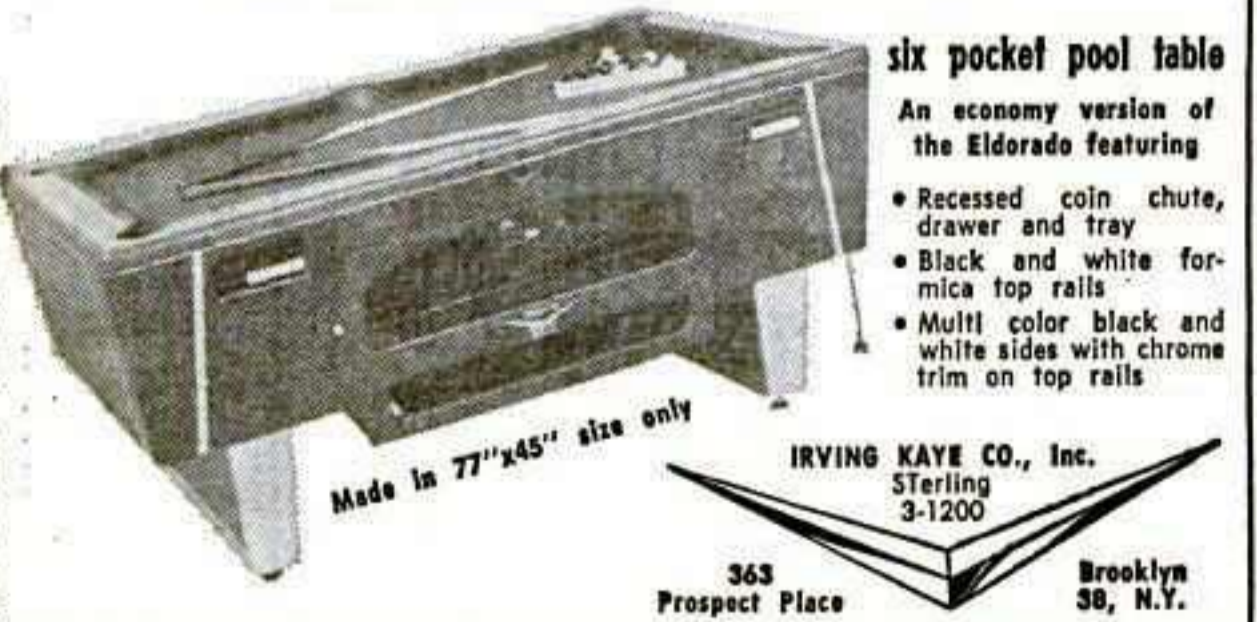
A Quarter Century
of Service

ATLAS MUSIC COMPANY

DIV. OF AC AUTOMATIC SERVICES, INC.
2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005

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

The Economical **SATELLITE**



six pocket pool table
An economy version of
the Eldorado featuring
• Recessed coin chute,
drawer and tray
• Black and white for-
mica top rails
• Multi color black and
white sides with chrome
trim on top rails

IRVING KAYE CO., Inc.
Sterling
3-1200

363 Prospect Place Brooklyn 38, N.Y.

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

ABP MEN WHO READ
BUSINESSPAPERS
MEAN BUSINESS

SURE SHOTS FOR LONG RUN PROFITS . . .



**Williams
COIN-OPERATED
POOL TABLES**
Williams
DELUXE
90
MODEL

50"
x
90"
OVERALL
SIZE

also
Deluxe 75 model
43" x 75" overall size

Both Deluxe 90 and Deluxe 75

Have All These Features:

- brightly polished chromium plated castings around all pockets
- lively rebound cushions
- hand rubbed mahogany veneer finish
- formed Formica rails
- separate cue ball return within easy reach from upright position
- first quality balls size 2 1/4" — cue ball size 2 3/8"
- twin dime or 25¢ push chute
- recessed removable drawer

Contact Your Nearby Williams Distributor.

WILLIAMS ELECTRONIC Mfg. Corp. 4242 W. FILMORE ST. CHICAGO 24, ILL.

Supplied with
4 best quality cues

See the Standard Model 75—
low priced—a quality table.
All models have Slate tops
covered with regulation billiard cloth.

Place Your Order Today!



Wide Selection In Chicago Coin Triple Gold Pin



TRIPLE GOLD PIN

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

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

Under triple gold pin, scoring depends on the number of gold pins lit. With no pins lighted, strikes and spares score 500 and 300 respectively, with one lighted pin, it's 1,000 and 600 points, with two pins, 1,500 and 900, with three lit pins, 2,000 and 1,200.

The bowler has Chicago Coin's new modernized cabinet with lighted front hood and tapered front legs. The cabinet is attractively decorated in multi-color design.

MOA Adds Special List

CHICAGO — Music Operators of America is starting a new membership classification, Honor Members, for those who bring a new member into the organization.

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

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

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

Albany Ops Attend Princess Showing

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

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

\$200 TO \$600 MONTHLY SUM

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

Lots of Action In Gottlieb's Lancers Game



LANCERS

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

A pair of center kickout holes fire balls toward the top of the playfield, and a pair of side holes kick balls toward the flippers.

Bottom rollovers score 200 points when lit. Two cyclonic kickers light alternately. Lancers has a match feature and three or five-ball play.

The game has the new Gottlieb modernized cabinet, with stainless steel mouldings and chrome corners, plus the familiar Hard-Cote finish, metal door and two coin chutes.

DIPLomat's AVS INTEREST SPARKS AF INVESTIGATION

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

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

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

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

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

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

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

Spanish Love of Music Hypos Juke Box Growth

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

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

Spain is a natural juke box market. Like Italians, the Spanish love music and they like their conviviality with a high decibel count. There are cafes and bistros everywhere in Spain, and all cafes have music.

Live Entertainment

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

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

However, the drawback to a

juke box boom is economic. Spain remains an impoverished country despite gradual economic improvement.

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

The answer would seem to be licensed Spanish production of a U. S. box or the establishment of Spanish manufacturing facilities by a U. S. producer in partnership with Spaniards.

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

WURLITZER 2500 ULTIMATE IN Automatic MUSIC

when answering ads . . .

Say You Saw It in
Billboard Music Week

MOA PR Mailing Piece Draws Praise

Continued from page 37

MOA notes: "Contemporary juke box operating is an independent and necessary medium of entertainment. It is specialized industry, no longer dependent on subsidies of gambling income. The music operator of today survives only by following legal, sound business practices. Those who do not follow this precept and those who cause most of the industry's bad press are few in number and a minority among the nation's 8,000 operators.

"We are happy," says MOA, "to attach some facts on our industry, our organization and its membership. We believe the information

will aid in dispelling the aura of mystery surrounding our functions."

Included in the package is a general description titled "What's a Juke Box Operator Really Like?" originally carried as an MOA newsletter in last week's BMW; A descriptive piece giving facts about MOA, also carried exclusively in BMW as MOA's July newsletter, and a piece explaining "how the juke box industry operates," including a glossary of terms generic to the coin machine business.

The piece on "how the industry operates," draws a parallel between the juke box operator and the fleet taxicab operator.

Cabs are sold by a manufacturer, who builds the product, to a distributor, who buys the product for resale, to a fleet taxi operator, who buys and operates the product as income-producing equipment. In the case of the juke box industry, the phonograph is likewise produced by a manufacturer, sold to a distributor and bought by an operator who used it as income producing equipment.

Ky. Operator to Test License Ordinance

OWENSBORO, Ky. — The Owensboro Amusement Company has challenged a recently enacted city ordinance which would deny the local \$10 amusement machine license to any game bearing the \$250 federal gambling tax stamp. J. W. Hodges has been named by the Court of Appeals as a special judge to hear the case.

Heart Attack Claims Former Op, M. F. Day

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

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

Leonard Collins

Continued from page 37

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

The 29-year-old salesman and his wife Harriett have three sons. The addition of Collins is part of an expansion program into the distributing field since early this year, said George. An operator since 1955, George is now concentrating solely on equipment sales.

The firm has already entered the export picture through the Port of Cleveland and the St. Lawrence Seaway. It recently shipped a dozen games to Japan.

NEW STEREO JUKEBOX

needs no remote speakers! AMI Continental 2 has new styling, stunning color—exceptionally compact—makes money anywhere! Plays 33 1/3 and 45 RPM records interchangeably. Get the facts from your AMI distributor or write:

AMI sales office
5075 W. Lexington St.
Chicago 44, Ill.

NATIONAL COIN NEEDS for EXPORT:

GOTTLIEB

- TEXAN CONTEST
- PHOTO FINISH
- SHOWBOAT
- MERRY-GO-ROUND
- SPOT-A-CARD
- CAPT. KIDD
- DANCING DOLLS
- WAGON TRAIN
- LITE-A-CARD
- WORLD BEAUTIES
- SEVEN SEAS
- ROTO POOL
- ROCKET SHIP
- CRISS CROSS
- LIGHTNING BALL
- MADEMOISELLE
- UNIVERSE
- SWEET SIOUX
- MISS ANNABELLE
- AROUND THE WORLD
- QUEEN OF DIAMONDS
- ATLAS
- RACE TIME
- STRAIGHT SHOOTER
- DOUBLE ACTION
- SITTIN' PRETTY
- SUNSHINE
- PICNIC
- BRIGHT STAR
- WHIRLWIND

HIGHEST PRICES PAID!
WRITE, WIRE, PHONE!

GOTTLIEB 2-PLAYER LANCERS

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

NATIONAL COIN MACHINE EXCHANGE

1411-13 Diversey, Chicago 14, Ill.
BUckingham 1-8211

BUY NOW! GUARANTEED—RECONDITIONED VENDING MACHINES

9 Soeburg E-2	\$245	8 Eastern Mark II	\$125
9 Bally Cigarette	135	4 Lyons VMC1400	95
3 Spacarb 4D53	175	1 Spacarb 4D52	150
2 Spacarb 4D51	125	1 Rowe Milk	250
2 Rowe Sandwich	195	2 Rowe Pasfry	125
1 Vendo HB900A	495	4 Stoner D-500	275
1 Stoner D-1	275	1 Hot Spa-Cole	250
1 Darl o Malik 500	195	2 IVI Bonanza	725
1 Rudd-Melikian #300 ...	900		

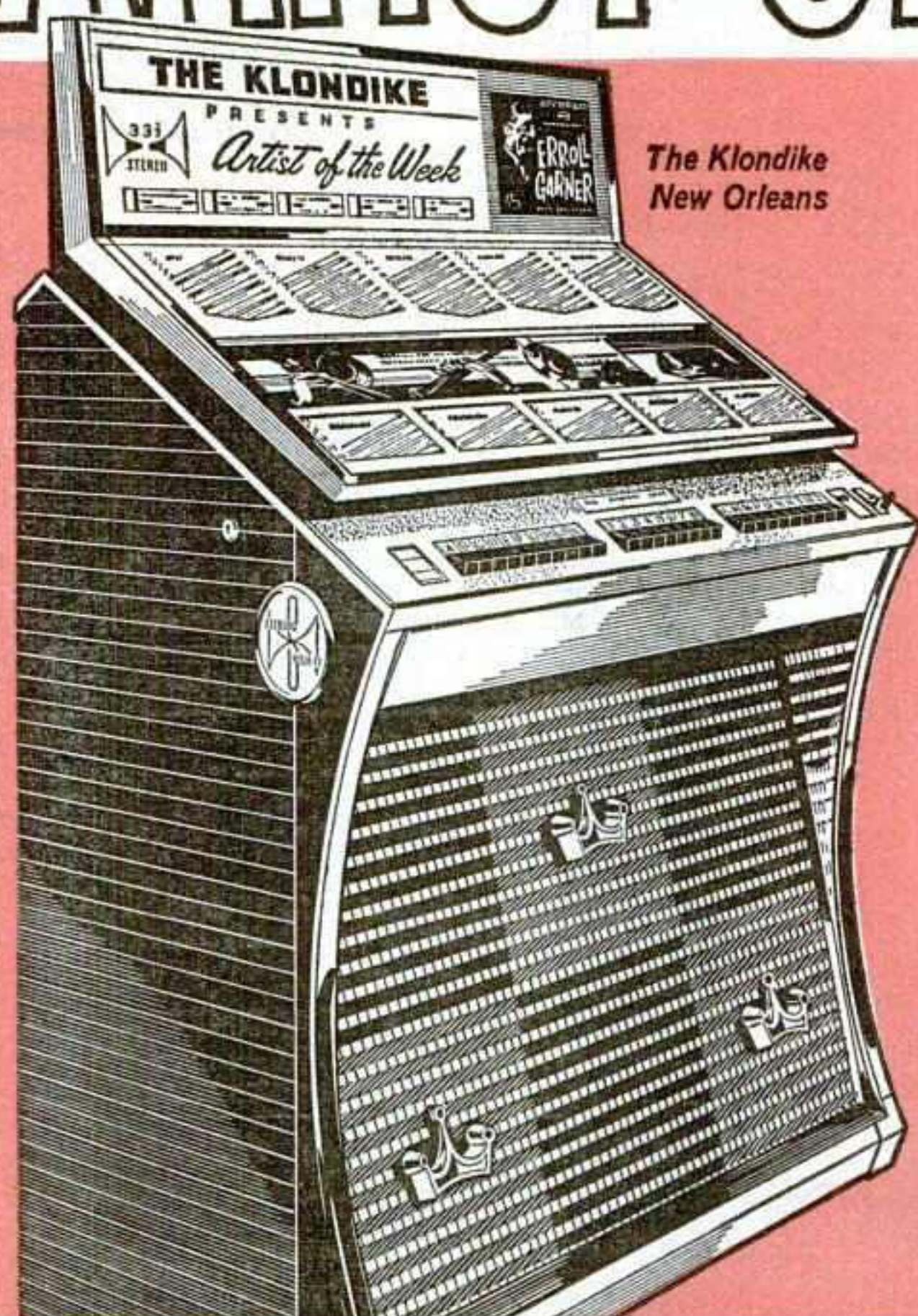
REDD DISTRIBUTING CO., INC.

126 Lincoln Street, Brighton 35, Mass.
PHONE: ALgonquin 4-4040 — CABLE "Reddinc"

GARNER



ARTIST OF THE WEEK



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

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

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

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

SEEBURG

PERSONALIZED FOR EVERY LOCATION!

ARTIST OF THE WEEK

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

WEEK OF AUG. 14

ERROLL GARNER

Dream Street
(A.B.C. Paramount)

GLORIA LYNNE

I'm Glad There Is You
(Everest)

WEEK OF AUG. 21

THE PLATTERS

Life Is Just a Bowl of Cherries
(Mercury)

B. B. KING

King of the Blues
(Kent)

EUROPEAN NEWS BRIEFS

• Continued from page 42

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

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

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

ing machine operators at its spacious quarters August 9.

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

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

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

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

ACC Kiddie 'Fair'

• Continued from page 38

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

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

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

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

Little Rock Feds

• Continued from page 39

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

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

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

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

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

COIN LAUNDRIES SEEN AS STRONG JUKE LOCATIONS

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

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

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

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

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

FTC's Zmuda Heads NAVTA Agenda With Small Biz Speech

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

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

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

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

SEE
ROCK-OLA
COLOR
INSERT
OPPOSITE
CARDBOARD CHARTS



GOTTLIEB'S
2
PLAYER

Lancers

Proven Player Appeal! Performance! Profit!

No doubt about it—LANCERS has everything it takes to attract more play, more coins, more profit! Coupled with its sensational new cabinet design you have a dream performer.

Its massive stainless steel mouldings and chrome corners provide a clean, "new game" appearance forever. Eliminates the need for many expensive service calls.

Drop in to your distributor today for a demonstration

- Top rollovers light pop bumpers, kick-out holes and side rollovers for super score
- 2 center kick-out holes fire balls toward top of playfield—2 side holes kick balls toward Flippers
- Bottom rollovers score 200 points when lit
- 2 cyclonic kickers light alternately
- Match Feature • 3 or 5 ball play



New "Hard-Cote" Finish
Extends Playboard Life to
an All-Time High



D. Gottlieb & Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

INTRODUCING GOLD PIN SCORING!

CHICAGO COIN'S
NEWEST



6 GAME
BOWLER



TRIPLE GOLD PIN

HERE'S HOW THE GOLD PINS SCORE!

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



PLUS

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

1 TO 6
CAN PLAY!

10c per player!

PLUS

- GAME SELECTOR BUTTON
- HANDICAP BUTTON

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

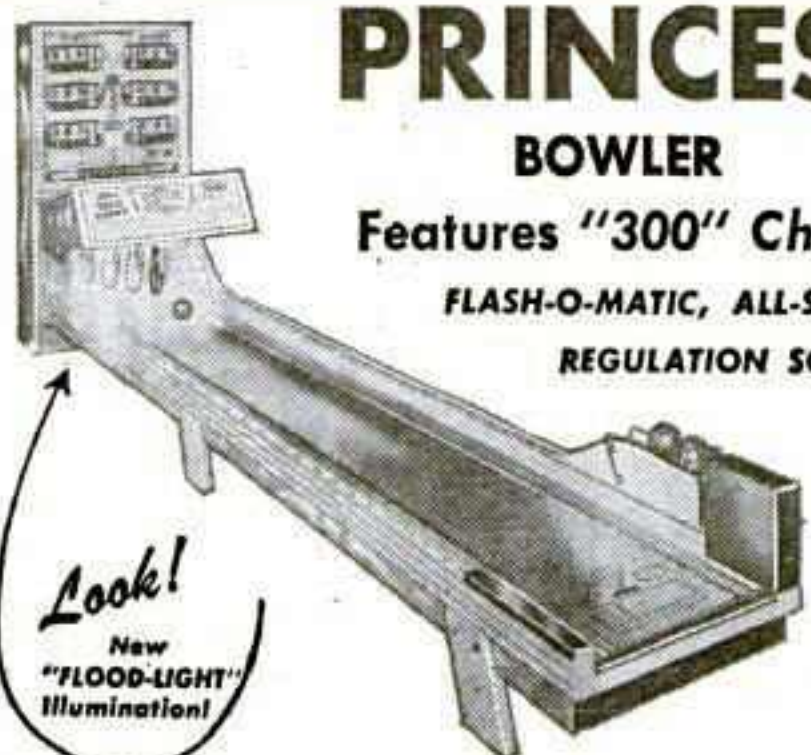
PLUS

PLAYER'S CHOICE
OF 6 GAMES

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

PRINCESS BOWLER

Features "300" Champ
FLASH-O-MATIC, ALL-STRIKE and
REGULATION SCORING!



Look!
New
"FLOOD-LIGHT"
Illumination!

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

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



ALSO SEE
CHICAGO COIN'S
POPULAR LINE
OF GAMES
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record programming
featuring
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- to help dealers buy and sell
- to help operators buy
and program
- to help talent buyers select the
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movies, TV shows, etc.
- to help newspaper columnists
with an unending source of
interesting, useful material

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for you...*

THE SEPTEMBER 18

**BILLBOARD
MUSIC WEEK**

Spotlight on
RECORD PROGRAMMING

Featuring

Today's Top Record Talent

(Advertising Deadline: Sept. 8)

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