

# BILLBOARD MUSIC WEEK

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

## Dept. Stores Tied to Diskeries & Stations

By JUNE BUNDY

NEW YORK — Radio stations are working closely with department stores and record companies these days on joint promotions, programming and disk merchandising efforts.

### Phone Service

For example, WERE, Cleveland, has set up an "Albumatic" telephone service with the Ohio Bell Telephone Company and the Higbee Company, a local department store. The service, which WERE believes is the first in the country, offers 24-hour merchandising service of Higbee's record department for anyone dialing the WERE telephone number.

When customers dial the WERE

number, they first hear a selection played from Higbee's "Album of the Day." Then a recorded voice gives a rundown on other selections (contained in the LP) and its price. When he hears a beep tone, the customer gives his name and address, orders the album in monaural or stereo and asks that it be charged or sent C.O.D.

On the second day of operation the "Albumatic" chalked up 510 overload calls. The merchandising gimmick has been heavily ballyhooed by Higbee, which features an "Albumatic" window, where five Ohio Bell "Electronic Secretaries" machines take orders for the "Album of the Day."

(Continued on page 10)

## MANUFACTURERS COURTING DEALERS WITH BIG-NAME ALBUMS AND DEALERS

NEW YORK—The fall season is here and new albums and new deals are starting to roll off the production lines of the major and large indie record firms. As is usual during this period of the year when new product is shown at distributor conclaves, optimism about the fall season runs high, and label after label is congratulating itself on the quality and sales power of its new product.

### Top Names Involved

There is no doubt that the multitude of labels introducing their new product these days have put their best foot forward. Victor's new LP's include sets by Belafonte, Como and Van Cliburn. Columbia

is swinging along with Mitch and Johnny Mathis. Kapp has new LP's with Jane Morgan and Roger Williams. There are new percussion sets from Command. Decca has a new Brenda Lee and a Bert Kaempfert. Liberty has a new Bobby Vee and a Gene McDaniels, and Dolton has a new set by the Fleetwoods. Mercury has issued a Brook Benton disk and has an LP by Joe Dowell called "Wooden Heart." Capitol just rushed out a new Sinatra.

Billboard Music Week received for review last week nearly 100 albums and the flood has just be-

gun. With these new releases manufacturers are offering count and dating deals, they are not nearly as wild as they were back in the spring of the year when sales were slow for many labels. Most of the deals for fall range from 10 per cent to 15 per cent off the distributor price, and the distributors are expected to pass the discount along to their dealers. At Columbia the discount is 10 per cent across the board, with Epic offering 15 per cent. Columbia and other labels are also offering a dating program of 1/3 (Continued on page 3)

## VICTOR GOES ALL OUT IN FALL LP PRESENTATION

### Distributors See, Hear Consumer Push Keyed to 'Mime' Theme for Radio & TV

NEW YORK—RCA Victor took the wraps off its new "Best Buy" product for August and September at its national sales convention at the Barbizon Plaza Hotel here last week (24, 25, 26) at a meeting attended by all Victor distributors. The diskery introduced, with appropriate fanfare, 35 new albums that Victor chief George Marek called "the greatest release in the history of the company." The firm also came up with a new slogan, "The New and the Great Entertainment on RCA Victor," as the keystone of its large advertising and promotion campaign to back the new product.

### Big Name Line-Up

The Victor 1961 fall "Best Buy"

release was sparked by new albums from the Victor line-up of big names such as Perry Como, Belafonte, Mario Lanza, Van Cliburn, Henry Mancini, Don Gibson, the Boston Pops, "Victory at Sea." These albums, featuring the label's strong artists, are all being issued in August. Albums featuring newer names on the label, like Al Hirt, Peter Nero, the Limeliters, Norman Luboff, Ray Ellis, are being released in September.

The Victor advertising campaign to promote these albums covered TV and radio spots, plus magazine and newspaper advertisements. These were sparked by a "Mr. Mime" figure about whom the entire ad campaign was built. As an added fillip to the ad campaign, Victor is releasing a single record called "The Mime's Theme" which features the musical selection (Continued on page 8)

## British Diskeries Set All-Time High In May Production

LONDON—British disk manufacturers had a boom May. Sales by value totalled \$3,380,000, the highest figure for the month recorded since such statistics were introduced in the boom year of 1957. Number of disks sold was also the highest ever for May (5.8 million), according to the report made by the Board of Trade, a government department.

Most of the action was in home sales, which were worth \$2.6 million, 37 per cent more than in the same month last year. The declining trend in exports was arrested. At \$745,000, sales were 4 per cent more than in the same month of 1960.

Despite the heavy all-around increase, production of LP's dropped 4 per cent to 1.32 million. Production of singles cannot be determined as figures are classified only into 78 and 45 r.p.m. types, with no breakdown of EP's in the latter category. Together 78 and 45 production totalled 4.49 million—31 per cent more (Continued on page 4)

## 3-WAY PROMO

### Friendly Frost Adds B'casting to Selling

NEW YORK — A three-way broadcasting-merchandising "Sound Center"—combining a new all-stereo FM radio station (WTFM here) with a retail operation (featuring custom hi-fi and stereo sets) and professional recording studios—will be launched here in September by Friendly Frost, Inc., one of the country's largest Eastern retail appliance-houseware chains.

### First Operation

The WTFM Sound Center is the first of such combined operations that Friendly Frost plans to set up around the country, according to Gerald O. Kaye, Friendly Frost board chairman and former prexy of WNTA and WNTA-TV, Newark, N. J.

Kaye describes the new Sound Center as "the first venture into offering the 'razor and the blade' of listening enjoyment directly to the public. We see the Sound Center," said Kaye, "as a natural step in the evolution of FM broadcasting. It is a means of educating the public to, and serving it with, the improvements in sound transmission and recording, and will

contribute significantly to a greatly increased FM listening audience." Since the retail salons will feature sets in the \$500-\$5,000 price range, Friendly Frost hopes to set up its future Sound Centers in areas with large numbers of residents in upper-income brackets—such as Dallas and Cleveland's suburban Shaker Heights. Present plans do not call for the salon to stock records. The station (WTFM), salon and recording studios will be housed in a specially designed glass building, which is being erected along the Long Island Expressway at Fresh Meadows, N. Y. Glass partitions will connect the radio outlet and salon so that visitors may watch the station in operation. Glass exterior walls will also make the Sound Center visible to thousands of cars which pass the location daily, noted Kaye. (Continued on page 16)

## Bard's Plays Set For Sale Through Special Club Plan

NEW YORK — Caedmon Records is starting a record club, The Shakespeare Recording Society. New record label is devoted to The Bard, and intends to record all of Shakespeare's plays complete, in mono and stereo. Top English actors to date have waxed "Macbeth," "The Taming of the Shrew," "Othello," "The Winter's Tale," "Romeo and Juliet" and "Measure for Measure." Disks are also available in stores.

The Shakespeare Club is offering an album free to new members if they agree to buy four albums a year. Two-record LP sets are \$8.90 each, and three-record sets are \$12.90 to members. These prices are about 30 per cent less than the list price of the disks in stores. Caedmon Records are not included in the Shakespeare label club.

## D. C. Rack Jobber Buys Tidewater's Disk Making Wing

NEW YORK — Edge, Ltd. the Washington rack jobbing firm owned by Ed Snider and Gerald Lilienfield, has purchased the record division of Tidewater Toy House of Norfolk. This is the second acquisition by Edge in two months. Previous purchase was the record division of Columbus Merchandise Company in Columbus, Ohio.

Tidewater Toy services about 750 accounts—supermarkets, drug-stores and variety stores—in the Norfolk area. It grosses about \$750,000 per year. Edge, Ltd., handles about 750 accounts and its sales in 1961, according to the two owners, will pass \$4,000,000. Edge is among the top rack jobbers in the country, and Snider is currently the president of NARM, the national rack jobbers association.

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Paid Circulation This Issue, 21,618

# DISKERY SWINGING INTO EUROPE'S COMMON MKT.

## Rossi's Italian Firm Plans Controlled Production for Six-Nation Audience

BONN, Germany—As Europe prepares for a new economic era with the further development of the Common Market, one record company has jumped the gun by mapping a dramatic plan to produce and market supranational records in the six nations which are members.

The acumen of Carlo Alberto Rossi, composer and publisher of Milan's Editione Juke Box, in establishing the initial Common Market disk venture, seems borne out this week as representatives of the European music industry gathered in this West German capital to observe the meeting of the heads of governments of the Common Market countries. They hoped to get first-hand feel of the negotiations which could revolutionize music production and marketing in Western Europe.

In the wake of the Bonn summit other European diskeries are moving in Rossi's direction. The Rossi project emerged from the meeting here as a sort of pilot project for the disk industry's big thinking for the big market. Rossi's label will be "Speciale MEC Disco," "MEC" meaning Mercato Europeo Comune—"European Common Market" in Italian. He has already copyrighted the label.

All facets of Rossi's production

will be conducted in terms of a single market—the Common Market of 160 million people. Titles will be selected with the big market—not any single national market—in view. Distribution will be uniform throughout the big market.

He intends enlisting partner firms in each of the six Common Market countries—West Germany, France, and the three Benelux countries. Rossi's MEC diskery will lay down the guide lines for production, with technical details to be handled by each national diskery affiliated with MEC.

An MEC enthusiast explained at the Common Market summit here: "The title to be produced will be picked in Milan and the general production details settled there. It will then be placed with MEC partner firms in each country, where a prominent singer will be picked to record in the language of that country."

This means:

1. Volume production with regional angling.
2. Supranational production and distribution.
3. The best orchestras and vocalists.
4. Lower prices.
5. Special attention to the juke box trade.

Rossi is dedicated to the proposition that the juke box is the cornerstone of the pop music trade. He believes that diskeries generally underestimate the juke box's disk sale stimulus.

Aside from the Common Market countries, he intends including Britain, Spain and possibly Austria.

The Common Market will wipe out customs duty on phonograph records as well as all other industrial and agriculture products. It will lead to standardization of legislation regulating business operations on a supranational basis.

In brief, as Rossi sees it, the Common Market will set the stage for a concentration of disk production on a supranational instead of national basis, and he intends to be the first in the field with the most.

Rossi has lined up an ambitious production program calling for up to 1,500 titles within three years. By programming production on a big-market basis, he hopes to reduce disk prices substantially.

(Continued on page 8)

## Kapp Fall Album Plan Debuts With Special Discounts

NEW YORK—Commencing tomorrow (1) and continuing until September 30, Kapp Records will make available its special fall album program, including special discount incentives.

All Kapp label new releases and catalog items will be available at 10 per cent discount during the period, while a 15 per cent discount goes with all Medallion product, both new and catalog. A dating plan is open to all qualified dealers.

At special distributor sales meetings recently, Kapp unveiled 10 new pop LP's and four new classical packages on the Kapp label plus four new sets on Medallion. Also available to dealers will be a series of merchandising aids including center pieces, mobiles, day-glo streamers, browser dividers and Roger Williams die-cut pieces.

## HANK MANCINI SCORES AGAIN

NEW YORK—Henry Mancini, whose scores for the TV show "Peter Gunn" and "Mr. Lucky" set fast chart records, has a new movie score coming out on RCA Victor this week, "Breakfast at Tiffany." This is the third movie score for Mancini; others were "High Time" and "The Great Imposter." The flick, which stars Audrey Hepburn, is due for release next month.

## Capitol Adding Electronics Co.

HOLLYWOOD—Capitol took a major step deeper into the electronics field last week when it bought the 12-year-old General Communications, Inc., of Fort Atkinson, Wis., to further expand its wholly owned electronics subsidiary, Electric & Musical Industries (U. S.), Ltd. The newly acquired firm will become the General Communications Division of EMI-U. S. Broad Division.

This marks the third electronic firm purchased by Capitol in five months since it launched its EMI-U. S. subsidiary. Others were the Hoffman Electron Tube Corporation of Westbury, N. Y., and the Voi-Shan Electronics Division of Voi-Shan Industries, Inc., Los Angeles.

General Communications, Inc.'s President, E. D. Peterson, joins EMI-U. S. under a long-term contract, and its Fort Atkinson plant will continue to operate.

Among the products to be added to the EMI-U. S. broadcast equipment line will be its fully transistorized television switching equipment, mechanical and electro-mechanical switch devices, solid-state video and pulse distribution equipment, special effects generators, dial monitor systems, picture monitors, custom studio consoles, solid-state power supplied, and automation systems.

## UA ALBUM RACKS SPARK OFF-BEAT DISK OUTLETS

NEW YORK—United Artists is putting many dealers in the rack business with its new "Album of the Month" album rack merchandiser, according to UA veepee-general manager Art Talmadge.

The exec reports that many dealers have signed up for multiple units of the new rack. They can set up one rack in their own store and place others with local merchants in non-competitive lines—hardware, beauty shops, card and gift stores, etc.

## DEALER'S FRIEND

# SORD Prexy Salutes Wood 'No Club' Stand

HOLLYWOOD — Society of Record Dealers President Howard Judkins Sr., last week saluted Randy Wood, president of Dot Records, for his no-record-club stand, and called on all disk dealers to show their appreciation by giving the Dot line all-out co-operation. Judkins also hailed Dot's 100 per cent guarantee protection policy of its product as a prime dealer benefit.

Wood, in addressing the SORD convention in Chicago the previous week, stated: "Dot Records is not going into the club business now or in the foreseeable future, but if we ever do, it will be done completely through dealers" (BMW, July 24).

In a letter to the Dot president, Judkins said:

"The fact that you do not see the necessity of selling your product through a club, but should that necessity arise, you intend to handle any club through the established dealer, will give heart to many dealers. I am in hopes that the lead taken by you as a major recording company, and by Erroll Garner as a major recording artist, will be followed by many others. Your reaffirmation of your 100

per cent guarantee on your record product, along with the full exchange plans of several other companies, is also making the lot of the record dealer an easier one.

"In view of your actions mentioned above, I am asking, by member bulletin, that all dealers co-operate with you in helping to sell Dot records. We, as dealers, should put our money where it will bring us the most benefits, and surely we cannot admit that the price discrimination practiced by record clubs is to our benefit."

## Mercury Records Cutting on Broad, World-Wide Basis

NEW YORK—Mercury Records, now a part of Philips, is recording on an international basis. Wilma Cozart, chief of Mercury's classical department, flew to London last week to wax Sviatoslav Richter with the London Symphony under Kondrashin. Mercury waxed this session on 35mm. film, adding to the companies using the new technique (others are Command and Everest). Shelby Singleton flew to London after the Paris Mercury-Philips meet to set sessions for English artists Marty Wild and Jimmy Lloyd.

Meanwhile, Mercury signed Little Richard and Josh White to record pacts. Quincy Jones will supervise Richard's first session. White will cut both singles and albums for the label. A new act, Danny Jordan, has been signed for the Smash label. This week Mercury will rush release an album by Joe Dowell called "Wooden Heart."

# BILLBOARD MUSIC WEEK

Published by  
The Billboard Publishing Company  
2160 Patterson St., Cincinnati 22, Ohio

Publisher  
Roger S. Littleford Jr. ... New York Office

Editorial Office  
1564 Broadway, New York 36, N. Y.  
PLaza 7-2800

Sam Chase ..... Editorial Director  
Paul Ackerman ..... Music Editor  
Aron Sternfeld ..... Coin Machine Editor

Robert Rolontz ..... Assoc. Music Editor  
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Circulation Office  
Send Form 3579 to  
2160 Patterson St., Cincinnati 22, Ohio  
DUbar 1-6450

B. A. Bruna ..... Circulation Director  
Joseph Pace ..... Fulfillment Manager

Advertising Office  
1564 Broadway, New York 36, N. Y.

Andrew Csida ..... Advertising Co-ordinator  
Dan Collins ..... Music Advertising Manager  
Richard Wilson ..... Coin Mach. Ad. Mgr.  
R. McCluskey ..... West Coast Music Sales

Branch Offices  
Chicago 1, 188 W. Randolph St.  
Central 6-9818  
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Hollywood 9-5831  
St. Louis 1, 812 Olive St.  
CHestnut 1-0443  
Washington 5, 1426 G St., N.W.  
NAtional 8-4748

Cable Address:  
MUSICWEEK NEWYORK

Subscription rates payable in advance. One year \$15 in U.S.A., Canada and Europe. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at Cincinnati and at additional entry office.

Copyright 1961 by The Billboard Publishing Company. The company also publishes Vend, the bi-monthly magazine of automatic vending; one year, \$5 in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, \$8, and High Fidelity, the magazine for music listeners, \$19

Vol. 73 No. 32

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# NEW COPYRIGHT LAW TO RAISE DAMAGE AWARDS

By MILDRED HALL

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

WASHINGTON—Statutory damages would undergo a face-lifting in the proposed revision of the 1909 Copyright Law, in the Copyright Office report now in the hands of Congress. Shadowy areas of joint ownership and divisibility of copyright, and commonlaw copyright are also on the agenda for changes to make the law clear. These are the proposals:

—Damages: The new copyright law would have minimum of \$250 as at present, but maximum would go to \$10,000 as against present \$5,000 ceiling. A good deal of leeway would be allowed the courts in making awards, in preference to statutory straitjackets.

The proposed revision would scrap the old list of schedules (which includes \$10 per infringement in performance of musical works) and would allow damages for record infringement on the same basis as other violations. The report proposes eliminating not only the compulsory licensing section (1-e) but the parallel damage clause (101 e) limiting recovery to mechanical royalties lost, or the equally ineffective "treble" mechanical recovery when infringers have failed to give notice.

In general, the report recommends award of actual damage to the copyright owner, or the amount of profit made by the infringer, whichever is greater—but would not permit the total of both. Statutory amounts would not bind the court in the case of innocent infringers. The same would hold true for "multiple" infringements (as in the case of network programs to many local affiliates), when the award would fall between the statute's minimum and maximum, at the court's discretion. Such award could go beyond the maximum in the case of willful and repeated multiple violations of copyright.

Present law allows damages to go beyond the maximum in cases where the infringement has occurred after notice is given by the copyright owner. The revision report thinks this is too harsh in some cases: as when a network is notified just before air-time of an infringement which it has no time to investigate. Courts will decide better on the basis of evidence when violation deserves more than the law's maximum, the Copyright Office report finds.

Also, in cases where the amount of damage, or the amount of profit proven is unfairly small, although at or above the \$250 minimum, the court would be permitted to range higher, up to the \$10,000 maximum, under the revisions proposed.

—Joint Ownership: Under present statute, courts have ruled that even if music and lyrics were composed years apart, and without any original intent to collaborate (as in the Twelfth Street Rag case), the work is nevertheless a "joint" authorship, and assignees of the two authors are co-owners of the renewal right.

Revised law would consider any work one of "joint" authorship only when it was created initially with the object of integrating all contributions into a single work. Report says this safeguards copyright owner or his heirs from claims by late-owners who merely add something to an original creation and claim copyright in the final blending.

—Divisibility of copyright: Particularly in the light of modern uses of music, dramatic works, et al., the report recommends that (1) any of the rights comprised in a copyrighted work may be assigned separately; (2) copyright protections governing "assignments" should ex-

tend to exclusive licenses which are in reality the same as "assignments" rather than mere licenses; and (3) the assignee of any particular right may sue in his own name for infringement without having to be "joined" in his suit by other assignees. However, courts at their discretion may require or allow the joinder of persons having an interest in the suit. Assignments would have to be in writing and signed by assignors, as under present law.

(The tax question enters here, too, the report points out. Proceeds are taxed as capital gains or ordinary income, depending on whether a partial transfer of copyright is considered an "assignment" or a "license." Recent rulings, reversing earlier ones, have generally treated a partial transfer as an assignment, for tax purposes.)

—Common Law Copyright: This "perpetual" form of copyright would end with public distribution

# Synthetic Christmas Disks on Way; Moss Named Vice-President

NEW YORK — Synthetic Plastics, manufacturers of Promenade, Peter Pan and Pirouette labels, are already marketing their Christmas albums, even though it is still summer. Shipments for the holiday disks, will get under way to chains, drugstores and supermarkets in August.

Marty Kasen, vice-president of the firm, appointed Ira Moss to the post of vice-president of Synthetic Plastic Record Corporation last week. Moss' new firm will distribute all of the Synthetic Plastic labels effective immediately.

of recordings, even if the song or other work had not been published or registered. Statutory copyright term would begin automatically with the "dissemination" by recording or by performance in public, under the proposed revision.

## LATE POP SPOTLIGHTS

### POOKIE HUDSON AND THE SPANIELS

**FOR SENTIMENTAL REASONS (Duchess, BMI) (2:00)**—The Spaniels, who have had many hits over the years, are back and they have come back with a strong reading of the fine old standard, featuring the lead voice of Pookie Hudson. Could please the teen crowd. Flip is "Meek Man" (Lloyd & Logan-Pete, BMI) (2:00).  
Neptune 124

### MARTY ROBBINS

**IT'S YOUR WORLD (Marizona, BMI) (2:43) — YOU TOLD ME SO (Marizona, BMI) (2:47)**—Marty Robbins wraps his melodious pipes around a pair of tender ballads here and sells them as only he can. Both sides are weepers, with the top in medium tempo and the flip in a slower mood.  
Columbia 42065

### JAMES BROWN AND THE FAMOUS FLAMES

**BABY, YOU'RE RIGHT (Lois, BMI) (3:05) — I'LL NEVER NEVER LET YOU GO (Wisto, BMI) (2:25)**—Two standout efforts by Brown, who has been consistently on the charts of late. Both are shouts, with a lot of gospel feeling. The top side is the slower paced of the two. Either or both could step out.  
King 5524

## NEW LP RELEASES

• Continued from page 4

**THE BEST OF DUKE ELLINGTON**—T1602-DT1602 (Aug. 1)  
**THE HITS OF JIMMIE LUNCEFORD**—T1581-ST1581 (Aug. 1)  
**VALE OF DREAMS**—P8557 - SP8557 (Aug. 1)  
**FAURE: FIRST QUARTET; SCHUMANN: CLAVIER QUARTET**—P8558 - SP8558 (Aug. 1)

### KAPP (POPULAR)

**ESPAÑA**—Sinfonia de Granda with Domenico Savino—KL 1220-KS 3220 (Aug. 1)  
**STRANGER IN TOWN**—Rod McKuen—KL 1226-KS 3226 (Aug. 1)  
**DANCE TO THE MUSIC OF ART KASSEL**—Art Kassel Ork.—KL 1248-KS 3248 (Aug. 1)  
**FRERE JACQUES AND FAVORITE FRENCH SONGS FOR CHILDREN**—Martine Havet and Fleur de lis Singers—KL 1249-KS 3249 (Aug. 1)  
**LOVE MAKES THE WORLD GO ROUND**—Jane Morgan—KL 1250-KS 3250 (Aug. 1)  
**SONGS OF THE SOARING '60'S**—Roger Williams—KL 1251-KS 3251 (Aug. 1)  
**DIXIELAND DOIN'S**—The Four Lads—KL 1254-KS 3254 (Aug. 1)  
**GOLDEN COUNTRY HITS**—Warner Mack—KL 1255-KS 3255 (Aug. 1)  
**PETE KING PERCUSSION CONCERT**—Pete King Chorals and Ork.—KL 1256-KS 3256 (Aug. 1)

### KAPP (CLASSICAL)

**VOICE OF THE STRINGS**—Emanuel Vardi and Kapp Sinfonietta—KL 9059-KS 9059 (Aug. 1)  
**THE VIRTUOSO VIOLINIST**—David Nadien—KCL 9060-KCS 9060 (Aug. 1)  
**DEBUSSY**—Daniel Ericourt—KCL 9061-KCS 9061 (Aug. 1)  
**ROGER VOISIN**—Roger Voisin—KCL 9062-KCS 9062 (Aug. 1)

### MEDALLION

**THE SOUND OF THE ASPHALT JUNGLE**—Jo Harnell and Ork.—ML 7518-MS 7518 (Aug. 1)

**DOUBLE EXPOSURE**—Les Brown and Vic Schoen Bands—ML 7523-MS 7523 (Aug. 1)  
**THE THUNDERING PIPE ORGAN**—Richard Ellsasser—ML 7526-MS 7526 (Aug. 1)  
**MAGGIE'S THEME**—Emanuel Vardi and the Medallion Strings—ML 7527-MS 7527 (Aug. 1)

### LIBERTY

**WHATEVER JULIE WANTS**—Julie London—LRP 3192-LST 7192 (Aug. 1)  
**DYNAMIC HANDS**—Shay Torrent—LRP 3193-LST 7193 (Aug. 1)  
**MR. WORDS & MR. MUSIC**—Wills & Duncan—LRP 3194-LST 7194 (Aug. 1)  
**NAKED CITY**—Jack Costanzo—LRP 3195-LST 7195 (Aug. 1)  
**BIG BAND PLAYS BIG HITS**—Si Zentner—LRP 3197-LST 7197 (Aug. 1)  
**BALLADS OF THE KING**—Johnny Mann—LRP 3198-LST 7198 (Aug. 1)  
**THE FIRST COUNTRY COLLECTION**—Warren Smith—LRP 3199-LST 7199 (Aug. 1)  
**MEMORIES ARE MADE OF HITS**—Various Artists—LRP 3290 (Aug. 1)  
**DRUMSVILLE**—Earl Palmer—LRP 3201-LST 7201 (Aug. 1)  
**GENE McDANIEL Sings**—LRP 3204-LST 7204 (Aug. 1)  
**MOVIE MEMORIES—HITS OF THE ROCKIN' FIFTIES**—Bobby Vee—LRP 3205-LST 7205 (Aug. 1)  
**INTRODUCING TIMI YURO**—LRP 3208-LST 7208 (Aug. 1)  
**ROMANTICA**—Martin Denny—LRP 3207-LST 7207 (Aug. 1)  
**OUT OF THIS WORLD**—Richard Marino—LMM 13007-LSS 14007 (Aug. 1)  
**MANY SPLENDORED THEMES**—Felix Slatkin—LMM 13001-LSS 14011 (Aug. 1)

### DOLTON

**THE MOST EXCITING GUITAR**—Roy Lanham—BLP 2009-BST 8009 (Aug. 1)  
**DEEP IN A DREAM**—The Fleetwoods—BLP 2007-BST 8007 (Aug. 1)  
**THE COLORFUL VENTURES**—BLP 2008-BST 8008 (Aug. 1)

## MUSIC AS WRITTEN

### New York

Verve signed Cal Tjader and his Quintet. . . Floyd Ramsey, of Audio Recorders in Phoenix, has started a new label with Jerry Davis, called Palms. . . Executives Jimmy Johnson, Phil Sammeth and Bob Elliott of Disney are traveling across the country visiting distribs. . . John Levy has entered the recording field as an independent producer. His first ventures are singles featuring Ysef Lateef and Ernie Andrews on Riverside. Levy is the personal manager of flock of name jazz acts. . . Salco signed thrush Hope Brooks to a pact last week. Salco is headed by Johnny Salermo. . . The new Scranton, Pa., label, Bella, has signed warbler Tommy Genova. . . Rusty Warren opens at New York's Roundtable tonight (31).

Redstone, the Detroit label, has signed Stella Lyons. . . Strand Records is releasing a vocal percussion album with Myrna March next week. . . Vee Jay has taken over the distribution of the Lorain disk "I Found My Love," by The Infatuators. . . Carlos Mosley is the new managing director of the New York Philharmonic, succeeding the late George Judd Jr. . . Elmer Bernstein will compose the score for "Walk on the Wild Side." . . Stan Rubin became the father of a girl last week. . . Bob Crewe is set to produce pop singles for Riverside. . . Ideal Distributors is now handling Prestige in the Newark and northern New Jersey area. . . Herb Buchanon is the new a.&r. man for Stellar Records of New York. . . Erwin Robinson has been named general manager for Zodiac Music, the publishing firm of Jacques Kluger's Palette label here. Firm will concentrate more on its publishing activities.

Arnold Gurwich, of the law firm of Rosen Seton and Sarbin, married Barbara Guthrie of London last week. . . Well clobber Al Neiburg is adding many of his old standards to his own firm as they come up for renewal. Neiburg sold "Why Let a Lie Break Your Heart" to Campbell, Connelly in England. . . Norman Dorfman was named vice-president of Artia last week. . . The old line publishing firm, M. M. Cole of Chicago, has started its own label, Cole Records. Bob Rolontz

### Cincinnati

A parlay between Is Nathan, head of Hit Record Distributing Company of Cincinnati, and Randy Wood, Dot Records chief, has resulted in the former dropping the Dot line. Differences came when Nathan and Wood couldn't see eye to eye on certain merchandising ideas, but the parting was an amiable one, both sides insist. Dot has set up its own distributorship in Indianapolis, with Ray Robertson covering this area for the firm. . . Tom Moore, Hit Records' territorial promotional expert, departed Thursday (27) for a 15-day hitch with his Army Reserve unit at AP Hill, near Richmond, Va. . . The Four Saints, male recording group appearing at the Racquet Club, Dayton, Ohio, have been handed a holdover until mid-September when the Limelitters and June Christy move in. The foursome is heard on the Racquet Club's own RCR label.

Singing guitarist Ronnie Hollyman, who recently cut an album for King Records here, returns Monday (31) to the suburban Key Club, which is being revived under new management. Hollyman will serve as host, greeter and resident entertainer. . . Hugh Watkins, Acme Records promotion man and personal manager to the label's Jay Fanning, in town last week to place his firm's line with Is Nathan's Hit Record Distributing firm. . . Hank Howard, United Artists rep, was here Tuesday (25) to lay the groundwork for the August showing here of the flicker, "Teen-Age Millionaire," which gives exposure to a flock of record talent, including Chubby Checker, Dion, Marv Johnson, Bill Black's Combo and Fraternity Records' Vicki Spencer and Jack Larson. The flick has its premiere in New Orleans August 3 and is slated for showing in some 18,000 theaters here and abroad, according to UA officials. Bill Sachs

### Pittsburgh

Bob Vogel, Dot branch manager in Pittsburgh, spending this week and next with his reserve unit at the Indiantown Gap (Pa.) military reservation. . . Lester Hamburg, one of the owners of Hamburg Brothers, and Mort Locker, his assistant in charge of the RCA Victor record division of Hamburg, spent all of last week in New York attending a company conclave of RCA Victor distributors.

The Vogue Terrace night club in McKeesport, near Pittsburgh, has been sold to Lou Buzzola, who plans to use record names following his formal opening in September. . . Marcy-Jo, local songstress, under contract to Lenny Martin's Robbee Records, is on a tour of one-nighters throughout the East through August 12 with Del Shannon and Johnny and the Hurricanes.

His many friends here are delighted that Mort Hoffman, a former Columbia salesman here and more recently regional sales manager in Chicago, has been promoted to national sales manager for the firm with headquarters in New York. . . Chuck Fly, a former local dancer, returned home for a few days last week, but this time to publicize the platter, "It Won't Be a Sin" by the Corsairs for Tuff Records. Leonard Mendlowitz.

### Boston

Charlie Manna came in town for Decca to promote his "Manna Overboard" album. Also hit Providence, Worcester and did a spot on Ray Dore's Key Club on WHDH as well as appearing live on five radio stations. . . John Penne of the John Penne Company has taken on the local distributorship for Centra, Italian opera records, and finds there's a good response. . . Jack Sager of Dick Distributors has a breakthrough with Slim Harpo's "Raining in My Heart" on Excello. . . Bernie Mack, station manager of WGIR, Manchester, N. H., believes he's put new life into radio by changing the format to

(Continued on page 8)

V "DEVIL OR ANGEL" V "RUBBER BALL" V "STAYIN' IN" V "HOW MANY TEARS"

ANOTHER VEE VICTORY!



TAKE  
GOOD  
CARE  
OF MY  
BABY

b/w "Bashful Bob" #55354

*A solidly commercial tune, right up Bobby's alley! A "natural" for every store, coin machine—and teen collection!*

BOBBY VEE



FIRST IN THE FOREGROUND  
OF SOUND



## FOLK TALENT & TUNES

By BILL SACHS

Lester Flatt and Earl Scruggs, whose musical art form has gained recognition recently in *The Saturday Review* and *Time* magazine, appear in concert at Appomattox, Va., Monday (31) and Martinsville, Va., Tuesday (1). Maybelle Carter appears with them on the two dates. . . . Floyd Whited, formerly of Springfield, Ohio, and now headquartered in Dayton, Ohio, phones in to say that he is back in the music field after a two years' absence, and is again working hand in hand with Murray Nash of Nashville. Their initial release under the renewed venture is "Sing, Little Bluebird" b.w. "Satan's Got You by the Hand," as done by Lenny Davis on Nash's Do-Re-Mi label. Deejays may obtain copies by writing on their station letterhead to Whited at 25 Heid Avenue, Dayton 4.

Station KOKE, Austin, Tex., Monday (31) originates its first "Capitol City Jamboree" from the stage of the Municipal Auditorium there. Headlining will be "Grand Ole Opry's" Faron Young, with support coming from Billie Jean Horton, Claude Gray, Frankie Miller, Claude King, Bill Mack, Warren Smith, the Commanders and KOKE deejays Clyde (Barefoot) Chesser and Rusty Gabbard. The next "Capitol City Jamboree" showing is skedded for September 3 when Ferlin Husky and Patsy Cline occupy the top slot.

Curtis Artists Productions, Goodlettsville, Tenn., announces the following bookings: Ernest Tubb and His Troubadours, Lynchburg, Va., August 5; West Grove, Pa., 6; Berea, Ky., 9, and Illinois State Fair, Springfield, 12; Ray Price and His Cherokee Cowboys, Lawton, Okla., August 4; Tulsa, Okla., 5; Oklahoma City, 18-19, and Savannah, Ga., 31; Carl Butler, Atlanta, August 12, and Oklahoma City, 18; Bobby Sykes, San Antonio, August 11; Clinton Sherman Air Force Base, Oklahoma, 17, and Oklahoma City, 18; Roger Miller, Oklahoma City, August 18; Charlie Walker, Oklahoma City, August 18, and Tulsa, Okla., 19; Buck Owens, Martinsville, Va., August 22; Jim Reeves and the Blue Boys, Oteego County Fair, Oneonta, N. Y., August 2-3; Baltimore, 5-6; Malone, N. Y., 22-23, and Lawton, Okla., 30.

Jack Howard, veteran Philadelphia c.&w. promoter, is starting a country music booking wing in association with Lew DiLeo, Philadelphia skedder who heads Nationwide Booking Corporation. They have Rex Zario, Jesse Rogers, Ginger and Johnny, Sy Marvin and His Crazy Cowboys, Curley Herdman and His West Virginia Boys

under exclusive pact. . . . Fiddler Herdman has just cut an LP of 12 originals with Mac Justice, five-string banjo, for Arcade. . . . Rac's Hut, Jackson Hills, Jackson, N. J., knocked off over 1,100 paid at \$2 per head recently with Hank Thompson, with Billy Gray and the Brazos Valley Boys headlining. George Rac, veteran proprietor of the country and western nitery the past 10 years, says it was one of his biggest dates ever. Norm Kingsley is booking the spot.

Johnnie Humbird's new Columbia release, "Worse to Wonder Why" b.w. "Are You Too Busy," is slated for release August 15. Columbia's Don Law a.&r.'d the session in Nashville. . . . Bill Blough, of Station WKKD, Aurora, Ill., is booking c.&w. artists into the Plano Theater, Plano, Ill., each Wednesday night, along with his own band, the Ranch Hands. . . . Minnie Pearl and the Pee Wee King show were the feature at Ted Smith's Circle Ranch, Muskegon, Mich., Sunday (30). Jean Shepard and Hawkshaw Hawkins played the spot July 16, and Alonzo and Oscar and Skippy Records artist Don Holly followed in July 23.

Clyde Beaver, now settled in Nashville and working out of the Jim Denny office there, has a new Decca release coming up soon. . . . August bookings for the gospel-singing Blackwood Brothers' Quartet stack up as follows: Lancaster, Ohio, August 1; Defiance, Ohio, 2; Oak Hill, W. Va., 3; Nashville, 4; Paducah, Ky., 5; Campbellsville, Ky., 7; Louisville, 10; Cincinnati, 11; Atlanta, 12; Vincennes, Ind., 17, and Birmingham, 19. . . . Jack Roberts, whose platter show is heard regularly over KNBX, Kirkland, Wash., continues to hold forth weekends with his Evergreen Drifters at Heiser's Shadow Lake Ballroom, near Seattle.

"Country music is on the rise in the New Jersey sector," writes Tommy Boyles, of Granite Music Enterprises, Herbertsville, N. J. "Tex Ritter has been playing to capacity audiences on his one-night tour of the East Coast," continues Tommy, "and I was particularly pleased to see so many young folks go for Tex. It makes me feel that country and western music has lots of good years ahead." . . . The Tuttle Sisters, regulars on

## NORWAY

### New EP Series Based On Radio Lux Listing

By ESPEN ERIKSEN  
Verdens Gang, Akersgaten 24, Oslo

Philips this week has started issuing a series of EP's based on hits from Radio Luxembourg, the radio station that means so much to the Norwegian (and European) pop record market. The series will feature four A sides per disk, and no B sides.

Illustrating how times have changed and how rapidly U. S. disks are now being placed in release here, RCA in Norway has issued the new Elvis Presley LP, "Something for Everybody," only a couple of weeks after release in the U. S. . . . Other new records in Norway this week are "High Voltage," by Johnny and The Hurricanes on London; "Marcheta," by Karl Denver on Decca, and "Well, I Ask You," by Eden Kane on Decca.

Hits may come and go, but perhaps the most consistent disk sellers are those with a tourist angle. The RCA LP, "Holiday in Norway," leads the field, closely followed by Philips' Norwegian Folk Songs and Country Dances, and the same label's Scandinavian Favorites."

For the first time in seven weeks, a Norwegian record has hit the local chart—"Sucu Sucu" by the Monn Keys on Triola entered in position No. 8. This disk currently tops the Swedish hit parade.

WPAQ, Mount Airy, N. C., are putting in the next two weeks on personals in the New Jersey territory, which will include a session for Granite Records at Herbertsville, N. J. The top side on their current release is "I Was Took."

Marty Martin, whose country music show, "RFD 10," is spotted daily on KOLN-TV, Lincoln, Neb., takes his Rangers band to 15 fairs in Nebraska and Central Kansas during August. Marty's new tune, "I'll Remodel My Heart," is slated for early release on Roto Records. . . . Roy Acuff and His Smoky Mountain Boys, along with Wilma Lee and Stoney Cooper, Melba Montgomery, Dotty West, Carl Belton and Bill Dudley, appeared in two performances at the Champaign County Fair, Champaign, Ill., Friday (28). . . . George Morgan and Stringbean, of the "Grand Ole Opry" talent stable, are routed for Sheridan, Wyo., August 1; Billings, Mont., 2; Miles City, Mont., 3; Glasgow, Mont., 4; Havre, Mont., 5; Great Falls, Mont., 6.

## ITALY

### Philips Distributing Italdisc

By SAM'L STEINMAN  
Piazza S. Anselmo 1, Rome

Italdisc, which has risen on the wings of Mina's popularity, is busy

with new international deals. Mario Levi, chief of the firm, has just announced that Philips will distribute the label's records in France, Benelux, Portugal, Switzerland and all of South America except Venezuela. Meanwhile he has undertaken Italian distribution of Seeco and Tropical, both U. S. labels.

Betty Curtis is off to Tunis for a p.a. tour, while Mina will appear in Venezuela August 7-20 with five TV shows on the agenda. She is negotiating for further appearances in Brazil and Argentina. Gigi Cichello, best known for his accompaniment of Domenico Modugno, is making the tour with her.

#### Releases

"Connie Francis Sings Italian Favorites" has been issued by CGD on the MGM label as a natural consequence of this singer's great wave of popularity over here. . . . Graz, lots!

## MUSIC AS WRITTEN

• Continued from page 6

good music and block programming. The station's "Wonderful World of Music" has, Mack says, brought in a deluge of approving mail.

Bruce Hinton of Dale Enterprises had the pleasure of squiring around Ted Fagin of Gone and End records this week. The promotion expert was delighted at the reception in the Hub area being given End's "Mr. Johnny Q" by the Bobbettes and Ral Donner's Gone record of "You Don't Know What You've Got." . . . The Everly Brothers are set for the big Salisbury Beach Frolic and the grapevine has it that they have a few surprises up their sleeves. . . . Capitol will host a party August 1 for Noel Coward and the cast of "Sail Away." The firm has the rights to the album. Vito Samela pinch-hitting for headman Bob Taylor, now on vacation.

Cameron Dewar

## Nashville

The Wilburn Brothers appeared on the same bill with the Louvin Brothers at Mockingbird Park, Anderson, Ind., July 23, the first time the two brother teams had ever made a p.a. together. . . . Buddy Killen and Jack Stapp are excited over their first release on their new Dial label. Etching is "What Should I Do," by newcomer Joe Tex, and is already a pick in several major markets. Dial is being distributed by London. . . . Chet Atkins, back in town last week, leaves again this week for vacationing out West. . . . State Department is negotiating with Jimmie Driftwood for appearances by the folk artist in Europe. . . . Writer John D. Loudermilk has purchased a new log home in Nashville. . . . Tom Perryman, co-owner with Jim Reeves of Station KGRI, Henderson, Tex., and James Barry, close friend, were house guests last weekend of Jim and Mary Reeves. . . . Webb Pierce has a new jazzed up Pontiac convertible designed in Hollywood. Decor includes some 1,000 negotiable silver dollars, 13 pistols and three rifles. Auto is insured for \$20,000.

Pianist Floyd Cramer recently completed an album here for RCA Victor. . . . RCA Victor's Don Gibson has a new album release titled "Girls, Guitars and Gibson." . . . Sonny James' new Victor single is "Hey, Little Ducky" c/w "Innocent Angel." Duck on "Hey, Little Ducky" is none other than Bradley Studio's talented film director Sid O'Berry. . . . Lawton Williams, who penned Jimmy Dickens' "Farewell Party," recorded last week at Bradley Studio for Mercury. . . . Nashville's Hank Fort was in town last week from Washington to record at RCA Victor Studio on her own label, Gemini. . . . Guitarist Jack Eubanks turned out a Monument session July 25 at the RCA Victor Studio. . . . Rusty Draper was at the Bradley Studio Sunday (23) for a session for Mercury. . . . Conway Twitty was at Bradley's Monday (24) for etchings for MGM.

Pat Twitty

## VICTOR GOES ALL OUT IN FALL LP PRESENTATION

• Continued from page 1

played behind all new Victor TV and radio commercials.

For the dealer, Victor displayed a great variety of point of sale merchandise supporting the "Best Buys" albums. These include a life-sized replica of "Mr. Mime" with motion. This display, made for windows, holds 20 albums. There are other window displays, plus over-the-wire pennants, window streamers, counter cards, and album holders. There are 12-page consumer supplements also available, with full color cuts of all of the 35 new LP's. These also contain mail-in coupons for purchaser's orders.

For the jockey Victor is issuing a two-disk, deejay highlighter with selections from 19 of the 35 albums in the new release. The firm is also sending 3,500 copies of "The Mime's Theme" record to deejays, plus a music box in the shape of a grand piano that plays the same theme.

For the distributor, Victor has set up a new artist advertising fund, to which the company and its distributors will contribute for the advertising of new artists on local radio. This promotion will include radio spots, station break commercials, etc. The "Best Buy" program also includes co-op advertising. Victor will supply distributors with ad mats in various sizes for use in local newspapers, newspapers, magazines, etc.

#### Consumer Advertising

Victor's national advertising program on the "Best Buy" LP's will include ads in *Life*, *New Yorker*, *Esquire*, *Playboy*, *Saturday Review*, *New York Time Magazine*

and other big circulation publications. Firm has set 60-second commercials to appear on the Walt Disney NBC show, "The Wonderful World of Color" in September.

Victor's convention meet here featured some strong showmanship which impressed the firm's distributors. George Marek introduced the firm's new product with a 90-minute solo effort, aided by slide films, tapes and selections from each of the 35 albums. Bill Alexander gave the advertising pitch, ending with a full scale replica of a dealer's store on stage in the hotel's auditorium, stocked with Victor displays and product. There were dinners and shows for the distributors both Monday and Tuesday nights. Artists appearing included Peter Nero, Chet Atkins, Floyd Cramer, Dave Gardner, Al Hirt, Ann-Margret, and the Ray Ellis and Marty Gold orks.

### Common Mkt. Disks Seen Juke Box Aid

• Continued from page 2

Some of Rossi's associates believe that the most successful aspect of his venture will prove to be disk production for juke boxes, a field hitherto unexplored on the scale to be attempted by the Italian impresario.

However, Rossi has done thorough prepping for this phase of MEC. He and his brother Alfredo are presently supplying a chain of 4,000 juke boxes with disks from their Milan diskery.

## CONCERT REVIEW

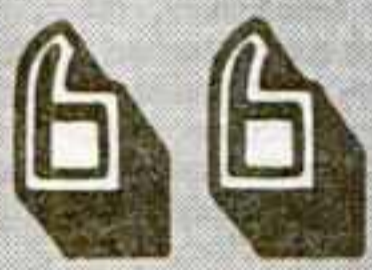
### Gospel Music Makes It

Marian Williams and her Stars of Faith gospel singing quintet performed before a rapt audience last week at New York's Museum of Modern Art. Miss Williams, former lead singer of the Clara Ward Singers, lead her group through a neatly varied concert of numbers, in turn slow, throbbing and heartfelt chants and uptempo shouts.

One of the best received was the well known "In the Upper Room," but most all the offerings were greeted with enthusiasm by an overflow audience, many of whom were forced to sit on the cold stone pavement in the outdoor garden. The spirit was on them, though in a more restrained manner than often found at the Apollo Theater. Also noted were the fine piano backings, many of which were recognizable for their use today in much of the nation's pop music. The gospel show was produced by Gary Kramer. Paul Ackerman.

# THE GREATEST THEME OF '61!

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b/w "BLUER THAN BLUE"

DOLTON #44

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DIVISION OF LIBERTY RECORDS

# Stores, Stations, Disk Firms Knot Selling Tie

• Continued from page 1

A department store veepee, Warren Leslie of Neiman-Marcus, Dallas, has turned deejay to emcee a new show sponsored by the well-known Texas specialty store on WRR-FM, Dallas. The program, "World of Music" — Neiman-Marcus' first regularly scheduled radio show — is co-sponsored by Angel and Capitol records, American Express and Telefunken.

**Classical Programming**  
"World of Music" features symphonic, operatic and chamber music from 10 to 11 p.m. on Tuesday, Thursday and Saturday. Leslie participates in selecting disks to be played on the show and also handles the soft sell commercials. Leslie reports that there are now some 150,000 FM radios in the Dallas-Fort Worth area, with a 30 per cent FM penetration as compared with 20 per cent four years ago. The upsurge in FM listenership, said Leslie, was a primary

reason Neiman-Marcus selected an FM station to carry its first regularly scheduled radio show. Another factor, he said, was that WRR-FM surveys show that the majority of its listeners are professional people—"A special audience of prospective customers."

Friendly Frost, Inc., the appliance-home furnishings chain, is going all the way in the marriage of retail store merchandising with radio station operation. The chain is opening a three-way Sound Center in New York, which combines an all-stereo FM station (WTFM), professional recording studios and a retail custom phono under one roof. (See story elsewhere in this issue for details.)

## Jockeys Shuffled At N. Y.'s WMGM

NEW YORK — Deejay Mike Lawrence left Station WMGM last week and Bob Callan moved over to the outlet from WMCA here. David Yarnell, co-program director of WMGM, has also left to go into TV packaging.

Norm Stevens is moving into Lawrence's 5-8 p.m., Monday through Sunday time period, and Callan takes over Stevens' old 1-5 p.m., Monday through Saturday time slot.

## FCC Gets Tough

• Continued from page 4

eral thousand stations, the agency has invited bids from 14 electronic computer manufacturers for data processing systems to be used by the Communications sleuths.

Additional guarantee of FCC know-how on the way stations are programming are the new rules issued last week for "local notice" at the time of broadcast application or renewal. In addition to newspaper and/or broadcast announcements of coming applications for renewals, when hearings are involved the station must also inform the public that anyone can write his views to the Commission as to whether the grant will serve the public interest.

## 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 4, 1956

1. My Prayer, Platters, Mercury
2. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
3. I Almost Lost My Mind, Pat Boone, Dot
4. Wayward Wind, Gogi Grant, Era
5. What Ever Will Be Will Be (Que Sera Sera), Doris Day, Columbia
6. Allegheny Moon, Patti Page, Mercury
7. Be Bop A Lula, Gene Vincent, Capitol
8. More, Perry Como, RCA Victor
9. Hound Dog, Elvis Presley, RCA Victor
10. Moonglow & Picnic, Morris Stoloff, Decca

### POP—10 Years Ago AUGUST 4, 1951

1. Come On-A My House, Rosemary Clooney, Columbia
2. Too Young, Nat King Cole, Capitol
3. Jezebel, Frankie Laine, Columbia
4. Loveliest Night of the Year, Mario Lanza, RCA Victor
5. Sweet Violets, Dinah Shore, RCA Victor
6. Because of You, Tony Bennett, Columbia
7. My Truly Truly Fair, Guy Mitchell, Columbia
8. I Get Ideas, Tony Martin, RCA Victor
9. How High the Moon, Les Paul & Mary Ford, Capitol
10. On Top of Old Smokey, Terry Gilkyson & Weavers, Decca

### RHYTHM & BLUES—5 Years Ago—AUGUST 4, 1956

- Rip It Up, Little Richard, Specialty  
Fever, Little Willie John, King  
It's Too Late, Chuck Willis, Atlantic  
Treasure of Love, Clyde McPhatter, Atlantic  
Let the Good Times Roll, Shirley & Lee, Aladdin

- Casual Look, Six Teens, Flip  
Hallelujah, I Love Her So, Ray Charles, Atlantic  
Love, Love, Love, Clovers, Atlantic  
Up on the Mountain, Magnificents, Vee-Jay  
Please, Please, Please, James Brown, Federal

## PROGRAMMING PANEL

### THE QUESTION

If you could a.&r. a date with any artist in the business, what tune would you cut and what type of arrangement would you use?

### THE ANSWERS

**HOWARD MILLER  
WIND, Chicago**

I don't think the type of tune you select is as important as the need for achieving a bright, happy sound. Listeners today are seeking a musical philosophy of brightness more than any other single element in a song. They no longer concentrate solely on the artist. It's the arrangement that counts. Each record today must have its own merit and can't depend on melody line or artist to assure its success.



**BUDDY DEANE  
WJZ-TV, Baltimore**

Assuming the purpose would be to produce a record that would sell, as opposed to creating a record suiting my own personal taste, I would cut a modern version of "Boogie Woogie." The current trend certainly indicates a revival of interest in instrumentals. A great number of the most successful releases recently have been standards of this kind using the "rock" type beat. Top choice for the date would be the Bill Black Combo.



**JIM TAYLOR  
WKBW, Buffalo**

Oh, boy! If some ill-advised record company were to turn its corporate back and give me *carte blanche*, I'd choose Ralph Burns to make a full orchestra and chorus arrangement of "Gee, But I Hate to Go Home Alone" for Mark Murphy. Mark, incidentally, would be my choice to sing anything from a George M. Cohan medley to Mississippi paddle-wheeler soundings.



**JACK LAZARE  
WINS, New York**

This one's really kookie. I would love to get Felicia Sanders to record Irv Joseph's "West Side Story" arrangements backed by Duke Ellington's orchestra. Felicia has never had recorded the vitality and sheer excitement her in-person performances present. Her slow "art" songs, although brilliant, leave out the Felicia Sanders not enough people know. The well-known Ellington genius, however, would make an excellent foil for her with the intricacies of the Leonard Bernstein music.



# VOX JOX

By JUNE BUNDY

**THIS 'N' THAT:** Marge Thrasher, early morning spinner at WHER, the all-femme station, in Memphis, also handled broadcasting chores for the Miss Tennessee contest this month in Jackson Tenn. In order to handle both assignments, Miss Thrasher had to drive 65 miles to Jackson every night (for four consecutive nights) then return to Memphis and rise at 3:30 a.m. to be on the air at 5 a.m. . . . Don Sundeen, WNAE, Warren, Pa., reports that his new Sun Promotions' "talent record hop" was a big success and more are in the planning stage.

**GAB BAG:** Neil McIntyre, music director of WHK, Cleveland (subbing for free-lance record programmer Bill Gavin in his weekly news sheet), writes: "Many radio stations in this area are able, at long last, to put great faith in the opinions and advice of record promotion men. Three years ago only a small handful of the promoters could tell you what was popular, and fewer would. But closer communications between radio stations all across the country have definitely improved conditions to such an extent that today record companies, must, of necessity, give to all promotion men accurate and honest information. "The hiring of young, personable, capable people (by labels) has definitely helped a great deal. It is now, however, the job of each record company to groom these people into strong, hard-hitting management."

**CHANGE OF THEME:** Gene Nelson (not the movie actor) has joined WAAI, Cincinnati, as program director—early morning deejay. Nelson, formerly p.d.-deejay at WKBW, Buffalo, will use the name of Gene Austin (not the veteran warbler) on the air. . . . John Canton, program director of WNOW, York, Pa., has been named regional program director of the Good Neighbor Stations, Inc., and p.d. of the chain's Reading, Pa., outlet (WRAW) as well as WNOW.

Clay Cole, WNTA-TV, Newark, N. J., is traveling by seaplane from his TV show at Palisades Amusement Park, N. J., to Bellport, Long Island, N. Y., nightly this week in order to play a starring role in the Gateway Theater's production of "Flower Drum Song" at Bellport.

## ARTISTS' BIOGRAPHIES

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

### THE HIGHWAYMEN

This United Artists recording group is another in a long line of groups to come into being through coincidence. The Highwaymen, comprising Steve Butts, Chan Daniels, Bobby Burnett, Steve Trott and Dave Fisher, were all in the class of 1962 at Wesleyan University in Middletown, Conn. They met after joining the same fraternity and had gathered together to prepare an act for a party. The skit was so well received it convinced the boys to seriously continue with their act.



They went to New York the past winter where they met with Ken Greengrass, who became their manager. Soon after they were signed to a recording contract with United Artists.

Folk music is the Highwaymen's forte. The boys try to preserve as much authenticity in the music as possible, while still making it commercially palatable. All of the boys play the guitar, but they often feature other folk instruments such as the five-string banjo, bongo drums, recorders and other odd instruments. Currently they are represented on the Hot 100 with a smooth rendition of "Michael" on the UA label.

### THE SPINNERS

This new vocal group makes its recording debut on the Tri-Phi label with a hot waxing of "That's What Girls Are Made For." It's currently moving up steadily on the Hot 100.



The group is comprised of Robert Smith, originally of Atlanta, lead singer; William (Billy) Henderson, born in Indianapolis, tenor; Henry Fambrough, baritone, of Monroe, Ga.; George W. Dixon, tenor and lead, born in Detroit, and Pervis Jackson, bass, who hails from Winsburg, La. The boys range in age from 21 to 23 and all currently reside in Detroit, where three of the boys were in the same high school graduating class.

All of the young men are interested in sports, and their hobbies range from art and photography to electronics.

The Spinners' big break came when they met Gwen Gordy and Harvey Fuqua, their personal managers, who recognized their talent and potential and aided them in their recording career.



*Mr. Excitement*  
**JACKIE  
 WILSON**



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**YEARS  
 FROM  
 NOW**

*c/w*

**YOU DON'T  
 KNOW WHAT  
 IT MEANS**

**ORCHESTRA AND CHORUS DIRECTED BY DICK JACOBS  
 BRUNSWICK 55219**



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

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

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

**PHONOS LISTING BETWEEN \$81 AND \$100**

| Position This Issue | Position 5/1/61 Issue | Brand                | % of Total Points |
|---------------------|-----------------------|----------------------|-------------------|
| 1                   | 2                     | Magnavox             | 19.7              |
| 2                   | 1                     | Columbia             | 15.7              |
| 3                   | 5                     | Voice of Music (V-M) | 12.4              |
| 4                   | 4                     | Decca                | 11.2              |
| 5                   | —                     | Motorola             | 10.7              |
| 6                   | 3                     | Webcor               | 6.7               |
| 7                   | 7                     | RCA Victor           | 5.9               |
| 8                   | 8                     | Capitol              | 4.2               |
| 9                   | 6                     | Zenith               | 3.7               |
| 10                  | —                     | Westinghouse         | 3.4               |
|                     |                       | Others               | 6.4               |

**S-C TO DEBUT  
CONSOLE LINE**

CHICAGO — The Stromberg-Carlson wing of General Dynamics will be represented on the market with a third line of stereo consoles this fall. The line, which contains five new models ranging from \$595 to \$695, bridges the gap between the firm's well-known "Integrity" series and the more recently announced "Young America" line.

Dealers attending the NAIM convention here, where the line was debuted, were invited to submit names for the new series. The winner of this competition will receive a Stromberg-Carlson console of his choice.

**V-M Adds 18  
Sets to Line**

BENTON HARBOR, Mich.—The V-M Corporation has announced a 1962 phono line consisting of seven new portables and console models. Bud Cain, distributor sales chief, said the portable line emphasizes superior sound all down the line, while fine furniture styling is one of the key factors in the console series.

In the portable field, with a price range of \$29.95 to \$159.95, V-M is frankly urging dealers to conduct side by side sound comparison tests with other comparatively priced models of other manufacturers. Five of the seven portables are stereo models, while two low-priced models, one automatic and one manual are both monaural units.

In the console field, prices range from a low of \$129.95 to a de luxe model at \$1,125. The latter, in Provincial mahogany styling, contains stereo phono, stereo tape recorder playback and AM-FM tuner. In the console area, Cain emphasized that no extreme styles are offered so that most models will go well in any type of home decor.

**Telectro Bows 9  
New Tape Models**

JERSEY CITY, N. J.—Nine new models comprise the new line of Telectro tape machines, debuted last week by DuMont-Emerson. The line incorporates a broad price range and a number of salable features.

One of these is the ability to record simul-track style—recording on one channel, while listening to the other. This, for example, would permit a singer to sing with himself in harmony, much in the style of many commercial recordings. Also available is four-track and two-track stereo record and stereo playback, and input for recording multiplex off the air, or from stereo recordings.

A highlight of the line is a light-weight (seven pounds) portable, transistorized, battery-operated unit no bigger than a folding camera. The set can operate from a 12-volt supplied auto cigaret lighter, penlight batteries or regular 110 volt house power source. Price range is \$99.95 to \$379.95.

**Recording Feature Still  
Tops With Tape Buyers**

**Bell Sound Exec Points to Varied Uses  
As Key to Dealer Merchandising of Units**

By REN GREVATT

NEW YORK—A gradual change is evolving in the merchandising of tape equipment, according to a number of present indications. The trend was summed up succinctly last week by Ken Bishop, president of Bell Sound Division of Thompson-Ramo-Wooldridge, when he noted: "It's still a recorder rather than a playback market."

**Varied Uses**

According to Bishop, who headed the V-M tape operations for seven years before joining Bell Sound, "We all got way ahead of ourselves when we started promoting the stereo playback features of our equipment. We have found through questions answered on our warranty cards that the majority of our customers are buying tape today for any number of home, school or office recording uses. The dealers who are aware of these basic buying motives should be able to sell a lot more tape machines in the months to come.

"We have also found that 37 per cent of our buyers who bought our cartridge tape units never thought of buying a tape machine at all until the cartridge idea came along. Though dad may go for the reel-to-reel idea, we feel the ease of the cartridge use is the answer for mother, daughter and even son in the family."

Bishop noted that his company's cartridge units have already been widely used in the learning and language laboratory field and that now, educational uses are finding practical applications right in the home.

There was a time several years back when much industry discussion centered on the possibility of tape eventually supplanting records as the primary medium for music playback in the home. Tape is now being seen as a potential threat to records in another way.

**FM Stereo a Factor**

This, of course, is the idea of recording music either from "other people's records" or off the air. The recent Federal Communication Commission edict on FM stereo programming is seen as a factor that will only encourage this idea.

One prime factor in the failure of the playback idea to jell so far as a major selling force, is the fact that prerecorded tape, despite many earlier predictions, has never become competitive with records in terms of price. Nor did two or

four-track tape ever become a dig-counter's football the way records have. Contrast the price of up to \$11.95 for a single album on tape as against a price in the vicinity of \$3 or so for a blank tape, and one reason for an increasing interest in home recording is revealed.

In addition to the home music recording idea, and the prominent educational and business recording functions, Minnesota Mining & Manufacturing has gone in yet another direction. The company is now promoting blank tape with a "living letters" slogan. A special new counter merchandiser-dispenser, holding 12 three-inch tapes, stacked one on top of the other, urges customers to "tape a letter today to friends and family." The three-inch tape, allowing 15 minutes' playing time, costs 10 cents.

**The Dilemma**

The home music recording aspect, in a way, poses a curious dilemma for at least two major companies in the record business. RCA Victor will shortly introduce a brand-new line of lower-priced cartridge tape recorder-playback units. One of the acknowledged sales pitches to be used will be the idea of "record it off the air." This would appear to be in direct conflict with the sales efforts of the RCA Victor Record wing.

Capitol Records on the other hand, has recently introduced a line of blank tapes to be marketed here under the EMI Electronics tag. Dealers will be provided with 12-tape dispensers for the raw tape, similar to the 3-M unit already noted. The prices for the line will range from 85 cents to \$7.95. The diskery is thus marketing a product which encourages customers to take its recorded product off the air rather than buying the record itself.

**MRIA Drive**

The Magnetic Recording Industry Association (MRIA), composed of manufacturers of tape equipment and supplies, and headed by Bishop, who was recently elected president, has quietly embarked on a campaign to sell tape on an institutional basis, both as a home recording medium as well as for playback of prerecorded tapes. The Association, which last week announced formation of a committee to "facilitate flow of industry news to the press," has also cooperated with the National Better Business Bureau in publication of a booklet, "Things You Should

(Continued on page 16)

**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.

**CAPITOL**—Expires August 4, 1961. Started July 10, 1961. For each new Roger Wagner and Ernie Ford release purchased at regular price, dealers may buy another 12-inch LP in the same artist's catalog for half price. Dealers must qualify for mono and stereo separately. Only exception is the Roger Wagner multiple-record sets.

**NEW JAZZ**—Expires August 4, 1961. Started July 17, 1961. Label is offering through the distributors a 20 per cent discount on the complete catalog, including the two new releases.

**CAPITOL**—Expires August 15, 1961. Started July 14, 1961. Label is offering 15 per cent off regular dealer price on new Frank Sinatra album "Come Swing With Me." Dealers will be able to exchange up to 100 copies of the album.

**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 separate story, current 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.

**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.

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

**UNITED ARTISTS**—Expires September 1, 1961. Started July 1, 1961. "Carnival of Stars." Two parts: Special deferred payment sales program offered to 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

(Continued on page 16)

**ABP** MEN WHO READ BUSINESS PAPERS MEAN BUSINESS

**ALBUM COVER OF THE WEEK**



**LENA AT THE SANDS**—Lena Horne, RCA Victor LPM/LSP 2364. A smashing cover photo of the artist in full color. Photo by David Hecht. Great display material for windows and counters.



**SPANISH HARLEM**—Ben E. King, Atco 33-133. An eye-catching and imaginative cover that ties in nicely with the title tune. It's a full-color photo with a mauve border. Photo by Allen Vogel and design by Loring Eutemey. Fine display for windows and counters.

BILLBOARD 7/17/61

# "Too many cannot see through the big deal smoke screen. A bigger deal does not mean bigger profits"

NEW YORK—The concepts of "profitless prosperity" was attacked by veteran disk man Dave Kapp at a distributor convention here Saturday (15). "We must sell our records at a profit," Kapp told his audience. "Too many distributors and distributors are concerned with deal-making rather than in profits. The big deal smoke screen does not mean a bigger deal. The cost of everything is going up. After all, the basis of distribution is how much you can make per dollar. Citing the Franklin D. Roosevelt quote, 'As far as we are concerned, now, the distributor must get the product and get it to go unless it is a profit.' Kapp indicated that the record business could continue to progress if distributors and manufacturers could agree on the 'Kapp Concept' policy, and were ahead of a gathering of record distributors over the weekend at New York's Savoy-Hilton Hotel.

"I believe one thing to do is to fix our minds on what our ultimate objectives are." Then he asked the distributors: "What kind of record business do we want? Do we want to be on the way towards profit? Are we on the way towards profit? How do we all get on the way towards profit?"

"The manufacturer must look at the business as a whole, not just at the projected income. The manufacturer must look at the business as a whole, not just at the projected income. The manufacturer must look at the business as a whole, not just at the projected income."

CASHBOX 7/17/61


# Kapp: Good Product, Sound Biz Practices Cure For "Profitless Prosperity"

NEW YORK—Good product, sound business practices and an avoidance of "profitless prosperity" can cure the industry, according to Dave Kapp, president of Kapp Records. These points form the label's new "Kapp Concept" policy, and were announced by Kapp to a gathering of record distributors over the weekend at New York's Savoy-Hilton Hotel.

"The record business still offers a fabulous potential for profits," said Kapp. "The way is not through bigger and bigger deals, which eventuate in diminishing returns at the retail level, diminishing the profit both in good times and bad times."

Dave Kapp further told the gathering that there are too many distributors who are taking the time and effort to make great progress in the way of distribution, but are not making a profit. He said that he has been in the record business for 15 years and has seen a lot of distributors who have failed because they have not understood that they cannot live if they do not sell at a reasonable profit both in good times and bad times.

"I believe that there are too many distributors who are taking the time and effort to make great progress in the way of distribution, but are not making a profit. He said that he has been in the record business for 15 years and has seen a lot of distributors who have failed because they have not understood that they cannot live if they do not sell at a reasonable profit both in good times and bad times."



# KAPP RECORDS

# ONE WAY PLAN

## for sound business this fall

THE MUSIC REPORTER 7/17/61

# Kapp Lights Bomb Under "Profitless Prosperity"

New York — Dave Kapp, president of Kapp Records, lighted the fuse on a bomb which he hoped would blast the illusion of "profitless prosperity" in the recording business, at a Kapp sales meeting here Saturday.

Kapp was blunt, realistic and constructive when he said

forward to but larger volume. Sometimes it works, but the business graveyard is filled with companies for whom it did not work. The answer is simple. We must sell our records at a profit.

"Make Good Product"

Kapp defined his concept as: "Make a product which is a good product and which we can sell at a profit."

as a continuing operation projected into years rather than days or weeks. We must understand that we cannot live if we do not sell at a reasonable profit both in good times and in bad times."

"That there are not enough of us in the record industry who actually take the time and effort to find the road to profits, is very apparent."

"I believe there are too many manufacturers and distributors

VARIETY 7/17/61

# Kapp Concept Stresses Quality as Route to Profits

The record industry is steeped in "profitless prosperity," according to David Kapp, president of Kapp Records. This false prosperity has been dramatically demonstrated by the concern shown in the recent situation and through the acceptance of the "Kapp Concept" policy.

# GREAT NEW RECORDS ★ GREAT CATALOG

designed for every type of customer

proven all time best sellers

**FALL RELEASE INCLUDES:** ROGER WILLIAMS • JANE MORGAN • THE FOUR LADS • PETE KING • ART KASSEL • WARNER MACK • DANIEL ERICOURT • ROD McKUEN • EMANUEL VARDI • LES BROWN • VIC SCHOEN • ROGER VOISIN • MARTINE HAVET • DAVID NADIEN • JOE HARNELL • BILLY MURE • DOMENICO SAVINO

**SPECIAL FALL RE-STOCKING PROGRAM**  
**\*10% DISCOUNT on all KAPP RECORDS**  
**\*15% DISCOUNT on all KAPP-MEDALLION RECORDS**

\*dating to qualified dealers

# Contact your Kapp-Medallion distributor for complete details of Fall program!

More Hits From **THE IMMORTAL**

# JOHNNY HORTON

**"MISS  
MARCY"**

**"OLD  
SLEW-FOOT"**

COLUMBIA RECORDS 4-42063

**COLUMBIA**  **RECORDS**  
© Columbia © 1961

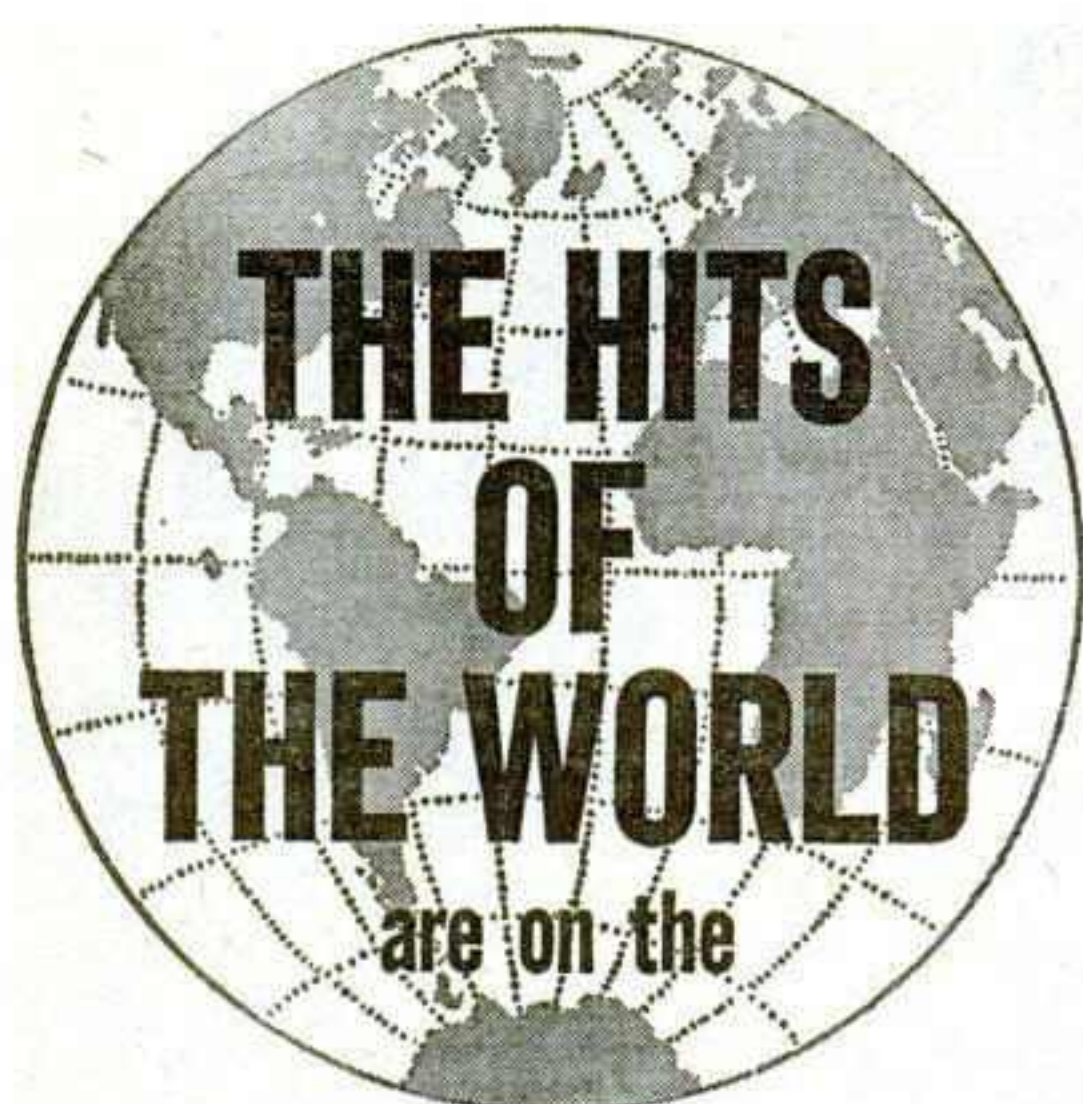


Promotional Direction:

**TILLMAN FRANKS**

c/o Johnny Horton Enterprises

604 Commercial Bldg.  
Shreveport, La.



**LONDON**  
LABEL

No. 5 In England

**Eden Kane**

**WELL I ASK YOU** 45-1993

No. 1 In France

**Los Machucambos**

**PEPITO**

45-1979

**Max Bygraves**

**BELLS OF AVIGNON**

45-1994

**Mantovani**

Theme from  
**ROCCO AND HIS BROTHERS** 45-2000

No. 4 In Germany

**Peggy Brown**

**ALONE ON THE SHORE** 45-1996

**Mantovani**

Theme from  
**CARNIVAL**

45-1999

LONDON RECORDS, INC. 530 W. 25 ST., New York 1, N. Y.

## NEW HIGH FOR NAMM SHOW

CHICAGO—The 1961 Music Merchants Trade Show just concluded here, racked up a new record for registration, as 11,878 industry people filled the Palmer House exhibit parlors for the 60th anniversary show, sponsored by the National Association of Music Merchants. Previous high for a Chicago music show was 11,382. Ted F. Korten of Korten's Music, Longview, Wash., was elected president of the NAMM for the forthcoming year.

## MRIA on Strong Tape Promo Push

NEW YORK — The Magnetic Recording Industry Association (MRIA) moved this week toward a unified, institutional promotion of tape and tape equipment products in general. The move is seen as akin to that launched last year by the Institute of High Fidelity Manufacturers (IHFM).

A special industry committee has been formed to explore "new channels of communications within the industry and to facilitate the flow of industry news to the trade and general press."

On another front, the IHFM last week appointed Mogul, Williams and Saylor as its advertising agency. A full-scale ad program is set for this fall, with a \$250,000 budget already earmarked for the campaign. Time, Saturday Evening Post and the New Yorkers are among the publications already selected.

## Recording Feature

• Continued from page 12

Know About Tape Recorders." The 12-page booklet is being made available to 900 Chambers of Commerce, local chapters of the Better Business Bureau, and hi-fi dealers.

A stepped-up influx of low-cost imported tape equipment, principally from Japan, is not being looked upon with any concern by manufacturers here. For one thing, these units are also expected to spur interest in home recording since their frequency response is not of a quality to encourage music playback. In connection with these units, Bishop said: "In a market where we have such a low per cent of saturation, the imports will not be a decisive factor. We feel that they can serve a function of introducing buyers to the tape field, and making them logical prospects for better, higher-priced equipment later on. In this way, they could play a beneficial role for us."

## FCC Commissioner Lee Tells Trade To Keep High FM Stereo Standard

CHICAGO—"I hope the heat of competition will not result in killing the goose that will lay a beautiful golden egg," Federal Communications Commissioner, Robert E. Lee, told a large dealer audience here recently. Lee was referring to FM stereo and the inherent danger of quality being sacrificed by set manufacturers eager to cash in on the new medium.

"The Commission is requiring stations to adhere to high standards," Lee said. "All this will go to naught if the receiving equipment does not match those high standards."

National Association of Broadcasters (NAB) vice-president for radio, John F. Meagher, added that 48 per cent of the FM stations answering a recent NAB questionnaire indicated an intention of being on the air with stereo late this

year or early in 1962. So far, 77 stations expect to be on the air with dual-channel broadcasts this year. Meagher said that inquiries among ad agencies revealed reactions ranging from difference to a belief that FM stereo will be as important to the broadcast industry as stereo records have been to the disk field.

Both men strongly played down the idea of making multiplex stereo available on the AM standard broadcast frequencies. Commissioner Lee stated: "I do not believe the frequency is appropriate. I for one am in no mood to even study let alone approve stereo in the AM band."

A special fact book, "A New World of Stereo Sound," was distributed to dealers attending the forum and a lengthy demonstration of stereo on radio was presented.

## DISK DEALS FOR DEALERS

• Continued from page 12

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 Vocation line totaling \$100, the dealer is allowed a 10 per cent discount on the total purchase. Chain stores are also eligible. See separate story, current issue, for details.

**COLUMBIA**—Expires September 16, 1961. Started July 10, 1961.

Ten per cent discount on new LP releases in addition to complete catalog. See separate story, current 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 separate story, current 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.

**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 separate story, current 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.

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

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

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

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

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

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

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

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

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

Three LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol. 4; Beethoven Piano Concerto No. 4 in G, Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano.

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

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

## Friendly Frost Combining Broadcasting With Sales

• Continued from page 1

Station WTFM, one of the stations to be equipped with the new RCA stereo console, will program only stereo FM on a 24-hour-a-day broadcasting schedule. Friendly Frost also operates WGLI and WQMF-FM, Babylon, Long Island, N. Y. David H. Polinger, director of Friendly Frost Broadcast Division, will supervise new station WTFM and headquarters at the new Sound Center. Polinger formerly was general manager of NTA Spot Sales, and manager of NBC's Puerto Rico affiliate, WAPA-TV.

Station WTFM will feature "continental" programming with an international flavor. The station's deejays will have foreign broadcasting experiences and back-

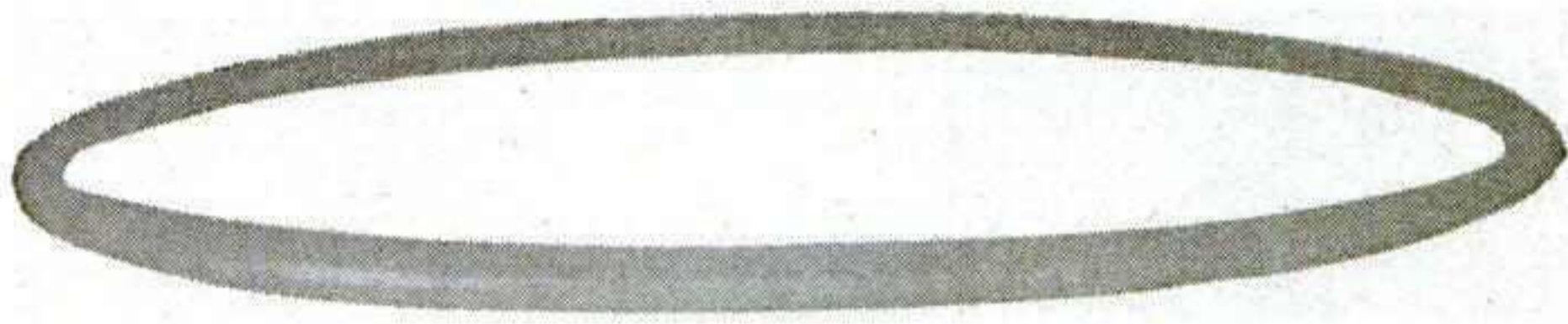
ground. Musically, WTFM will spotlight pop standards, semi-classical, jazz and international selections from leading stereo album lines. Programming will be culled from some 35,000 albums which will make WTFM's initial library, plus an extensive collection of tapes.

Kaye declined to describe WTFM's new format in any greater detail, but he promised it would be "different" and a "surprise." In line with this, he said, teams of Friendly Frost execs are being dispatched around the world to "find new programming ideas and to make arrangements for their adaptation to this country." Kaye said the first two-man team leaves for Europe at the end of this month.

The team will also look for cabinetry ideas and craftsmanship, which could be utilized by the Sound Center's retail salon. The salon will retail limited editions of custom hi-fi and stereo music systems, plus fine furniture, paintings, sculpture and objects d'art. The Sound Center's recording studios will offer professional disk and tape recording facilities.

Noting that there are some 15,000,000 FM sets in the U. S. today, Kaye predicted that stereo and the growing trend towards FM radio in autos would increase this number to 50,000,000 in five years. Station WTFM, transmitting with 20,000 watts, he added, covers an area where more than 2,600,000 homes already have FM receivers.

In addition to its retail and broadcasting activities, Friendly Frost is also engaged in manufacturing, vending, coin-operated dry cleaning and laundry and construction. The WTFM Sound Center is being built by Waters Construction Company, a wholly owned Friendly Frost subsidiary.



**TEX RITTER'S  
HILLBILLY HEAVEN  
IS A TEN GALLON HIT!**

**LISTED ON THE POP CHARTS IN BILLBOARD, CASH BOX,  
MUSIC VENDOR AND MUSIC REPORTER,  
AND IN THE TOP TEN ON ALL THE COUNTRY AND WESTERN CHARTS**

**RECORD No. 4567**





GERMANY

# German Language Tunes Hit for Connie Francis

By JIMMIE JUNGEMANN  
102 Ismaninger Street, Munich 27

Connie Francis is on the top all over West Germany again with her German song number "Schoner Fremder Mann" b-w "Funiculi Funicula" from her LP "More Italian Songs." Significant is Connie's success in Berlin. At station RIAS, her "Schoner Fremder Mann" was on top July 3, 5, 10, 12, 17 and 18. The record was produced by Gerhard Mendelson in the Polydor studios in Vienna.

Visitors

Leon Cabat, president of French Vogue label, visited Munich to discuss the future German production of this label with Montana boss Hans R. Beierlein. Beierlein had further talks with French accordion star Aimable and singer Ping Ping for production of German hit tunes. Aimable recorded "Drei Weisse Birken," "Adieu, Liebewohl, Good Bye," "Du, Du Liegst Mir Im Herzen," and "Wir Lagen Vor Madagascar." Ping Ping, popular in Germany since his "Sucu Sucu" disk, will guest star in the film musical "Drei Wiese Birken." . . . U. S. and German music publisher Paul

NEW ZEALAND

# Three Southern Melodies Waxed

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

Southern Music has three compositions ably done by local boys this week. First is by ballad man Bill Morton singing "I'm a Fool to Care" b.w. "Wichita Town," and Red Hewitt (who topped the charts here with "Robbin' the Cradle") and His Buccaneers does "Half Breed." Viking, which releases Bill's records, will make its disks available to overseas distributors. . . . Local group, the Tornados, have signed up with HMV for all future releases.

Hot Singles

Columbia has a hot single in Linda Scott's "I've Told Every Little Star," it's top-o'-the-charts this week. . . . Coronet's "Green Leaves of Summer" by the Brothers Four came from nowhere, had some very good air plugging and is now riding in No. 3 spot. . . . Future chart predictions are Helen Shapiro's "Don't Treat Me Like a Child" for Columbia; Adam Wade's "The Writing on the Wall" for HMV; Shirley Bassey's "You'll Never Know"; the Pips doing "Every Beat of My Heart" for Top Rank; the U. S. Bonds' big U. S. hit, "Quarter to Three," for TR, and Presley's "I Feel So Bad" for RCA.

New LP's

Capitol has rushed release of Stan Freberg's LP "The United States of America." Stan's records are always in keen demand here. . . . RCA has released the popular game, Bingo, on an LP, with calls by Sandy Becker. . . . Wing has two low-price LP's this week, "Sing Along by the Fireside" with Hugo and Lulgi (sing-along is big here, thanks to DJ Buzz Perkins who has featured it for many months on his breakfast session), and Pearlle May Bailey's "For Adult Listening."

Talent Tours

The R. J. Kerridge organization will definitely bring singers to Cliff Richards and Lonnie Donegan here. . . . Harry M. Miller is negotiating for a return tour by Connie Francis and troupe. . . . Ruth Wallis also expected.

PHILIPPINES

# RECORDS SPREAD FILIPINO MUSIC 'ROUND WORLD

By LUIS MA. TRINIDAD

MANILA — The current universal craze for high-fidelity phonographs is doing the Philippines good among the nations of the free world.

Returning Filipino travelers abroad have confirmed that more and more people are being introduced to this country through LP's of Philippine tunes. The time may not be distant when the plaintive strains of the soul-endearing "kundiman" (native ballad) may sweep through the living room of a Wisconsin farm home, a London pub or a Bavarian beerhall.

Local record manufacturers are producing thousands of disks of all speeds (45, 78 and 33 1/3 r.p.m.) each year to supply the music shops and record bars that have virtually mushroomed in downtown Manila. These record companies have started exporting LP's of representative tunes abroad and have also recently succeeded in placing their items on PX counters in Clark Airforce Base and the naval bases in Subic, Olongapo and in Sangley Point, Cavite.

The significance of the PX sales may be great considering that American servicemen continually travel the globe and could thus become most effective "salesmen" for Philippine music and culture.

The top P. I. recording stars today are, to name a few: Sylvia La Torre, Ruben Tagalog, Diomedes Maturan, Tres Rosas, Carmen Camacho, Nora Hermosa, Raymunda Lucero, Reycaud Duet, Norma Lapuz, Conching Rosal, Alfred Larosa, Cely Bautista, Carmen Perina, Pilita Corales and Fred Panopio.

The works of Filipino composers such as Santiago, Buen camino, Abelardo, Abdon, Estrella, Hernandez, Velez, Tirso Cruz and Resurreccion Bunye have made the transition to LP's, and contemporary composers whose music is on popular local labels are Juan Silos Jr., Leon Ignacio, Mike Velarde Jr., Santiago Suarez, F. Buen camino Jr., Leopoldo Silos, Dominador Salustiano, Constanco De Guzman, Pastor De Jesus, Salvador Asuncion and Tex Salcedo.

FRANCE

# Diskeries Seek Young R&R Talent

By EDDIE ADAMIS  
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A young talent wave is expected to sweep France soon. Most of the record companies have been signing new names lately. Rock and roll singers or groups are very much in demand, especially if they are good stage performers.

Polydor signed 15-year-old Dany Fisher, and Ricordi has put under contract a group called Danny Et Ses Penitents. Bel Air has inked another r.&r. group called Spartaco Sax Et Ses Rock and Rollers. All these youngsters are getting loud welcomes every night at the Vieux Colombier by teenagers who applaud anyone who wears the rock and roll label.

In the past there were many "temporary signings" whose principal object was to try and get a quick share of rock and roll profits. This is why many "one disk

BRITAIN

# Elgar Estate Spikes Rock Version of 'Pomp'

By DON WEDGE  
News Editor, New Musical Express

"Pomp and Circumstance," the first release on the Everly Brothers' label, Calliope, cannot be issued in Britain. The estate of the composer, the late Sir Edward Elgar, has objected to the treatment by Adrian Kimberley. The restriction applies to much of the world. It was set for release through Warner Bros. Records. The vocal version of the composition here is known as "Land of Hope and Glory" and has attained the significance and respect of a second-string National Anthem.

Visiting

In London for talks with headquarters executives is Andy Bayles, assistant supervisor of EMI in South Africa. . . . Warner Records' international chief Bobby Weiss was in to prepare for Connie Stevens' visit August 19 on her way to Berlin for the Radio Exhibition; Weiss is due back August 16. . . . Publisher Michael Stewart in this week for talks with Dominion's London chief, Noel Rogers. . . . Karl Emil Knudsen of the Danish Storyville label was due for talks about British releases of his repertoire.

Publisher Business

During his visit last month, Cedric Dumont, head of the Zurich publishing house Edition Coda, set deals with Malcolm Lockyer's Maestro Music to handle "Tango on the Rocks" and "Fanfare Cha-Cha" here. . . . Frank Chacksfield included three Dumont instrumentals—"La Belle Suisse," "Stars Over Crete" and Lorelei" on his up-coming British Decca LP, "Romantic Europe." . . . Marcel Stellman was commissioned by Ardmore-Beechwood to write the lyric English of the French hit "La Marche des Anges." . . . Good Music acquired the British right to the Eurovision Song Contest winner "Nous Les Amoureux"; it was recorded by Joan Regan (Pye) as "We Who Are in Love" for issue last weekend.

Disk Business

Two British hit disks have been acquired for U. S. release. Petula Clark's "Romeo" (Pye) has been taken by Warwick and the Shadows' "Frightened City," a film title theme, will be issued by Atlantic (from EMI-Columbia). . . . The independently made "Back on the Scene," by Carter Lewis and the Southerners, will get U. S. release on Laurie; Pye handled it

here. The Brook Brothers' "Little Bitty Heart" (also Pye) is being issued by London. . . . Former Top Rank executive Pat Skinner represents the Scandinavian Karusell catalog here beginning September 1. He plans some direct imports and also to place masters with British releasing firms. . . . There's a forthcoming EP on EMI-Columbia's Lansdowne Jazz Series called "The Psychological Significance of Animal Symbolism in American Negro Folk Music—and All That!" It is by blues singer George Melly and a product of Denis Preston's indie unit. . . . The 1962 Audio Fair is set for April 26 through 29. . . . The 1961 Radio Show, at which most disk firms exhibit, is set to open August 23 for 11 days.

Instruments

Boosey and Hawkes annual Instrument Fair takes place at Edgware, Middx; August 23-31. . . . The Piano Export Group has its annual meeting September 13.

New Albums

Among Philips release set for August 2 are Los Paraguayos: "Fiesta Paraguaya" and Andre Previas "Thinking of You."

New Singles

The Decca group issued eight American-made singles last weekend, six of which were figuring in BMW's "Hot 100." These were the Castells: "Sacred (from Era), Boby Parker: "Watch Your Step" (V-Tone), the String-a-Longs: "Should I" (Warwick), Jan and Dean: "Heart and Soul" (Challenge), Gene McDaniels: "A Tear" (Liberty) and Curtis Lee: "Pretty Little Angel Eyes." All six, including the Challenge issue, were released here on Decca's London label. . . . EMI scheduled two such releases—Bobby Rydell: "The Fish" (from Cameo) and Chubby Checker: "Let's Twist Again" (Parkway). Both are dance-type records which have had little success here. . . . Pye and Philips had no current U. S. hit issues.

MEXICO

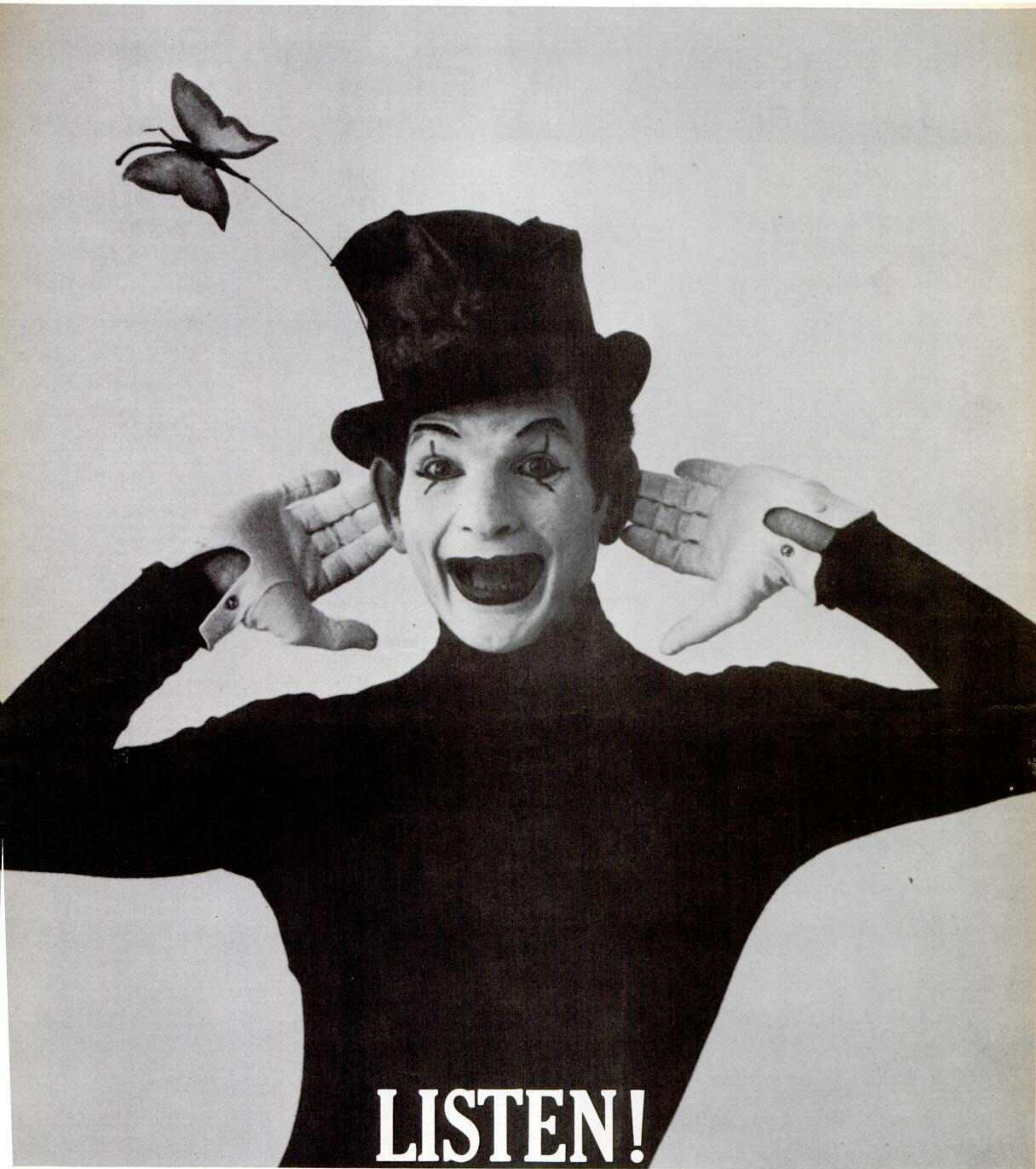
# Philips May Enter Mexican Disk Biz

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

Georges Meyerstein, president of the French Philips Record Company and a leading member of the Dutch company's International Board of Record operations, spent a week in Mexico studying the market and establishing personal contacts. Philips S.E.T., which has a predominant position in Mexico's electric and electronic market, is considering establishing itself in the record field. As Philips Records already operate in most South American countries, this company would thus add an important link to their Latin American circuit. Final decisions about this matter will be made toward the end of this year. Meyerstein flew back to Paris July 23.

The Musart factory now is pressing the 20th LP of Frank Sinatra, the 11th of Frank Pourcel ("Love in Paris") and the seventh of Gloria Lasso. . . . Orfeon-Dimsa signed a contract with Bill Haley for several recordings. . . . Cuban singer Leo Soto, an old hand in Afro rhythms, recorded for Musart an LP, "Charanga and Pachanga." . . . The same company completed an LP with Olga Guillot, who returned to the Terrazza Cassino, where she appears in a new show along with a group of "30 beautiful Geisha girls."





# LISTEN!

(They're playing *my* song.)



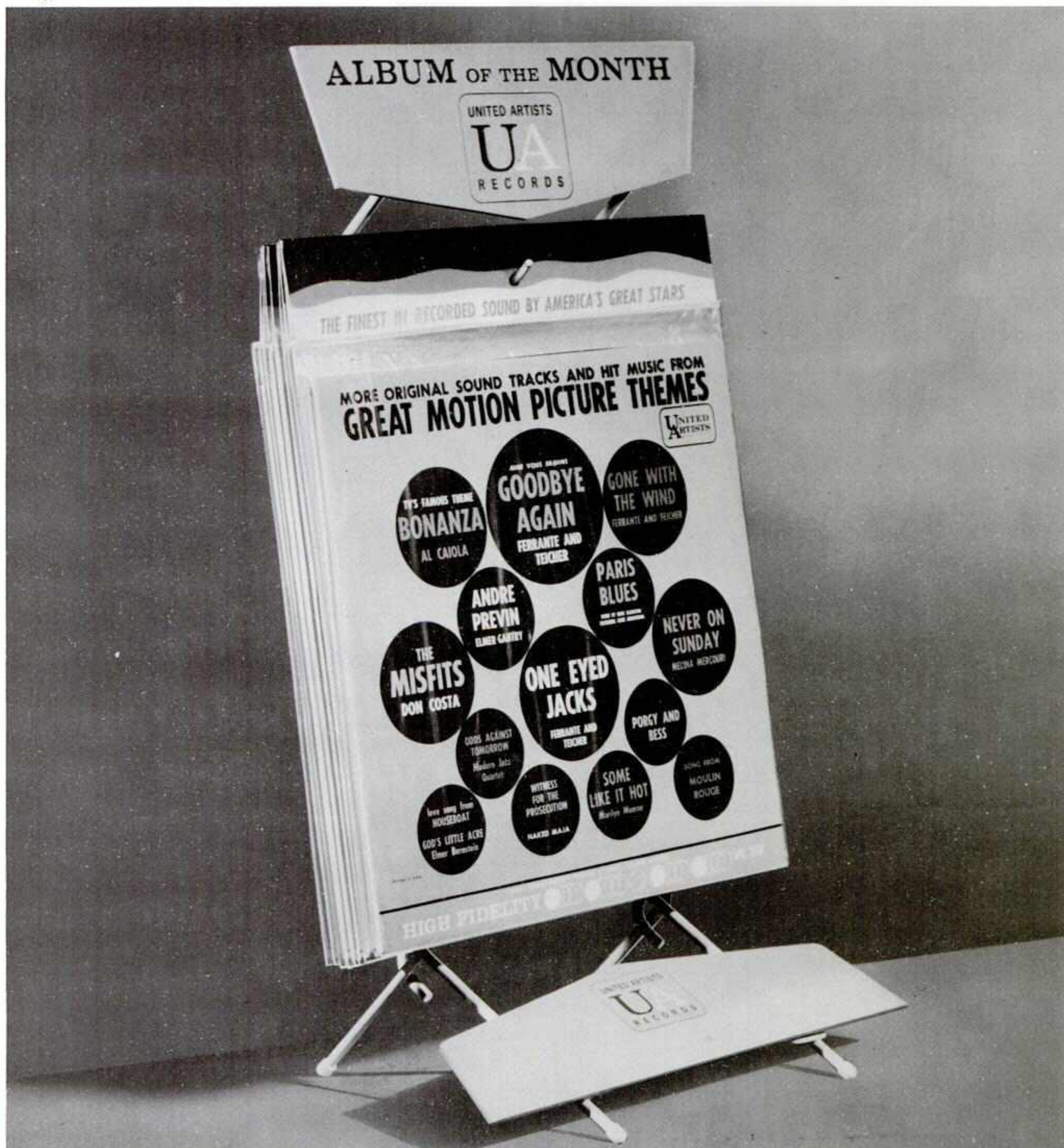
ash in because this powerful  
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 untuning melody and electrify-  
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# BILLBOARD MUSIC WEEK PROGRAMMING GUIDE

## EASY LISTENING

| From this week's Hot 100 |           |                                                             |                |
|--------------------------|-----------|-------------------------------------------------------------|----------------|
| This Week                | Last Week | Title, Artist, Label                                        | Wks on Hot 100 |
| 1                        | 1         | BOLL WEEVIL SONG<br>Brook Benton, Mercury 71820             | 12             |
| 2                        | 3         | TOGETHER<br>Connie Francis, MGM 13019                       | 6              |
| 3                        | 2         | YELLOW BIRD<br>Arthur Lyman, Hi Fi 5024                     | 10             |
| 4                        | 4         | SAN ANTONIO ROSE<br>Floyd Cramer, RCA Victor 7893           | 9              |
| 5                        | 7         | WOODEN HEART (MUSS I DENN)<br>Joe Dowell, Smash 1708        | 6              |
| 6                        | 5         | NEVER ON SUNDAY<br>Chordettes, Cadence 1402                 | 7              |
| 7                        | 8         | MY KIND OF GIRL<br>Matt Monro, Warwick 636                  | 10             |
| 8                        | 6         | MOODY RIVER<br>Pat Boone, Dot 14209                         | 14             |
| 9                        | 9         | DON'T BET MONEY HONEY<br>Linda Scott, Canadian-American 127 | 5              |
| 10                       | 13        | HURT<br>Timi Yuro, Liberty 55343                            | 2              |
| 11                       | 12        | SHOULD I<br>String-A-Longs, Warwick 654                     | 8              |
| 12                       | 15        | AS IF I DIDN'T KNOW<br>Adam Wade, Coed 553                  | 2              |
| 13                       | 11        | YOU'LL ANSWER TO ME<br>Patti Page, Mercury 71823            | 6              |
| 14                       | —         | MY CLAIRE DE LUNE<br>Steve Lawrence, United Artists 335     | 3              |
| 15                       | 14        | TAKE A FOOL'S ADVICE<br>Nat King Cole, Capitol 4582         | 6              |
| 16                       | 16        | WATER BOY<br>Don Shirley Trio, Cadence 1392                 | 3              |
| 17                       | 20        | TEARS ON MY PILLOW<br>McGuire Sisters, Coral 62276          | 2              |
| 18                       | 19        | THE GUNS OF NAVARONE<br>Joe Reisman, Landa 674              | 9              |
| 19                       | 18        | LA DOLCE VITA<br>Ray Ellis, RCA Victor 7888                 | 5              |
| 20                       | —         | I'LL NEVER SMILE AGAIN<br>Platters, Mercury 71847           | 1              |

## HOT C & W SIDES

By special survey for week ending 8/6

| This Week | Last Week | Title, Artist, Label                                              | Wks on Chart |
|-----------|-----------|-------------------------------------------------------------------|--------------|
| 1         | 1         | HEARTBREAK U. S. A.<br>Kitty Wells, Decca 31246                   | 10           |
| 2         | 2         | I FALL TO PIECES<br>Patsy Cline, Decca 31205                      | 18           |
| 3         | 3         | SWEET LIPS<br>Webb Pierce, Decca 31249                            | 9            |
| 4         | 4         | TENDER YEARS<br>George Jones, Mercury 71804                       | 7            |
| 5         | 9         | BEGGAR TO A KING<br>Hank Snow, RCA Victor 7869                    | 12           |
| 6         | 7         | WHEN TWO WORLDS COLLIDE<br>Roger Miller, RCA Victor 7878          | 9            |
| 7         | 5         | THREE HEARTS IN A TANGLE<br>Roy Drusky, Decca 31193               | 21           |
| 8         | 10        | SAN ANTONIO ROSE<br>Floyd Cramer, RCA Victor 7893                 | 7            |
| 9         | 6         | HELLO WALLS<br>Faron Young, Capitol 4533                          | 20           |
| 10        | 13        | MY EARS SHOULD BURN<br>Claude Gray, Mercury 71826                 | 6            |
| 11        | 12        | SEA OF HEARTBREAK<br>Don Gibson, RCA Victor 7890                  | 7            |
| 12        | 14        | HILLBILLY HEAVEN<br>Tex Ritter, Capitol 4567                      | 7            |
| 13        | 8         | LOOSE TALK<br>Buck Owens & Rose Maddox, Capitol 4550              | 11           |
| 14        | 11        | OKLAHOMA HILLS<br>Hank Thompson, Capitol 4556                     | 10           |
| 15        | 16        | BIG RIVER, BIG MAN<br>Claude King, Columbia 42043                 | 5            |
| 16        | 20        | BLACKLAND FARMER<br>Frankie Miller, Starday 424                   | 3            |
| 17        | 15        | HEART OVER MIND<br>Ray Price, Columbia 41947                      | 20           |
| 18        | 19        | THREE STEPS TO A PHONE<br>George Hamilton IV, RCA Victor 7881     | 7            |
| 19        | 24        | KISSES NEVER LIE<br>Carl Smith, Columbia 42042                    | 4            |
| 20        | 25        | TOO MANY TIMES<br>Don Winters, Decca 31253                        | 5            |
| 21        | 30        | WHAT WOULD YOU DO<br>Jim Reeves, RCA Victor 7905                  | 3            |
| 22        | —         | BLUE BLUE DAY<br>Wilburn Brothers, Decca 31276                    | 1            |
| 23        | 26        | LITTLE MISS BELONG TO NO ONE<br>Margie Bowes, Mercury 71845       | 2            |
| 24        | 21        | MOM & DAD'S WALTZ<br>Patti Page, Mercury 71823                    | 3            |
| 25        | —         | RIGHT OR WRONG<br>Wanda Jackson, Capitol 4553                     | 1            |
| 26        | —         | SUNNY TENNESSEE<br>Cowboy Copas, Starday 552                      | 1            |
| 27        | 17        | MENTAL CRUELTY<br>Buck Owens & Rose Maddox, Capitol 4550          | 12           |
| 28        | —         | PASSING ZONE BLUES<br>Coleman Wilson, King 5512                   | 1            |
| 29        | 29        | THOUGHTS OF A FOOL<br>Ernest Tubbs, Decca 31241                   | 9            |
| 30        | 22        | DON'T LET YOUR SWEET LOVE DIE<br>Don Reno & Red Smiley, King 5469 | 10           |

## TEEN BEAT

| From this week's Hot 100 |           |                                                                                |                |
|--------------------------|-----------|--------------------------------------------------------------------------------|----------------|
| This Week                | Last Week | Title, Artist, Label                                                           | Wks on Hot 100 |
| 1                        | 1         | TOSSIN' AND TURNIN'<br>Bobby Lewis, Belltone 1002                              | 15             |
| 2                        | 3         | I LIKE IT LIKE THAT<br>Chris Kenner, Instant 3229                              | 10             |
| 3                        | 6         | DUM DUM<br>Brenda Lee, Decca 31272                                             | 7              |
| 4                        | 4         | HATS OFF TO LARRY<br>Del Shannon, Big Top 3075                                 | 9              |
| 5                        | 2         | QUARTER TO THREE<br>Gary (U. S.) Bonds, LeGrand 1008                           | 11             |
| 6                        | 8         | LAST NIGHT<br>Mar-Keys, Satellite 107                                          | 5              |
| 7                        | 7         | LET'S TWIST AGAIN<br>Chubby Checker, Parkway 824                               | 7              |
| 8                        | 5         | RAINDROPS<br>Dee Clark, Vee Jay 383                                            | 14             |
| 9                        | 10        | PLEASE STAY<br>Drifters, Atlantic 2105                                         | 9              |
| 10                       | 16        | PRETTY LITTLE ANGEL EYES<br>Curtis Lee, Dunes 2007                             | 5              |
| 11                       | 11        | CUPID<br>Sam Cooke, RCA Victor 7883                                            | 9              |
| 12                       | 20        | I'LL BE THERE<br>Damita Jo, Mercury 71840                                      | 5              |
| 13                       | 13        | SACRED<br>Castells, Era 3048                                                   | 10             |
| 14                       | 9         | EVERY BEAT OF MY HEART<br>Pips, Vee Jay 386                                    | 12             |
| 15                       | —         | MICHAEL<br>Highwaymen, United Artists 258                                      | 4              |
| 16                       | —         | YOU DON'T KNOW WHAT YOU'VE GOT<br>(Until You Lose It)<br>Ral Donner, Gone 5108 | 4              |
| 17                       | 19        | THE FISH<br>Bobby Rydell, Cameo 192                                            | 5              |
| 18                       | 18        | THE SWITCH-A-ROO<br>Hank Ballard and the Midnighters, King 5510                | 6              |
| 19                       | 12        | TRAVELIN' MAN<br>Ricky Nelson, Imperial 5741                                   | 15             |
| 20                       | —         | SCHOOL IS OUT<br>Gary (U. S.) Bonds, LeGrand 1009                              | 2              |

## HOT R & B SIDES

By special survey for week ending 8/6

| This Week | Last Week | Title, Artist, Label                                          | Wks on Chart |
|-----------|-----------|---------------------------------------------------------------|--------------|
| 1         | 1         | TOSSIN' AND TURNIN'<br>Bobby Lewis, Belltone 1002             | 10           |
| 2         | 2         | BOLL WEEVIL SONG<br>Brook Benton, Mercury 71820               | 10           |
| 3         | 3         | I LIKE IT LIKE THAT<br>Chris Kenner, Instant 3229             | 9            |
| 4         | 14        | THE SWITCH-A-ROO<br>Hank Ballard & the Midnighters, King 5510 | 2            |
| 5         | 4         | EVERY BEAT OF MY HEART<br>Pips, Vee Jay 386                   | 10           |
| 6         | 8         | THAT'S WHAT GIRLS ARE MADE FOR<br>Spinners, Tri-Phi 1001      | 7            |
| 7         | 5         | I DON'T MIND<br>James Brown, King 5466                        | 10           |
| 8         | 6         | QUARTER TO THREE<br>(U. S.) Bonds, LeGrand 1008               | 10           |
| 9         | 12        | IT'S GONNA WORK OUT FINE<br>Ike & Tina Turner, Sue 749        | 2            |
| 10        | 9         | NO, NO, NO<br>Chanters, DeLuxe 6191                           | 7            |
| 11        | 7         | PEACE OF MIND<br>B. B. King, Kent 360                         | 7            |
| 12        | 16        | LAST NIGHT<br>Mar-Keys, Satellite 107                         | 4            |
| 13        | 19        | DON'T CRY NO MORE<br>Bobby Blue Bland, Duke 340               | 2            |
| 14        | 11        | RAINDROPS<br>Dee Clark, Vee Jay 383                           | 11           |
| 15        | 13        | STAND BY ME<br>Ben E. King, Atco 6194                         | 12           |
| 16        | 21        | MY TRUE STORY<br>Jive Five, Belltone 1006                     | 6            |
| 17        | 15        | LONESOME WHISTLE BLUES<br>Freddie King, Federal 12415         | 10           |
| 18        | 26        | I DON'T WANT TO TAKE A CHANCE<br>Mary Wells, Motown 1011      | 2            |
| 19        | 23        | I'LL BE THERE<br>Damita Jo, Mercury 71840                     | 3            |
| 20        | 10        | I'VE GOT NEWS FOR YOU<br>Ray Charles, Impulse 202             | 6            |
| 21        | 24        | THE FLOAT<br>Hank Ballard & the Midnighters, King 5510        | 6            |
| 22        | 25        | I NEVER KNEW<br>Clyde McPhatter, Mercury 71841                | 3            |
| 23        | —         | LET THE FOUR WINDS BLOW<br>Fats Domino, Imperial 3764         | 1            |
| 24        | 28        | MIGHTY GOOD LOVIN'<br>Miracles, Tamla 54044                   | 2            |
| 25        | 17        | RAININ' IN MY HEART<br>Slim Harpo, Excello 2194               | 7            |
| 26        | —         | TAKE MY LOVE<br>Little Willie John, King 5516                 | 1            |
| 27        | 22        | PLEASE STAY<br>Drifters, Atlantic 2105                        | 6            |
| 28        | —         | I'M A-TELLING YOU<br>Jerry Butler, Vee Jay 390                | 1            |
| 29        | —         | LET'S TWIST AGAIN<br>Chubby Checker, Parkway 824              | 1            |
| 30        | —         | RUNAROUND<br>Regents, Gee 1071                                | 1            |





# SINGLES PROGRAMMING & BUYING GUIDE

## TOP MARKET BREAKOUTS

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

### NEW YORK

- PRETTY PRETTY GIRL  
Time Tones, Atco
- SONG OF THE NAIROBI TRIO  
Fortune Tellers, Music Makers
- SOLITAIRE (SINCE YOU'RE GONE)  
Embers, Empress
- WIZARD OF LOVE  
Ly-Dells, Master

- STICK SHIFT  
Duals, Sue

### CLEVELAND

- EVERY BREATH I TAKE  
Gene Pitney, Musicor
- BLESS YOU  
Tony Orlando, Epic

### BUFFALO

- BAND OF GOLD  
Roomates, Valmor

### CINCINNATI

- THE BELLS ARE RINGING  
Van Dykes, DeLuxe
- HERE IN MY HEART  
Al Martino, Capitol
- NOW AND FOREVER  
Bert Kaempfert, Decca

### SEATTLE

- THEME FROM SILVER CITY  
Ventures, Dolton
- JOHNNY WILLOW  
Fred Darian, JAF

### NEW ORLEANS

- DON'T CRY NO MORE  
Bobby (Blue) Bland, Duke
- NO SUBSTITUTE FOR LOVE  
Roy Hamilton, Epic

### NEWARK

- SONG OF THE NAIROBI TRIO  
Fortune Tellers, Music Makers
- PRETTY PRETTY GIRL  
Time Tones, Atco
- BAND OF GOLD  
Roomates, Valmor
- RUN, RUN, RUN  
Ronny Douglas, Everest

### HOUSTON

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

### DALLAS-FORT WORTH

- DON'T CRY NO MORE  
Bobby (Blue) Bland, Duke

### CHICAGO

- THIS TIME  
Troy Shondell, Liberty
- TRANSISTOR SISTER  
Freddy Cannon, Swan
- RUN, RUN, RUN  
Ronny Douglas, Everest
- LET ME BELONG TO YOU  
Brian Hyland, ABC Paramount
- EVERY BREATH I TAKE  
Gene Pitney, Musicor

### LOS ANGELES

- THE MOUNTAIN'S HIGH  
Dick & Deedee, Liberty
- BLACKLAND FARMER  
Wink Martindale, Dot
- THEME FROM SILVER CITY  
Ventures, Dolton
- DEDICATED (TO THE SONGS I LOVE)  
Three Friends, Imperial

### PHILADELPHIA

- WHEN WE GET MARRIED  
Dreamlovers, Heritage

### BOSTON

- COME AND GET IT  
Maurice Williams, Herald

### SAN FRANCISCO

- THE MOUNTAIN'S HIGH  
Dick & Deedee, Lama
- SINCE GARY WENT IN THE NAVY  
Marcy Jo, Robbee

### PITTSBURGH

- MAGIC MOON  
Rays, XYZ

## 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

- \*SCHOOL IS OUT, GARY (U. S.) BONDS ..... (Pape, BMI) LeGrand 1009
- \*HURT, TIMI YURO ..... (Miller, ASCAP) Liberty 55343
- \*LET THE FOUR WINDS BLOW, FATS DOMINO (Commodore, BMI) Imperial 5764
- \*RUNAROUND, REGENTS ..... (Broadway, ASCAP) Gee 1071

### C&W

- KISSES NEVER LIE, CARL SMITH ..... (Cedarwood, BMI) Columbia 42042
- TOO MANY TIMES, DON WINTERS ..... (Tannen, BMI) Decca 31253
- \*WHAT WOULD YOU DO, JIM REEVES ..... (Tuckahoe, BMI) RCA Victor 7905
- \*BLUE BLUE DAY, WILBURN BROTHERS ..... (Acuff-Rose, BMI) Decca 31276

### R&B

- LAST NIGHT, MAR-KEYS ..... (East, BMI) Satellite 107
- DON'T CRY NO MORE, BOBBY (BLUE) BLAND ..... (Lion, BMI) Duke 340
- MY TRUE STORY, JIVE FIVE ..... (Steven, BMI) Beltone 1006

the pick of the new releases:

## SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

### Pop

#### ROY ORBISON



**CRYING** (Acuff-Rose, BMI) (2:45) — **CANDY MAN** (January, BMI) (2:43)—Orbison has two sock sides here—a fine follow-up to his recent smash hit "Runnin' Scared." "Crying" features an expressive reading on a moving country-flavored ballad. Flip is an effective folk blues with standout delivery by Orbison. **Monument 447**

#### PAT BOONE



**BIG COLD WIND** (Gil, BMI) (2:11) — **THAT'S MY DESIRE** (Mills, ASCAP) (2:08)—Riding high right now with "Moody River," Boone could have another hit with this disk. "Big Cold Wind" is a haunting theme, reminiscent of "Moody River" in flavor. Boone is also in fine vocal form on the flip, a rockaballad version of Frankie Laine's 1947 hit. Both sides could move out. **Dot 16244**

#### BOBBY VEE



**TAKE GOOD CARE OF MY BABY** (Aldon, BMI) (2:27) **BASHFUL BOB** (Jackson, BMI) (2:10)—Vee swings on an effect duo-track vocal treatment of "Take Care of My Baby," a catchy rhythm-rocker. He is equally strong on "Bashful Bob," a cute novelty with teen-appeal lyrics. Both sides are good, but "Baby" has the edge. **Liberty 55354**

#### JACKIE WILSON



**YOU DON'T KNOW WHAT IT MEANS** (Pearl, BMI)—Wilson wraps up a moving blues-flavored theme in an exciting, emotion-packed reading. Watch it in both pop and r.&b. markets. Flip is "Years From Now" (Merrimac, BMI) (2:33). **Brunswick 55219**

#### LITTLE CAESAR AND THE ROMANS



**HULLY GULLY AGAIN** (Marvilla, BMI) (2:25)—Little Caesar and his group sell this new version of the "Hully Gully" with much enthusiasm. Side is teen slanted and in a bright style. Flip is "Frankie and Johnnie" (Shapiro-Bernstein, ASCAP) (2:20). **Del-Fi 4164**

#### FARON YOUNG



**MOONLIGHT MOUNTAIN** (Vicker, ASCAP) (2:21)—The "Hello Walls" hitmaker has another fine item in this pretty ballad which, besides Young's convincing vocal, also features an engaging soprano obbligato as background. Flip is "Love Has Finally Come My Way" (M. Witmark, ASCAP) (2:09). **Capitol 3753**

#### HANK LOCKLIN



**HAPPY BIRTHDAY TO ME** (Tree-Champion, BMI) (2:25)—**YOU'RE THE REASON** (American, BMI) (2:17)—Two strong weepers from Hank this time out. The first has a moving Locklin vocal with choral and organ accompaniment. The second side is a feelingful singing effort backed by an engaging choral arrangement. Both sides could go. **RCA Victor 7921**

#### NINO AND THE EBB TIDES



**JUKE BOX SATURDAY NIGHT** (Mutual, ASCAP) (2:34)—The old Glenn Miller-Modernaires hit of many years ago gets a rocking up-to-date treatment that incorporates recent hits like "Book of Love" and "Get a Job" into the material. Flip is "(Someday) I'll Fall in Love" (Monument, BMI) (2:18). **Madison 166**

#### BETSY BRYE



**PAPA OH PAPA** (Knollwood, ASCAP) (2:32)—The young thrush has an emotion-packed reading here of a teen-appeal lyric about a girl's thoughts as she is walking down the aisle. Backing is distinctively styled. The flip side is "Lovin' Eyes" (Thursday, BMI) (1:42). **Mala 439**

#### THE SINCERES



**PLEASE DON'T CHEAT ON ME** (Vince Rago, BMI) (2:14)—The Sincereres come through with a strong reading of a bright rocker in which they show off a good blend and some catchy vocal gimmicks. Aimed at the teen set. Flip is "If You Should Leave Me" (Vince Rago, BMI) (2:27). **Richie 545**

#### THE FLEAS



**SCRATCHIN'** (4-Star, BMI) (2:35)—Teen-slanted dinking about a lad who has to scratch when he meets his girl friend, is sold neatly on this happy rocker. A side with a chance. Flip is "Tears" (Jat, BMI). **Challenge 9115**

(Continued on page 29)

# A DOUBLE-HEADER!



**JO ANN CAMPBELL**

**TEDDY RANDAZZO**

**EDDIE  
MY LOVE**

**LET THE  
SUNSHINE IN**

b/w  
**IT WASN'T RIGHT**

b/w  
**BROKEN BELL**

ABC-10224

ABC-10228

**ORDER BOTH BIG! ORDER BOTH NOW!**

**ABC-PARAMOUNT**





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The pick of the new releases:

## SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week

• Continued from page 20

**PEREZ PRADO FEATURES THE NEW DANCE LA CHUNGA**

RCA Victor LMP-2379 (Stereo & Monaural)—The tunes included in this LP by the Prado band form what might be a basic repertoire for an exciting new dance craze. Prado has vented a new dance step, "La Chunga," and the Arthur Murray Dance Studios are teaching it. The exhilarating dance rhythms contained on this LP should get "La Chunga" off to a flying start. They are filled with Latin American swing, fine group vocalizing and splendid, punching organ work reminiscent of Perez' "Patricia" hit. The liner also briefly outlines and illustrates the steps to the new dance; this, along with the Arthur Murray tie-in, should help the sale of the set.



**THE IMMORTAL VICTOR HERBERT**

The Robert Shaw Chorale and Orchestra. RCA Victor LM-2515 (Stereo & Monaural)—Some of the favorite operetta melodies of all time are presented in this delightful production. Such shows as "Mlle. Modiste," "Babes in Toyland," "The Fortune Teller," "Naughty Marietta," "Sweethearts," "Eileen" and "The Red Mill," are all represented and they are performed in handsome fashion by soloists Saramae Endich, Florence Kopleff, Mallory Walker and Calvin Marsh, along with the chorus and ork. Much appeal here.



**THE VAGABOND KING**

Mario Lanza. RCA Victor LM-2509 — Rudolf Friml's much-loved operetta, "Vagabond King," was the last recorded vehicle for the thrilling voice of Mario Lanza. On this set Lanza's powerful singing is teamed with that of Judith Raskin, a marvelous soprano, in some of the world's most famous love duets: "Only a Rose," "Someday" and "Tomorrow." In addition, Lanza's rich and powerful tones are heard on the famous "Song of the Vagabonds," where he is supported by a huge vocal chorus and orchestra. The recording is excellent, full of brilliant highlights and lush moments. Since these were the very last recordings by the late tenor they are bound to cause much comment and sales action.



**ALL THE WAY**

Brenda Lee. Decca DL 74176 (Stereo & Monaural)—The swingin', 16-year-old thrush pounds out a flock of terrific efforts here, including her latest hit, "Dum Dum," with its flip, "Eventually." Others include "Lover Come Back to Me," "Sunny Side of the Street" and "Do I Worry." Fine performances, all backed in stylishly by Owen Bradley's ork and chorus. This one should do well at counters and racks.



**THE BOLL WEEVIL SONG**

Brook Benton. Mercury MG 20641 (Stereo & Monaural)—Benton pairs his current smash, "Boll Weevil Song," with 11 others to produce a set that's bound to sell and sell. Many of the tunes are, as usual, written by himself, including "A Worried Man," "Careless Love" and "Four Thousand Years Ago," and he turns them out in classy fashion. Fine wax with a cover that shows off the titles in colorful style. Set contains several potential singles, too.



**PORTRAIT OF JOHNNY**

Johnny Mathis. Columbia CL 1644 (Stereo & Monaural)—A de luxe merchandising effort is represented here, with the fine color cover painting of Mathis, reproduced in a gold titled frame, which is attached to the liner. Aptly titled "A Portrait of Johnny," the set contains a flock of his more recent hits such as "Starbright," "How to Handle a Woman" and "Oh That Feeling." Smart, highly commercial wax with a promotion gimmick that's bound to score.



**LAWRENCE GOES LATIN**

Steve Lawrence. United Artists UAS 6114 (Stereo & Monaural)—Lawrence has taken a leaf out of the Peggy Lee book here as he selects a number of familiar show tunes and does them to a strong Latin ork background, accenting percussion effects. The results are highly listenable and spinnable. Repertoire includes "Shall We Dance," "Just in Time," "Small World" and "Tonight." Good cover shot of the singer.



**DANCING IN WONDERLAND**

Bert Kaempfert. Decca DL 74161 (Stereo & Monaural)—Conductor, arranger, and composer, Bert Kaempfert, offers a program of fine dancing music. Included in this collection of favorites are three fine tunes of his own: "Only Those in Love," "Funny Talk" and "Now and Forever." Some of the oldies are "Unchained Melody," "Blue Moon" and "When I Fall in Love." The arrangements are lush and very danceable and the set should enjoy a steady sale.



**MORE GREAT MOTION PICTURE THEMES**

Various Artists. United Artists UAS 6158 (Stereo & Monaural)—Another collection of themes from motion pictures (some original sound tracks) performed by such artists as Ferrante and Teicher, Al Caiola, Andre Previn, Don Costa and even Marilyn Monroe. Themes included are "Never on Sunday," "Goodbye Again," "Moulin Rouge," "Gone With the Wind" and "Paris Blues." A number of these have been hits and the album should draw the many fans of film music.



(Continued on page 32)

**THE BIG  
C  
TRACK RECORD**

THE CHORDETTES  
NEVER ON SUNDAY  
Cadence 1402  
on the Charts and in the Money

EDDIE HODGES  
I'M GONNA KNOCK ON YOUR DOOR  
Cadence 1397  
on the Charts and in the Money

DON SHIRLEY TRIO  
WATER BOY  
Cadence 1392  
on the Charts and in the Money

THE EVERLY BROTHERS  
ALL I HAVE TO DO IS DREAM  
Cadence 1604  
on the Charts and in the Money

GEORGE FEYER  
MY CLAIR DE LUNE  
Cadence 1403  
We still think this could make it

JOHNNY TILLOTSON  
WITHOUT YOU  
Cadence-1404  
off and running

DON CARROLL  
SEVEN-UP AND ICE CREAM SODA  
Cadence 1405  
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# THE NATION'S TOP TUNES

# HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING AUGUST 6

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         | 1         | TOSSIN' AND TURNIN'                                | By Adams-Rene—Published by Steven (BMI)                                         | 9              |
| 2         | 2         | BOLL WEEVIL SONG                                   | By Clyde Otis-Brook Benton—Published by Play (BMI)                              | 9              |
| 3         | 3         | NEVER ON SUNDAY                                    | By Manos Hadjidakis—Published by Esteem-Sidmore (BMI)                           | 18             |
| 4         | 11        | DUM DUM                                            | By Sharon Sheeley-Jackie DeShannon—Published by Metris (BMI)                    | 5              |
| 5         | 5         | YELLOW BIRD                                        | By Luboff-Keith—Published by Frank (ASCAP)                                      | 8              |
| 6         | 12        | I LIKE IT LIKE THAT                                | By Chris Kenner—Published by Tune-Kel (BMI)                                     | 5              |
| 7         | 7         | SAN ANTONIO ROSE                                   | By Bob Wills—Published by Bourne (ASCAP)                                        | 6              |
| 8         | 10        | HATS OFF TO LARRY                                  | By Del Shannon—Published by Vicki-McLaughlin (BMI)                              | 6              |
| 9         | 4         | QUARTER TO THREE                                   | By Barge-Guida-Anderson-Rayster—Published by Pepe (BMI)                         | 9              |
| 10        | 18        | LAST NIGHT                                         | By Mar-Keys—Published by East-Bals (BMI)                                        | 2              |
| 11        | 14        | TOGETHER                                           | By De Sylva, Brown & Henderson—Published by De Sylva, Brown & Henderson (ASCAP) | 5              |
| 12        | 15        | LET'S TWIST AGAIN                                  | By Mann-Appell—Published by Kalmann (ASCAP)                                     | 3              |
| 13        | 23        | WOODEN HEART (Muss I Denn)                         | By Wise-Weisman-Twomey-Kaempfert—Published by Gladys (ASCAP)                    | 2              |
| 14        | 8         | RAINDROPS                                          | By Dee Clark—Published by Conrad (BMI)                                          | 10             |
| 15        | 6         | EVERY BEAT OF MY HEART                             | By Johnny Otis—Published by Valjo (BMI)                                         | 9              |
| 16        | 16        | PLEASE STAY                                        | By Bert Bacharach-Bob Hilliard—Published by 11th Floor-Quartet-Walden (ASCAP)   | 5              |
| 17        | 9         | MOODY RIVER                                        | By Gary Bruce—Published by Keva (BMI)                                           | 10             |
| 18        | 21        | MY KIND OF GIRL                                    | By Leslie Bricusse—Published by Hollis (BMI)                                    | 3              |
| 19        | 17        | TRAVELIN' MAN                                      | By Jerry Fuller—Published by Golden West Melodies (BMI)                         | 13             |
| 20        | 20        | CUPID                                              | By Sam Cooke—Published by Kags (BMI)                                            | 4              |
| 21        | 28        | PRETTY LITTLE ANGEL EYES                           | By Lee-Boyce—Published by S-P-R (BMI)                                           | 2              |
| 22        | 13        | HELLO MARY LOU                                     | By Gene Pitney—Published by January (BMI)                                       | 12             |
| 23        | 30        | I'LL BE THERE                                      | By King-Glick-Jones—Published by Progressive-Trio (BMI)                         | 2              |
| 24        | —         | MICHAEL                                            | By Dave Fisher—Published by United Artists (ASCAP)                              | 1              |
| 25        | 25        | SACRED                                             | By A. Ross-W. Landau—Published by Bamboo-Daywin (BMI)                           | 4              |
| 26        | 26        | THE SWITCH-A-ROO                                   | By Hank Ballard—Published by Ha-Lo (BMI)                                        | 3              |
| 27        | 29        | THE FISH                                           | By Lowe-Mann-Appell—Published by Lowe (ASCAP)                                   | 2              |
| 28        | —         | YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It) | By P. Hampton-D. Burton—Published by Sequence (ASCAP)                           | 1              |
| 29        | —         | THAT'S WHAT GIRLS ARE MADE FOR                     | By H. Fuqua-G. Gordy—Published by Fuqua (BMI)                                   | 1              |
| 30        | —         | SCHOOL IS OUT                                      | By Anderson-Barge—Published by Pepe (BMI)                                       | 1              |

### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- 1. TOSSIN' AND TURNIN'** — Bobby Lewis, Beltone 1002.
- 2. BOLL WEEVIL SONG** — Brook Benton, Mercury 71820.
- 3. NEVER ON SUNDAY** — Lale Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United Artists 304.
- 4. DUM DUM** — Brenda Lee, Decca 31272.
- 5. YELLOW BIRD** — Bards, Cuca 1038; Gary Crosby, MGM 13017; Arthur Lyman Group, Hi Fi 5024; Mills Brothers, Dot 16234; Lawrence Walk, Dot 16222; Roger Williams, Kapp 408.
- 6. I LIKE IT LIKE THAT** — Chris Kenner, Instant 3229.
- 7. SAN ANTONIO ROSE** — Floyd Cramer, RCA Victor 7893; Frantics, Dolton 33.
- 8. HATS OFF TO LARRY** — Del Shannon, Big Top 3075.
- 9. QUARTER TO THREE** — U. S. Bonds, LeGrand 1008.
- 10. LAST NIGHT** — Mar-Keys, Satellite 107.
- 11. TOGETHER** — Connie Francis, MGM 13019; Steve Gibson, ABC Paramount 10105; Guy Lombardo, Decca 27560.
- 12. LET'S TWIST AGAIN** — Chubby Checker, Parkway 824.
- 13. WOODEN HEART (Muss I Denn)** — Joe Dowell, Smash 1078; Gus Backus, Fono-Graf 1234.
- 14. RAINDROPS** — Dee Clark, Vee Jay 383.
- 15. EVERY BEAT OF MY HEART** — Gladys Knight, Fury 1050; Midnights, Deluxe 6190; Pips, Vee Jay 386.
- 16. PLEASE STAY** — Drifters, Atlantic 2105.
- 17. MOODY RIVER** — Pat Boone, Dot 16209; Chase Webster, Southern Sound 101.
- 18. MY KIND OF GIRL** — Matt Monro, Warwick 636.
- 19. TRAVELIN' MAN** — Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.
- 20. CUPID** — Sam Cooke, RCA Victor 7883.
- 21. PRETTY LITTLE ANGEL EYES** — Curtis Lee, Dunes 2007.
- 22. HELLO MARY LOU** — Ricky Nelson, Imperial 5741.
- 23. I'LL BE THERE** — Damita Jo, Mercury 71840.
- 24. MICHAEL** — Highwaymen, United Artists 258.
- 25. SACRED** — Castells, Era 3048.
- 26. THE SWITCH-A-ROO** — Hank Ballard and the Midnighters, King 5510.
- 27. THE FISH** — Bobby Rydell, Cameo 192.
- 28. YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)** — Ral Donner, Gone 5108.
- 29. THAT'S WHAT GIRLS ARE MADE FOR** — Spinners, Tri-Phi 1001.
- 30. SCHOOL IS OUT** — Gary (U. S.) Bonds, LeGrand 1009.

WARNING—The title 'HONOR ROLL OF HITS' is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of either may not be made without Billboard Music Week's consent. Requests for such consent should be submitted in writing to the publishers of Billboard Music Week at 1564 Broadway, New York 36, N. Y.

## The pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

• Continued from page 30

### BRAZEN BRASS FEATURES SAXES

**Henry Jerome and His Ork.** Decca DL 74127 (Stereo & Monaural)—The sax section for the first time in the "brazen brass" series, gets the spotlight treatment here, as the big crew undertakes fancy stereo interpretations of a number of swing era war horses, like "Don't Be That Way," (Goodman); "Sunrise Serenade," (Miller), etc. The date was set up with five-man sax sections on both right and left. These chatter back and forth in an interesting question and answer technique, with brass and rhythm in the center. Stereo fans will dig this new approach, and the set can be expected to do solid business.

### THE DIXIE REBELS, VOL. 2

**(Big Jeb) Dooley.** Command RS 825 SD (Stereo & Monaural)—A good, vibrant Dixie set with detailed liner notes inside the double-fold cover, on the artist, trumpeter Dooley, as well as the derivation of the idiom. For sound fans, the album as the Command line in general boasts top quality, but the set should sell well in jazz and pop circles, too. Traditionals such as "Ja Da," "Milenberg Joys," "Limehouse Blues" and "Tiger Rag" are included. Smart wax that should continue the Command hit string.

### Classical

### THE SOUND OF STOKOWSKI AND WAGNER

**Symphony of the Air (Stokowski).** RCA Victor LM-2555 (Stereo & Monaural)—This is music for which Stokowski's interpretations have no peers. His conducting of Wagner always has been something special and he is in top form in this group of well-known works. These include the "Ride of Valkyries," the Prelude to Act 3 of "Tristan and Isolde," the Entrance of the Gods into Valhalla from "Das Rheingold," and the Overture and Venusberg music from "Tannhauser." Massive, dramatic and prayerful in turn, this music is truly a Stokowski spectacular.

### BEETHOVEN: "EMPEROR" CONCERTO

**Van Cliburn, Fritz Reiner; Chicago Symphony.** RCA Victor LM-2562 (Stereo & Monaural)—Another fine performance from Van Cliburn. He presents a reading of the "Emperor" concerto that is dynamic and full of vitality and musical precision. Working with conductor Fritz Reiner has proved quite successful; Cliburn is most ably supported by the orchestra under maestro Reiner's guidance. The album should be a hot chart item and move out of stores at top speed.

### BERNSTEIN CONDUCTS SYMPHONIC DANCES FROM WEST SIDE STORY & SYMPHONIC SUITE FROM ON THE WATERFRONT

**New York Philharmonic (Bernstein).** Columbia MS 6251 (Stereo & Monaural) — Leonard Bernstein's scores for "West Side Story" and "On the Waterfront" were extraordinary and music lovers are treated here to a fine performance of the "Symphonic Dances From West Side Story" and "Symphonic Suite From On the Waterfront" by the New York Philharmonic Orchestra under the direction of the composer himself. Both scores stand up extremely well on their own, and the well-made album should be a valuable addition to every record collection.

### CHOPIN: PIANO CONCERTO NO. 1, IN E MINOR, OP. 11; LISZT TODTENTANZ

**Philadelphia Ork (Eugene Ormandy) and Alexander Bralowsky, pianist.** Columbia MS 6252 (Stereo & Monaural) — There are numerous versions of this well-known work already on record, but this new stereo performance, which teams two top names, is bound to garner much of the action from here on in. A masterful job indeed by the veteran pianist, assisted with great skill by the Philadelphia Orchestra. Dealers can do much business with this one. (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         | 1         | NEVER ON SUNDAY—Esteem-Sidmore (BMI)   | 14             |
| 2         | 2         | EXODUS—Chappell (ASCAP)                | 36             |
| 3         | 3         | CALCUTTA—Pincus-Symphony House (ASCAP) | 31             |
| 4         | 5         | YELLOW BIRD—Frank (ASCAP)              | 7              |
| 5         | 6         | LAST DATE—Acuff-Rose (BMI)             | 32             |
| 6         | 8         | HELLO MARY LOU—January (BMI)           | 5              |
| 7         | 10        | SAN ANTONIO ROSE—Bourne (ASCAP)        | 5              |
| 8         | 9         | WHEELS—Dundee (BMI)                    | 24             |
| 9         | 14        | WONDERLAND BY NIGHT—Roosevelt (BMI)    | 28             |
| 10        | —         | MICHAEL—United Artists (ASCAP)         | 1              |
| 11        | 4         | HEY, LOOK ME OVER—Morris (ASCAP)       | 27             |
| 12        | 11        | APACHE—Regent (BMI)                    | 21             |
| 13        | —         | MY KIND OF GIRL—Hollis (BMI)           | 1              |
| 14        | 15        | MISTY—Octave (ASCAP)                   | 53             |
| 15        | —         | THEME FROM COME SEPTEMBER—Adaris (BMI) | 1              |

# THANKS!

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THE TOP 10**

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**"SHAKE SHAKE SHERRY"**

**THE REDWOODS**  
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**DIRECTION: Burton Management Inc.**

**ANDREA CARROLL'S**

**"PLEASE DON'T TALK  
TO THE LIFEGUARD"**

**5-9450**



**IS  
REALLY  
ON THE  
MOVE!**

the pick of the new releases:

# SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 32

## 60 YEARS OF MUSIC AMERICA LOVES BEST—(VOL. III) (Red Seal)



Various Artists. RCA Victor LM-3574—Specially priced (for a limited time) at \$1.98, this collection of unforgettable performances of the past should enjoy sure-fire sales. Sides—culled from Victor's best selling album set of the same title—includes standout collector's waxings by Marian Anderson, Fiedler, Kreisler, Pinza, Lily Pons, Horowitz, Koussevitzky, Toscanini, Caruso, Bjoerling, John Barrymore and Kirsten Flagstad.

### Semi-Classical

#### HEARTS IN ¾ TIME



Boston Pops Ork (Fiedler). RCA Victor LM-2556 (Stereo & Monaural)—Superb performances and sound mark this lush and lovely album of famous waltzes by the Boston Pops under Arthur Fiedler. The waltzes range from the title tune, to "Danube Waves," "Gold and Silver Waltz" and "Valse Bluette." Album can sell to the semi-classical, classical and adult pop market.

### Sound

#### STEREO ACTION GOES BROADWAY



Dick Schory's Percussion and Brass Ensemble. (RCA Victor LSA-2382)—A group of show tunes engage the attention of Dick Schory and his percussion and brass ensemble on this sparkling new Stereo Action disk. It features the wild ping-pong from speaker to speaker that has been a part of the series, plus bright musicianship and performances. The tunes include "Heat Wave," "Camelot," "Show Me" and "The Sound of Music." Good wax for stereo fans everywhere.

### Comedy

#### AIN'T THAT WEIRD?



Brother Dave Gardner. RCA Victor LPM-2335 (Stereo & Monaural)—Gardner has had two best selling albums as a result of his exposure on the Jack Paar NBC-TV show, and this one should chalk up similar sales success. The rural-styled comic is in his usual top comedy form on this package, recorded live at the Will Rogers Memorial Auditorium in Fort Worth. Should appeal strongly to his loyal following.

### Children Low Price

#### BUGS BUNNY SONGFEST



Original Cartoon Voices; the Sandpiper Chorus. Golden LP 71—Many of the original Bugs Bunny cartoon voices are re-created here, along with Bugs himself. There's a lot of merry cavorting, through many different tunes, which feature the Sandpiper chorus in addition to the comic rabbit and his buddies. One side is devoted to various adventures of the characters, with the flip devoted to a birthday song for the months of the year. Much fun for the younger kiddies.

### Instruction

#### THE SOUND OF JAZZ: THE SOUND OF BRUSHES



Various Artists. Music Minus One. MMO 175—Music Minus One has come up with another fine music instruction LP. Top-flight jazz sidemen like bassists Addison Farmer and Wilbur Ware and pianist Mal Waldron play easy-to-follow jazz, with gaps left for the student's own wire brush skill. For the beginner, creator Charley Perry demonstrates the basic brush strokes used in contemporary drumming, and an illustrated pamphlet pictures the grips and strokes to be used. A pair of wire brushes are included with the set which makes for added merchandising value.

## POP LP'S

★★★★ STRONG SALES POTENTIAL

#### ★★★★ BROADWAY BONGOS AND MR. "B"

Billy Eckstine. Mercury SR 60637 (Stereo & Monaural)—This is one of the best albums made by Billy Eckstine in many years. He is singing again on this record, and singing with confidence in his old style. The tunes are made to order for the singer, ranging from "If Ever I Would Leave You," to "Tonight," plus hits from other Broadway shows. And he is backed smartly by the Hal Mooney ork, with arrangements that are in the current groove. A strong new album that could help win back many of Mr. B's fans.

★★★★ THE BAND WITH THE BEAT! Bill Doggett and His Combo. Warner Bros. W 1421—Doggett's sock, swinging organ solo style is spotlighted here on a group of zestful selections. Tunes include "Pony Walk," "Lucy," "Open the Door, Richard!" and "Petite Fleur." Solid dance

music and programming for hip jocks with appeal for r.&b. buyers as well as pop.

★★★★ GREAT FOR DANCING VOL. 3 The Sociables. ABC Paramount ABC-376 (Stereo & Monaural)—The first two volumes of this series enjoyed solid sales and this follow-up should appeal strongly to the same buyers. It features light, bouncy instrumental treatments of 40 nostalgic standards—all show tunes—with a neat, danceable beat. Selections include "You're the Cream in My Coffee," "My Funny Valentine" and "Button Up Your Overcoat."

★★★★ BANJO MAGIC Eddie Peabody. Dot DLP 25376 (Stereo & Monaural)—The old master of the banjo shows what a variety of rhythm, sound and expression can be coaxed out of his instrument. A Latin-styled version of "All the Things You Are," is in contrast with a

military-flavored "Strike Up the Band," a Hawaiian sounding "Red Sails in the Sunset," and his old-fashioned banjo attack on "China Boy." Peabody has a big following—he's done at least seven previous LP's for Dot—and they should go for this as one of his best.

#### ★★★★ THE RIOTOUS, RAUCOUS, RED-HOT 20'S

Joe (Fingers) Carr. Warner Bros. W 1423—Joe (Fingers) Carr, the Girls From Club 16, the Harmony Boys and the Wildcat Jazz Band join forces for a wonderfully happy enthusiastic recording that is right in the current roaring '20's trend. The tunes include some of the best-known novelties of the era. "Yes We Have No Bananas," "Ice Cream," "Collegiate," and "The Sheik of Araby," are among the selections. Carr, the girls and the boys handle them with sparkle, and the album could turn into a strong seller. Fine wax for parties too. Companion wax is one called "Flappers, Speakeasies and Bathub Gin," also released by Warners this week, with performances by many of the same acts.

#### ★★★★ SPECIAL DELIVERY

Della Reese. RCA Victor LPM-2391 (Stereo & Monaural)—The thrush is in fine, rich vocal form on this album, which spotlights her stylized delivery on a collection of (Continued on page 35)

#### CHART BREAKER!

A LITTLE BIT OF SOAP  
The Jarmels  
LAURIE 3098

ANNETTE'S  
NEW SINGLE  
'HAWAIIAN LOVE TALK'  
b/w  
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## ● Reviews of New Albums

● Continued from page 34

nostalgic standards with tasteful backing by Mercer Ellington. Selections — each eminently spinnable, include the canary's recent single, "Bill Bailey," "You Made Me Love You," "Three o'Clock in the Morning," etc.

**★★★★ THE YOUNG SAVAGES**  
Sound Track, Columbia CS 8473 (Stereo & Monaural)—The background score for this rough and ready picture about teen violence in New York employs cleverly devised and contrasting jazz themes to convey the message. Composer Amram has done a first-rate job, such that the music is listenable in itself, apart from its association with the picture. Particularly in light of the hoopla on the film, the package can be expected to enjoy brisk activity and in fact, lends itself well to programming.

**★★★★ ANYMORE**  
Roy Drusky, Decca DL 74160. (Stereo & Monaural) — Strong, warm-hearted performances by Roy Drusky, including his current hit, "Three Hearts in a Tangle," are featured here. The chanter has a mighty convincing style on such tunes as Jack Scott's "Burning Bridges," and country ballads like "I'd Rather Loan You Out," and "I Wonder Where You Are Tonight." In addition, there are a number of the artist's own tunes, too. Set should get a strong play in both country and pop markets.

### 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.

**★★★★ I LOVE PARIS**  
Pete Fountain, Coral CRL 757378. (Stereo & Monaural) — Fountain strays far from the Dixie path on this latest effort, as he applies his sub-toned clarinet sound to a number of popular melodies having to do with France, with a backing by a big ork, highlighting strings. It thus becomes a fine mood presentation, with such tunes as "I Love Paris," "La Vie En Rose," and "April in Paris," featured. Artful cover shows a winking Pete Fountain in typically French attire. Set can do a lot of business.

**★★★★ BAWDY BARRACKS BALLADS, VOL. 2**  
The Four Sergeants, ABC Paramount ABC 381. (Stereo & Monaural) — Double etende take the day on this, the second in the series of "Bawdy Barracks Ballads" from Ampar. The 12 tracks are composed of naughty type tunes most of which will provide a smirk or two for those liking this kind of comedy song. The tunes are sung in rousing style which befits the material. The backgrounds are of a simple nature. Some of the tunes included are "The Sea Wolf," "She Had to Go and Lose It at the Astor" and "No Hips at All," which should give some idea of material's nature.

**★★★★ GREAT POP HITS IN BOOGIE WOOGIE**  
Jack Fina, Dot DLP 25374. (Stereo & Monaural) — Fanciers of boogie woogie piano interpretations will get a boot out of this LP. Fina tears into a number of past hits, playing them with that eight-to-the-bar feeling. There are also spots of organ solo on some of the 12 tracks. The backing is simple and composed chiefly of drums, bass and guitar, with Fina's piano of course. Among the older hits included are "Moonglow," "Heartaches," "Paper Doll" and "Lazy River."

**★★★ MODERATE SALES POTENTIAL**

**★★★★ FABULOUS SONGS OF THE 30's**  
Charlie McKenzie, Dot DLP 25377 (Stereo & Monaural)

**★★★ YOUNG LOVE**  
Tab Hunter, Dot DLP 25370 (Stereo & Monaural).

**★★★ SONGS FATHER TAUGHT ME**  
Father Joseph Dustin, C.S.S.R. Riverside RLP 97509 (Stereo & Monaural).

**★★★ STRINGS OVER HAWAII**  
Don Tiare and His Enchanting Viollns. Warner Bros. W 1420.

**★★★ THE MANY KEYBOARDS OF THE AMAZING PAUL RENARD**  
Riverside RLP 97507 (Stereo & Monaural).

**★★★ ROY SMECK, HIS SINGING GUITAR AND PARADISE SINGERS**  
ABC Paramount ABC-379 (Stereo & Monaural).

**★★★ THE GOLDEN TOUCH PLAYS 26 GOLDEN FAVORITES**  
Frank Cammarata, ABC Paramount ABC 377 (Stereo & Monaural).

**★★★ LATIN CARNIVAL**  
Eddie Calvert, ABC Paramount ABC-384 (Stereo & Monaural).

**★★★ LIKE YESTERDAY**  
Von Dexter & His Ork, Imperial LP 9124.

**★★★ LOLA WANTS YOU**  
Lola Albright, Kem LP 101.

**★★★ C'EST SI BON**  
Bob Crosby, Dot DLP 25382. (Stereo & Monaural).

### JAZZ LP'S

**★★★★ STRONG SALES POTENTIAL**

**★★★★ GLIDIN' ALONG**  
Benny Green Quintet Jazzland JLP 9435 (Stereo & Monaural)—Good swinging modern jazz with plenty of expressive, extrovert solo passages. Green's sliding horn has deep roots in the '30's but he has managed to evolve and move with the times, as these modern solo excursions show. Green is joined by others with good marquee value too—J. Griffin, tenor; Junior-Mance, piano; Paul Chamber, and Larry Gales alternating on bass; and Ben Riley on drums. Seven neatly contrasting sides included.

**★★★★ ABOARD THE DIXIE HI-FLYER**  
Miff Mole and His Dixieland Band, Stepheny MF 4011—Mole and his slide trombone share something of a name among the Dixie traditionalists, and here Mole shows his own virtuosity in this idiom, along with that of a band consisting of a rather time-honored line-up of trumpet, sub-toned clarinet, Mole's trombone and a rhythm section. "Wolverine Blues," "Jimtown Blues," and several Mole originals comprise the repertoire. For strictly Dixie-minded buyers.

**★★★★ EZZ-THEITICS**  
George Russell Sextet, Riverside RLP 9375 (Stereo & Monaural)—Here is a package of what could be called new dimensions. The sextet (trumpet, trombone, alto, plus rhythm) explores in the fascinating, but occasionally monotonous world of atonality. Yet this is vibrant and exciting stuff, both in the ensemble work as well as in the startlingly organ solo passages. Pianist Russell, the leader on the date, wrote three of the tunes, with Miles Davis, Dave Baker and Thelonious Monk contributing others. There's much of interest here and it demands plenty of attention.

**★★★★ GRIFF & LOCK**  
Eddie (Lockjaw) Davis & Johnny Griffin Quintet, Jazzland JLP 9425. (Stereo & Monaural) — Eddie (Lockjaw) Davis and Johnny Griffin team up once again on the Riverside substd Jazzland, for a highly explosive series of tenor sax exchanges. There are six tracks in all, in varying up-tempo. The two tenor men are ably assisted by Junior Mance on piano, Ben Riley, drums and Larry Gales, bass. The two musicians have picked "Last Train From Overbrook," "Second Balcony Jump" and "Good Bait" among their titles.

**★★★★ JIMMY HEATH: THE QUOTA**  
Riverside RLP 9372. (Stereo & Monaural) — Four of the six tunes on this LP have been composed by Jimmy Heath. Like his tenor sax playing, they are forceful and direct. The ensemble plays them with much precision. The group is a well-balanced aggregation, six men strong, which numbers among its members Jimmy's brother Percy (bassist with the MJQ) and Al (drummer with the Jazztet). Fine solos are also contributed by Freddie Hubbard on trumpet, Julius Watkins, French horn and Cedar Walton, piano. This LP should appeal to those collectors who like their jazz in the modern groove.

**★★★ MODERATE SALES POTENTIAL**

**★★★★ A JAZZ PROFILE OF RAY CHARLES**  
Jack Sheldon, Reprise R 2004.

**★★★ PLENTY OF HORN**  
Ted Curson, Old Town LP 2003.

**★★★★ NEW ORLEANS: THE LIVING LEGENDS**  
Jim Robinson & His New Orleans Band, Riverside RLP 9369. (Stereo & Monaural).

**C&W LP'S**

**★★★★ STRONG SALES POTENTIAL**

**★★★★ ONCE IN A LIFETIME**  
Slim Whitman, Imperial LP 9156—The noted western singer, who has always been a steady seller here and in England, turns  
*(Continued on page 36)*

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# Hub Operating Combine Adds 10th Co.; New Mergers Seen

By CAMERON DEWAR

BOSTON—Another local music and amusement games company has joined the growing vending division here of American International Bowling Corporation (AIBC) now in temporary offices at 818 Albany Street. The merger of Beacon Hill Music Company, operated by David Gropman, brings to 10 the number of firms now in this group. AIBC is still negotiating mergers with other such companies.

The merger was effected by a stock transfer, according to Gropman, and the firm's routes integrate into the AIBC. He now holds the position of route operations region manager and the rest of his personnel has been absorbed by AIBC.

"This is the answer to the small man's problem of diversification,"

Gropman declared. "I believe it is no longer possible for the little man to continue to operate music and games without adding some form of vending," he continued.

### Advocates Mergers

He theorizes that it is only a matter of time before 50 per cent of the small business in the United States will be in a death struggle for survival and he sees no solution but to enter into some similar merger plan. Gropman believes that only by this method can the customer expect top equipment and service that is so necessary for successful operation of music and games today.

"Pooling all resources to bring the best to the customer" is how he describes his move to AIBC. He pointed out what he believed to be many advantages of such a step. "It is now possible for one

of my men to make 40 calls each day against 20 under the old system," Gropman said. "It is now possible to set up service calls by district, whereas previously a man could spend half his time getting from one side of the city to the other."

### Purchasing Power

It also eliminates duplication of office expense, bookkeeping, radio-telephone service, trucking, repair departments, and what to Gropman is one of the big advantages, purchasing power.

AIBC is currently closing a deal whereby it will acquire land on Route 128, the circumferential highway around Boston, to build a 20,000-square-foot modern plant with commissary facilities. David J. Baker, formerly of Melo-Tone Vending Company, Inc., heads the Boston unit.

EDITORIAL

## Consider Co-Ops

The small, independent juke box operator still forms the backbone of the industry. However, his days may be numbered, if the indications from Boston and Detroit are given serious consideration.

In two separate, but parallel actions, operator co-operatives have been formed in the two cities. The Boston combine is a division of a corporation. The Detroit group, as yet unincorporated, is described as a "co-operative investment group."

Both groups consist of 10 operators each, and both groups have roughly the same objectives. They are meant to cut down service costs by having the routeman cover stops in the same area, and to reduce record and equipment outlay by mass purchasing.

Other advantages are quite obvious. As many as 10 heads are generally better than one in coping with programming, servicing and financing problems. The combines are certainly in a better position to seek a bank loan than would be the individual operator.

The group practice concept, while new to the juke box field, has been tried and proved successful in the merchandise vending field.

Some of the vending combines have floated public stock issues and are listed with other reputable over-the-counter stocks. These stocks, by the way, have skyrocketed this year.

In terms of opportunity to young men, entering the coin machine field, the combine offers a much brighter future than an independent operation.

Only a couple of months ago, independent operators were concerned about the entry of the giant Canteen Corporation into the juke box operating field.

At that time, we felt that a well-managed, publicly held firm would lend prestige to the field, and, in the long run, help the industry. We still feel that way.

It could be that Canteen's entry into the operating business has been in some measure responsible for the Detroit and Boston situations. If that is the case, Canteen's move has already benefited the industry.

We hope that other operators throughout the nation study carefully the Boston and Detroit situations and determine whether similar arrangements are feasible in their communities.

## Detroit Operators Form Co-Operative

By HAL REVES

DETROIT—An operational co-operative formed at the start of the year by 10 of Detroit's largest juke box operators has been quietly—and apparently successfully—functioning for some six months, it has been learned.

The group is described as a "co-operative investment group," with each member continuing to own his own route, but efforts are pooled for efficiency and better customer service.

Names of the operators concerned are being withheld at this time, although they have discussed formal incorporation. It is pointed out that this is not an association or a partnership in the usual sense. Scope of operations is indicated by the fact the 10 men control about 800 juke boxes around Detroit between them.

"The day of the rugged individualist" is gone, a spokesman said, as he explained the background of the new set-up.

### New Breed

"We are getting a whole new breed of customers—people who have always worked for their livelihood at a job. But a man of 35 or 40 loses his job, and perhaps buys a bar or restaurant. He has no experience dealing with the public,

the inspections, and so on—and we operators have to go into the finance business to keep him in business."

The co-operative is accordingly a novel answer to the proposals for financing locations by loans and otherwise which have become rampant in the industry in the last three years.

### Plan of Operation

The plan of operation is simple—each participating operator puts \$10 a week into the common fund—and none can draw out of it as such. This money is the means to combat any unscrupulous tactics such as location jumping, undermining, or cutting prices. The fund now amounts to a little under \$2,500.

This coming together of operators has brought a new spirit into the industry among those participating, it was said—"Unlike in the past, we now talk to each other, we have coffee together, we help each other move machines and so on," a spokesman said.

Further steps contemplated by the co-operative include actual incorporation, and the pooling of route operations—so that one service man will be assigned to a given area, and will handle all juke boxes in that section for all the partici-

pating operators, instead of just for one operator, his old boss.

This is expected to achieve important operating economies, as the serviceman will make his calls in the same area.

### Better Service

"This will enable him to give better service, it was stressed—"By concentrating in a given section, as the milk man, the bread man does. It is better to be part of a big business organization properly functioning under 1961 business methods—rather than being strictly independent under 1931 methods."

Such a program, it is contended, will lead to the long-desired changeover to dime play—with an estimated 50 per cent of machines in Detroit still functioning at a nickel.

"It is time for the big manufacturers to launch a re-educational program for the good of the industry—their own customers," with especial reference toward eliminating the nickel play, the spokesman said.

Finally, the long range objectives of the group were symbolized in the prediction that the old route collector would be replaced by college-trained men brought in to represent the industry in its new image, men armed with brief cases to back up an intelligent presentation to a location owner.

## Casola Merges Operating Firm With N. Illinois Music; 1,000-Piece Route

CHICAGO — Lou Casola has merged his Midwest Distributing Company, Rockford, Ill., with another coin machine operating company headed by Reno Sandona and Bill Morris Jr.

Sandona will head the merged company as president; Morris will be secretary-treasurer. Casola will remain with the company as chairman of the board for five years.

The merger brings together Casola's Midwest Distributing Company with the Northern Illinois Music Company, which operates approximately 250 pieces of juke box, background music and game equipment. Together the two firms will operate about 1,000

pieces of equipment in the Northern Illinois area.

The merger in no way effects Casola's Midwest Automatic Vending Company, which is headed by Leonard A. Friberg as vice-president and general manager. This firm operates major vending equipment.

Sandona will be primarily responsible for the juke box and games end of the new firm, and Morris will handle kiddie rides and background music.

Casola has spent some 23 years in the coin machine business in Rockford. Before that, he was engaged in the coin machine business for some eight years in Birmingham, Ala., and Jackson, Miss.

He is a vice-president and director of Music Operators of America, and president of the Coin Machine Council, public relations arm of the coin machine industry (see separate story).

Complete details of the merger have not as yet been announced. It is expected that active leadership of the newly merged firm will rest with Sandona and Morris, with Casola functioning primarily in a consultant capacity.

Casola has made no other announcement regarding his plans but the move is not expected to effect his activities with either MOA or CMC.

## 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.

|                                                                    |                                                         |
|--------------------------------------------------------------------|---------------------------------------------------------|
| <b>BOLL WEEVIL SONG<br/>AND<br/>THOSE EYES</b>                     | <b>BROOK BENTON</b><br>Mercury<br>71820                 |
| <b>DUM DUM<br/>AND<br/>EVENTUALLY</b>                              | <b>BRENDA LEE</b><br>Decca<br>31272                     |
| <b>TOGETHER<br/>AND<br/>TOO MANY RULES</b>                         | <b>CONNIE FRANCIS</b><br>MGM<br>13019                   |
| <b>THE SWITCH-A-ROO<br/>AND<br/>THE FLOAT</b>                      | <b>HANK BALLARD AND THE MIDNIGHTERS</b><br>King<br>5510 |
| <b>TRAVELIN' MAN<br/>AND<br/>HELLO MARY LOU</b>                    | <b>RICKY NELSON</b><br>Imperial<br>5741                 |
| <b>DON'T BET MONEY HONEY<br/>AND<br/>STARLIGHT, STARBRIGHT</b>     | <b>LINDA SCOTT</b><br>Canadian-American<br>127          |
| <b>LET THE FOUR WINDS BLOW<br/>AND<br/>GOOD HEARTED MAN</b>        | <b>FATS DOMINO</b><br>Imperial<br>5764                  |
| <b>WHAT A SWEET THING THAT WAS<br/>AND<br/>A THING OF THE PAST</b> | <b>SHIRELLES</b><br>Scepter<br>1220                     |
| <b>MY CLAIRE DE LUNE<br/>AND<br/>IN TIME</b>                       | <b>STEVE LAWRENCE</b><br>United Artists<br>333          |

**Ill. Packaging Bill Dies in Legislature**

SPRINGFIELD, Ill. — A bill which would have required bulk vending operators to package each individual piece of candy vended in the State died in the Illinois Legislature.

The measure, which would have killed the bulk vending industry in Illinois, would have required that all packaged candy show the date of inspection, weight and ingredients on the label.

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**Night Club Singer-Comic Combines Show Business Career & Vending**

DALLAS—Ben Sanders, a night club singer and comedian, owns a bulk vending route which extends through Kansas, Missouri, Nebraska and Iowa.

The Dallas-based showman and operator has proven that the two jobs can fit smoothly together. He admits, though, that at times, the demands of his night club dates force him to call on outside help in servicing the machines. He has one helper for this sort of emergency. Servicing of the route, he says, takes place, on an average of every four or five weeks.

Sanders went into the vending machine business with little previous experience. "I bought the route on just a wild impulse," the young entertainer admits. "And after I bought it I learned, that with proper supervision it was a money-maker. I found that it was something on which I could depend all the time, even when show business was slow."

**Trial and Error**

It has been through a process of trial and error that he has found the best locations for each type of machine. It is his opinion that the penny gum machines are best suited for spots in the 5 and 10-cent stores, as well as in the supermarkets.

On the other hand, the dime and nickel machines seem to bring in more profit in restaurants. However, some of the machines with larger charms have proved highly popular in places where there is a heavy truck traffic.

He has found that the penny machines get the most play and thus empty faster, giving the impression at first glance that they are the best moneymakers. Not so, says Sanders. He has figured out that over the long run it is the nickel and dime machines which bring in the most profit.

**Vandalism**

He is one operator who finds vandalism to be a minor problem, although he does admit slight troubles from other causes. He says that he has lost a few machines, perhaps four or five, because of a location owner going out of business without his previous knowledge.

Usually, though, Sanders says, this just entails the trouble of finding who has the key to the locked building, getting the machine out and then finding a new location.

**25-Cent Charm Units**

Although it is a part-time business with him,



**BEN SANDERS, bulk-vending operator, singer and comedian, arrives at the bank with a washtub full of pennies from his vending route. It took four men to bring in the weighty deposit. Total: 63,432 cents, or \$634.32.**

Sanders is constantly adding new machines to his route. At present he is installing 25-cent charm machines, placing this type mostly in truck stops, some in night clubs. He says that so far night clubs are proving good spots.

Sanders places the machines as near the cash register as possible, a place where people usually have change handy. Another good spot, he says, especially in supermarkets, is near the door.

Sanders admits that show business is his first love, and he says that he will probably be in it for the remainder of his life. He is planning to produce a motion picture in September, part of which will be shot in Dallas.

In spite of his show business success, however, he is still a firm believer in the vending machine route. As he says, "It is something on which I can depend. I look on it as money in the bank."

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| Pistachio Nuts, Vendor's Mix       | .63 |
| Pistachio Nuts, Sheik, Red         | .57 |
| Cashew, Whole                      | .70 |
| Cashew, Butts                      | .60 |
| Peanuts, Jumbo                     | .42 |
| Spanish                            | .52 |
| Mixed Nuts                         | .57 |
| Baby Chickies                      | .32 |
| Rainbow Peanuts                    | .32 |
| Boston Baked Beans                 | .32 |
| Jelly Beans                        | .38 |
| Licorice Gems                      | .28 |
| M & M, 500 ct.                     | .47 |
| Hershey's                          | .47 |

|                                                                              |      |
|------------------------------------------------------------------------------|------|
| Rain-Bio Gum, 72 ct.                                                         | .32  |
| Malt-ette, 100 ct., per 100                                                  | .35  |
| Rain-Bio Ball Gum 140 ct., 170 ct., 210 ct.                                  | .32  |
| Rain-Bio Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bio Ball Gum | .34  |
| Adams Gum, all flavors, 100 ct.                                              | .45  |
| Wrigley's Gum, all flavors, 100 ct.                                          | .45  |
| Beech-Nut, 100 ct.                                                           | .45  |
| Hershey's Chocolate, 200 ct.                                                 | 1.30 |
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**Am. Chicle Has New Five-Stick Vending Brand**

LONG ISLAND CITY, N. Y.—The American Chicle Company has introduced a new vending brand, Tempters Gum, packed five sticks to a pack and available in spearmint, peppermint and fruit. Price is 50 cents for a 20-pack carton, yielding a 50 per cent profit on a 5-cent vend.

American Chicle said the brand will be available to vending operators and those wholesalers who are in vending.

American Chicle is the third major gum supplier to come out with a lower-priced gum for the vending trade after the wholesale price of stick gum went from 55 cents to 60 cents a carton last spring.

Wrigley is testing an eight-stick vending pack and Beech-Nut has introduced a four-stick, packed 25 to the carton.

Clark Bros. has a coupon deal which, in effect, brings the price down to the 55-cent level.

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We handle complete line of machines, parts & supplies.

## Decals Inside Bulk Venders Pull In New Locations for Denver Op

DENVER—There is no better means of attracting prospective location owners than to make sure that they see plenty of neat, multiple-head installations and know who the operator is, according to Lou Malone, of Kap's Vending Company here.

Malone has "personalized all of his stops with a bright red and white decal, placed inside the globe of the outside machine, facing traffic wherever the stop may be. This means that a storekeeper in one field, for example, visiting a store in another field, and being

impressed with the bulk machines he sees, has no difficulty in finding out whom to contact for a similar installation on his own premises.

The red and white decal, 3 inches by 3 inches, points out that the machines are the property of Kap's Vending Company, that the firm handles gum, Boston baked beans, licorice, peanuts, and other confections. A line points out that Kap's Vending Company keeps every machine in sanitary condition, with regular service calls.

Finally, the phone number and address are given, which simplifies the job of locating the firm.

Since adding this informative decalomania label to his vending machines, Malone has picked up numerous new locations, all stemming directly from this source. In numerous instances, the new customer has been an owner of a store, restaurant, etc., who for one reason or another, had never given the slightest thought to the possibility of revenue from vending machines.

Malone's slogan might very well be "There's no use hiding your light under a bushel"—inasmuch as his extreme care in appearance maintenance with more than 800 machines has given him a valuable reputation for bulk

## Carolina Bulk Assn. Patterned on NVA

CHARLOTTE, N. C.—By-laws of the recently formed Carolina Bulk Vendors Association (CBVA), approved during a meeting here Saturday (29), have been patterned after those of the National Vendors Association (NVA).

Jane Mason, NVA secretary, assisted the three-man control board who drafted the organizational details. The board consisted of Armand Brodie, Merchandise Associates, Charlotte; T. J. Martin, Martin's Vending Service, York, S. C., and Jack Thompson, Smith-Regal of Carolina, Charlotte.

Dues are \$5 to join and \$5 a month for operators, and \$10 to join and \$10 a month for distributors. Operators with headquarters in either North Carolina or South Carolina are eligible for membership and to hold office. Operators with locations in the two States, but with headquarters outside the Carolinas, are eligible to join, but not to hold office.

**Honorary Members**  
Manufacturers, suppliers and distributors outside the two States will be accepted as honorary members, with the due schedule set at the distributor rate.

The Carolina group plans to hire an attorney on a retainer basis. The current dues structure prob-

ably will stay in effect until the organization has a couple of thousand dollars in reserve, at which time they will probably be reduced substantially.

ably will stay in effect until the organization has a couple of thousand dollars in reserve, at which time they will probably be reduced substantially.

The 18 members of the association operate some 13,000 machines in the Carolinas. The area has another 30 operators with at least 100 machines each.

Like most other associations, the CBVA was formed to meet a specific situation. Last spring, the North Carolina Legislature was considering a 20 per cent sales tax on chewing gum. This levy would have been in addition to the regular 3 per cent confection sales tax. The measure was killed, and a flat 3 per cent tax on food was passed in its stead.

The crisis, however, provided the impetus for operators to form their association. That and the memory of a proposed per-machine tax in South Carolina a couple years ago was responsible for the two-State organization.

One of the requirements for membership in CBVA is membership in NVA. The Carolina group hopes to get representation on the NVA board and to have a strong voice in the national association.

## NVA TO PAY TAB AT MIAMI HOTEL

CHICAGO—The operator and distributor bringing in the most new members to the National Vendors Association this year and in early 1962 will each be awarded free hotel accommodations at the Deauville Hotel, Miami Beach, March 15-18, during the 1962 NVA convention. The membership drive is being conducted by Dick Rollins, Cramer Gum Company. Each NVA member is expected to bring in at least one other member before convention time.

## COIN LAUNDRIES PAY OFF FOR COLO. BULK OPERATOR

PUEBLO, Colo.—Coin-operated laundries are ideal locations for bulk machines—but they are particularly profitable if the owner makes sure that mothers of small children know that the vending machines are there, according to L. B. Byron, bulk operator here.

Byron put his first two bulk units into a coin-operated laundry two years ago, and was so pleased with his results that as other new coin-operated plants opened in the Colorado steel city, he put four and six machines in each. Collections continued to be excellent in each case, to the point that Byron realized it would be wise to get in touch with laundry equipment suppliers, who would give him the names of owners of new coin-operated plants. In a year, Byron had more than 130 machines on location in laundrettes.

One of the factors which encouraged Byron was the prevalence of mothers with small children. At least half of the customers in any coin laundry, Byron found, brought children of pre-school age along. (Undoubtedly, the same children were responsible for the frequency with which Pueblo housewives were using the 20-cent coin-operated washers.)

Knowing that busy mothers scarcely have time to notice anything but their children and that even the most handsome vending machines were likely to escape such notice, Byron placed a sign on the wall, above the vending machines, which simply lists: Peanuts, 1¢; Ball Gum, 1¢; Jelly Beans, 1¢; Charms, 1¢.

The sign, looking for all the world like a restaurant menu, got immediate attention wherever it was used. It was so successful, in fact, that sales have increased anywhere from 75 per cent to 200 per cent as soon as the signs went up.

Byron services most of his coin-operated laundry accounts at least once a week, and in the case a coin-operated dry cleaning, which has s.r.o. signs up at all times, he has serviced coin dry cleaning machines as much as twice in a single week. There seems to be no reason why this popular new convenience for home owners should slack off in customer appeal for years to come, and Byron expects that eventually 75 per cent or more of his route will be in coin laundry locations.

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## Guggenheim Reports Action on Fingernails

NEW YORK — Bob Guggenheim, president of Karl Guggenheim, Inc., reports delayed action on his firm's Fingernail charm. The item, shown for the first time at the National Vendors Association in Chicago four months ago, had been selling moderately well until a couple of weeks ago.

Since then, it has taken off, Guggenheim reports. He explained that operators will stock an item and often not check the location for a couple of months. When they discover that the machine has emptied sooner than usual, they know they have a fast-selling charm.

Time payments available on Oak machines through all distributors.

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

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# Ratajack Says Juke-Oriented Singles Will Boost Collections

By NICK BIRO

CHICAGO — Operators will be buying more records and earning more with them, thanks to the new policy by some diskeries of producing singles specifically aimed at the juke box market.

That's the view of E. R. Ratajack, managing director and coordinator of Music Operator of America, and a veteran of some

20 years in the coin machine business.

Ratajack welcomed the move announced by several record companies two weeks ago (BMW, July 7) that they were planning to concentrate a substantial part of their



E. R. RATAJACK

record industry and juke box industry conventions.

### Balmed or Jarred

As far back as two years ago, Ratajack, then a vice-president with AMI, called for the production of "adult music" on singles by record companies to satisfy the traditional old-line juke box location demands. Ratajack contended then, as he does now, that the tavern and restaurant customer would rather be "balmed by ballads than jarred by rock and roll."

In his comments to Billboard Music Week last week, he said the production of so-called juke box-oriented singles would enable operators to cater to the customers' taste, especially concentrating on nostalgia, and a reminiscence of the "good old days."

He said he felt that operators have been sacrificing a part of their income by not being able to program adult music and that has been a substantial factor in the slowdown experienced by the juke box industry over the past couple of years.

### Change

"All this can rapidly change," he said. "People go to a place of entertainment to forget their troubles, to be entertained. In a night-club, they go to see a particular entertainer. In a lower-income club, one that has a juke box for entertainment, they still want to hear music of their taste. And as far as the majority of mature adults are concerned," Ratajack said, "this taste hasn't been satisfied by juke boxes for several years."

On the subject of more record buying by operators, Ratajack said that "These record companies that cater to this market (juke box market) will get an upsurge of business with operators buying more records per week."

Ratajack added that the recent MOA forums (in Miami) indicated that operators were seeking this type of music.

### MOA Meet

"I'm delighted to see that primarily it is the record companies that attended the MOA convention that are taking the lead in aiming sales of singles to the juke box market. He cited specifically Columbia, Decca, Coral, United Artist and Vassar. (The latter label, though not yet formed, was represented by its later founder, John Bilotta.)

Why hasn't all this been done before?

Ratajack said that "having been a salesman," he knows that the "easiest approach to any market is to skim the cream. The cream for the past couple of years," he felt, "was the eagerness on the part of teen-agers to buy anything and everything recorded by another teen-ager. This teen market, however, is now growing up, and salesmen have to get down to the hard core 'milk' part of the bottle."

He said he looked forward to a revival in the juke box business and that operators could now go back to the first precept of juke box operating—"providing customers with the tune of his choice for his own, personal satisfaction."

# Runyon to Explore Deals With European Coin Distributors



MYRON SUGERMAN

NEWARK, N. J.—When Myron Sugerman, export manager for Runyon Sales, leaves here Sunday (5) for a six-week tour of Europe and the Near East, he will have

three goals in mind. The first is to set up arrangements with European distributors whereby one distributor per country will have an exclusive on all Runyon phonographs and games.

The second point is to set up a market for used vending equipment. Runyon, in addition to its distributing business, has a large industrial vending operation in North Jersey. Sugerman feels that with merchandise vending developing in Europe, the market for used equipment will also develop.

Sugerman's third objective is to look over European coin phonographs and games and determine what could be imported to the United States.

The tour will cover the United Kingdom, France, Belgium, Holland, Germany, Sweden, Finland, Denmark, Austria, Greece and Israel.

Runyon is distributor for Rowe-AMI, Bally, Keeney and Irving Kaye.

# Location Ownership No Problem To Dallas Juke Box, Game Ops

DALLAS—Gordon Youle, general manager at B & B Vending Company here, says that location ownership of juke boxes and games is rare in the Dallas area.

He pointed out that some operators wanting to get out of the business will sell their machines to the location at a price higher than that offered by a distributor.

He used an example from the used car market to illustrate, pointing out that more could be received for a used car by selling to an individual than by selling to a dealer.

"Locally, though," Youle says, "they can get more money selling the entire route to another reputable operator."

One of the drawbacks locally to the location-owned equipment, Youle says, is the absence of capable maintenance men who will service the machines.

"There are a few free-lance maintenance men in the Dallas

area," he added, "but they don't have enough home-owned machines to keep them busy, and they must do a great amount of work for the operators in order to make a living. If they are also doing maintenance work on location-owned machines it is not long before the operators for whom they work find out and they are in bad with them."

All of these things, he says, have had a lot to do with keeping location owners from buying their equipment, but the chief reason is that it is just not practical in the long run. The machines are seldom serviced properly and finally fall apart. Also, programming by location owners is poor."

# Coin Mfrs. to Hear Latest on Foreign Trade

CHICAGO — Coin machine manufacturers will hear the latest on world trade from representatives of some 18 countries, at a luncheon conference being sponsored by Union Tank Car Company at McCormick Place here Wednesday (9).

Invitations to hear the speakers and following question and answer session is being issued to the manufacturers by the Coin Machine Council here, public relations arm of the coin machine industry.

Subject of the conference will be "New Opportunities for the Midwest in World Trade." Edwin A. Locke Jr., president of Union Tank, will be the moderator, and panelists will be executives of Getz Brothers and Company, a Union Tank division, representing 18 countries, principally in Europe and Asia.

The coin machine manufacturers are among a select group of business executives being invited to attend the session. Additional conferences are to be held in St. Louis, Minneapolis and Toronto.

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**ARCADE**

Bally Jof Shuffle Bowler, 8 1/2'.....\$ 45  
 Bally Tournament Bowler, 11'..... 195  
 Bally DeLuxe Jumbo Bowler, 8 1/2' ... 495  
 Bally ABC Bowling Lane, 14'..... 125  
 United Super Bonus Bowler, 8'..... 175  
 Keeney True Score Bowler, 14' .... 75

**Mickey Anderson AMUSEMENT CO.**  
 314 East 11th St. Erie, Pa.  
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# Seeburg Names Dunis Distributor

CHICAGO—Dunis Distributing Company, Portland, Ore., has been named Seeburg distributor for Oregon and Southwestern Washington. Dunis will handle the entire Seeburg line of juke box and vending equipment.

Dunis formerly handled the AMI line but severed this connection when Automatic Canteen Company of America, AMI parent firm, purchased the R. F. Jones Company, and named it distributor for most of the West Coast.

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NEED EXPERIENCED MAN ON BINGOS FOR LEGAL TERRITORY IN NEVADA

Write, giving past experience, references, age and marital status, telephone number and photograph.

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# Senate Committee OK's Eastland Bill

WASHINGTON — The Senate Judiciary Committee has approved new legislation tightening the ban on shipments of gambling devices both in interstate and foreign commerce. The bill, S. 1658, introduced by Judiciary Chairman James Eastland (D., Miss.) contains a definition of gambling devices broad enough to cover some types of pinballs.

If the bill is passed, as expected, it will be up to the courts to decide which machines come under the category of being "manufac-

ured primarily for use in connection with gambling," regardless of their type or structure.

### Would Require Records

The Eastland bill would not only ban shipment of gambling devices in interstate and foreign commerce, but will add strict registry requirements and monthly records to be kept by all who make, repair, recondition, deal in or operate such machines. Exception would be made for those States which allow gambling, as in Nevada, and in certain counties in Maryland. (Billboard Music Week, April 24).

The Judiciary Committee report on the Eastland bill and other anti-racketeering measures was not available as of Billboard Music Week's deadline last week (27), but is expected to be available by today (31) at the latest.

There was a good deal of testimony before the Senate committee that the ordinary pinball machine is an amusement device only. However, it was also brought out that some "souped-up" types of pinballs bore all the earmarks of having been made with gambling in mind. Attorney General Robert Kennedy warned the committee during his testimony in June hearings that "only the broadest kind of definition will overcome the ingenuity of manufacturers in developing devices to circumvent the law."

### Horizontal Slots

Internal Revenue Service recently pronounced all one-ball pinballs gaming devices per se, and liable for the \$250 tax, regardless of whether there was any evidence of payoff, and with or without gimmicks such as meters, push-buttons, et al., for recording wins. IRS claims this type of pinball machine is just a horizontal slot machine and obviously "adaptable" for gambling.

The Eastland bill's full description of a gambling device is: "... any other machine or mechanical device (including but not limited to roulette wheels and similar devices) designed and manufactured primarily for use in connection with gambling and which when operated may deliver, as the result of the application of an element of chance, any money or property; or by the

operation of which a person may become entitled to receive, as the result of the application of an element of chance, any money or property." Exception is made for pari-mutuel betting equipment.

### Everybody Covered

Registry requirements cover everyone who has any connection with gambling devices, from manufacture to repair, or who buys or receives any such device knowing that it has been transported in interstate or foreign commerce, or who ships or sells the device knowing it will go into interstate or foreign commerce.

All such persons must maintain complete inventory of all gambling devices owned or "in his custody," with individual identifying mark and serial number of each assembled machine, and the quantity, catalog listing and description of each separate sub-assembly or essential part, together with the location of each item listed.

All sales or delivery records must include the same identifying marks and serial numbers, etc., as above. Manufacturers required to register gambling machines must stamp clearly on the front the number of the device, the name of the firm and date of manufacture. Records must be complete for each calendar month, and all records must be kept five years. FBI agents are to have access to the records and the right to copy them.

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| AMI G-200E        | 295   |
| Seeburg 201       | 645   |
| Seeburg KD200     | 395   |
| Seeburg Y200      | 295   |
| Seeburg 100R      | 395   |
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| Wurlitzer 2000    | 495   |

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## Coin Trade Backs Anti-Slug Measure

WASHINGTON — Juke box, vending and other coin-operated industries sent high-ranking spokesmen to Washington to back a bill to make the use of slugs or counterfeit paper money in the machines a criminal offense. During recent hearings by special Senate and House judiciary subcommittees, spokesmen for the National Automatic Merchandising Association, said the existing anti-slug law prohibits manufacture, but needs to reach "use" of such counterfeit coins, as well as the paper money in today's new change-maker devices.

Speaking for the coin industries were Clinton S. Darling, prime mover of the 1944 anti-slug bill, now consultant to NAMA; Richard W. Funk, NAMA legislative counsel; David Elliott, Automatic Division of Automatic Canteen Company; W. E. Richmond, vice-president Automatic Canteen; William Martin, Automatic Candy Company, Columbus, Ga.; W. M. Cheatham, Coca-Cola Company of Atlanta.

Also testifying were spokesmen for the National Rejectors, Inc.; the American Bottlers of Carbonated Beverages and the phone company, the two last named submitting statements. Models of bill-changing machines were put on display by the ABT Manufacturing Company and National Rejectors, Inc.

## 1,600 Attend Bilotta Blowout

SYRACUSE, N. Y. — Nearly 1,600 persons—juke box operators, disk jockies, recording artists, location owners and manufacturer representatives—turned out for John Bilotta's party at the Three Rivers Inn here Thursday night (27). It was the biggest coin machine-music affair ever held in these parts.

The New York State Wurlitzer distributor threw the party to introduce Norma Rivers, new Vassar artist, to the trade. Vassar has launched a drive to produce 45 stereo singles for the juke box market. Another Vassar artist, Shayne Hunter, also made his debut before a predominantly music machine audience.

Jerry Vale, Capitol artist, introduced Miss Rivers, and headed the floorshow, which was preceded by a champagne buffet.

Of particular interest to coinmen was the first distributor showing of the new Bally Bowler and of the new Smokeshop.

Emceeding the pre-show festivities was Bud Solva, WACK, Newark, N. Y. Speaking briefly were Bob Bear and A. D. Palmer, the Wurlitzer Company; Paul Calamari, Bally Manufacturing Company; Art Brier, Smokeshop; Aaron Sternfield, Billboard Music Week, and Dom Davilio, Vassar Records.

Honored guests also included John Bennett, Coan Manufacturing Company; Roberta Quinlan, popular artist in the early days of television; Mayor Matt Elsefand of Newark, N. Y. (Bilotta's home town); State Senator Tom LaVerne; Tony Visciglio, president of the New York State Tavern Owners Association, and Phil Tuzzalino, president of the Monroe County State Tavern Owners Association.

Also on hand was Tom Grillo, Rochester personal manager, with his artists—the Four Echoes (who performed) and Dick Williams.

The party got under way at 6 p.m., and when the BMW representative called it quits at 2:30 a.m., it was still going strong.

The speakers paid tribute to Bilotta for his efforts in bringing together all the major groups within the music and coin machine industries.

## EUROPEAN NEWS BRIEFS

### Arab Music Hot in Germany

FRANKFURT—The Kuwait Turbulence is being reflected on German juke boxes—it has boomed the demand for Arab music. A tentative Arab tune, Mustafa, has rebounded to the top of the top tune lists, fueled by the oil squabble between the sheikdom and Iraq. Meantime, Deutsche Grammophon is hastening to cash in on the upsurge of interest in Arab music. An exchange arrangement with Duniaphon, an Arab label, Grammophon gets access to an Arabian Nights treasure of rich Oriental melodies. The German label is pushing production of bedouin pop to catch interest generated by the Kuwait war threat.

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| National 9 ML     | 125   | Six Shooter           | 125   | Cabana         | 45    |
| National 11 ML    | 165   | Star Shooting Gallery | 125   | Gayety         | 75    |
| National 111      | 175   | Starland Shooting     | 125   | Havana         | 65    |
| National 113      | 210   | Gallery               | 125   | Hi-Fi          | 65    |

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**RATE: \$39.00 per person, or \$78.00 per couple for the weekend, Friday Dinner thru Sunday Lunch.**

**A DEPOSIT OF \$20.00 IS REQUIRED FOR EVERY ROOM RESERVED.**

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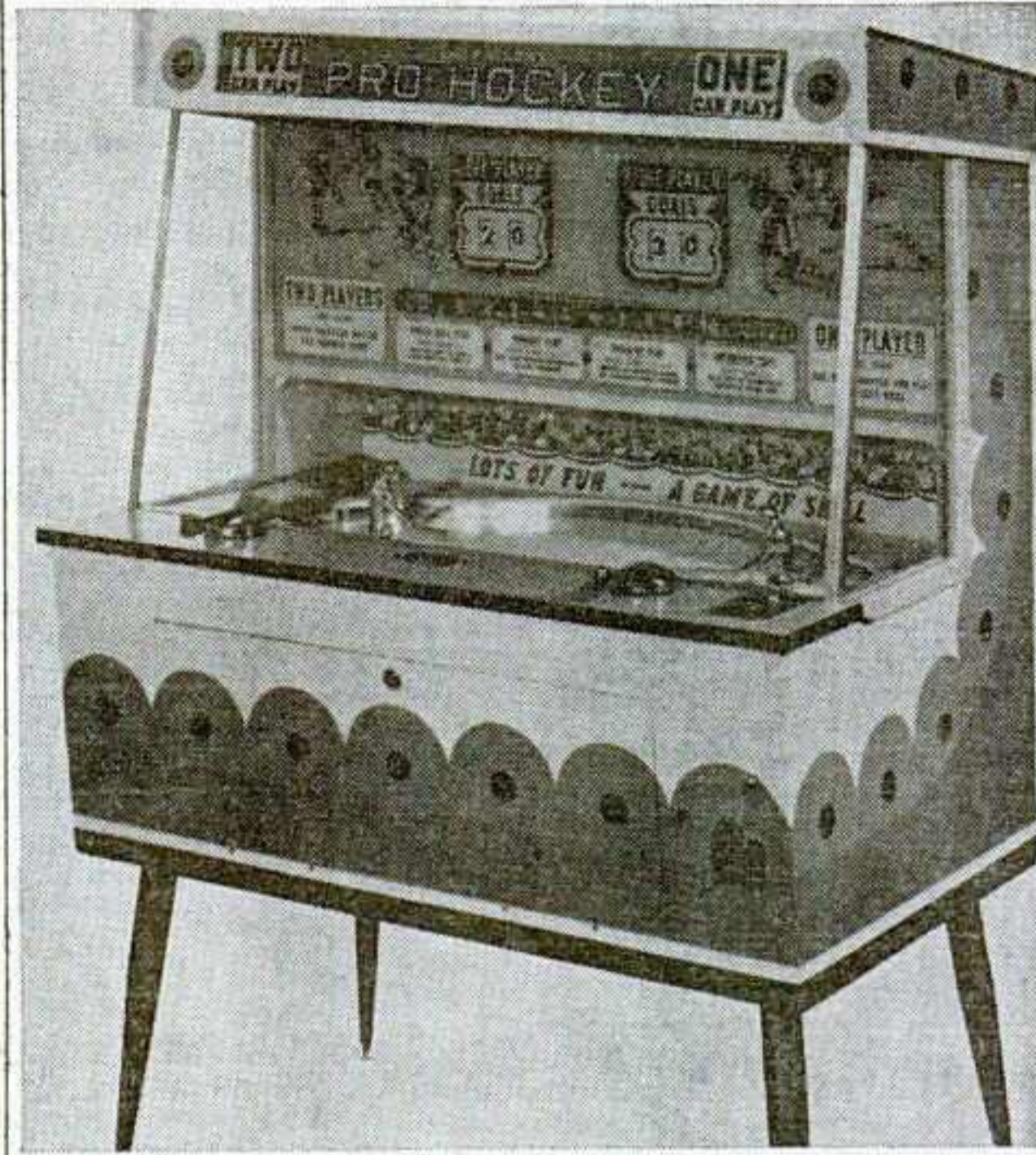
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Pro Hockey, says Chicago Coin officials, has an attractive allocation cabinet, colorful scoring panel and realistic playfield and grandstand.

**Va. Beach Mayor To Address MOV Conclave Aug. 11**

VIRGINIA BEACH, Va.—Frank A. Dusch, mayor of Virginia Beach, will greet members of the Music Operators of Virginia at the Cavalier Hotel here, August 11, with President Al Loudon officially opening the convention with a report to the membership.

Other speakers at the opening morning session will be E. Russell Hatcher, Virginia Beach city manager; Westwood Smithers, professor of law at the University of Richmond and Richmond City councilman, and James K. Hutzler, past president and now member of the advisory council of the Music Operators of West Virginia.

A ladies' luncheon is scheduled for 1 p.m., and a cocktail hour is slated for 6:30 p.m. It will be followed by dinner, dancing and entertainment. Al Dodge, executive

(Continued on page 45)

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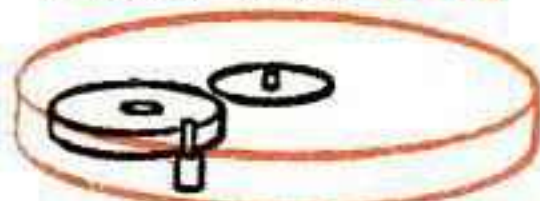
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The only *completely automatic* mechanical changer which intermixes 33 $\frac{1}{3}$  and 45 RPM records in any bank, in any sequence with no operating solenoids, micro-switches or electronic aids for changing motor speeds or spindle sizes.

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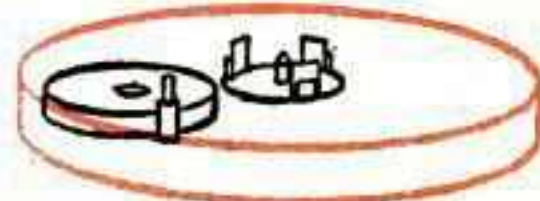
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33 $\frac{1}{3}$  record touches 45 RPM hub and sensor. A feather touch upon the sensors drops 45 RPM hub and sensor into turntable center and record settles on small 33 $\frac{1}{3}$  hub. Idler wheel moves to 33 $\frac{1}{3}$  portion of drive shaft and turntable rotates at a constant 33 $\frac{1}{3}$  RPM.

**NOW IT'S 45 RPM**



Upon completion of 33 $\frac{1}{3}$  music cycle, the rotating gripper gear releases the drive rod tension, allowing a lifter bar to raise the sensor and 45 RPM hub to their original 45 RPM hub position. Idler wheel moves back to 45 RPM portion of the drive shaft and prepares to accept the next record.

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# Blatt and Barnes Score Teen-Age Programming for Juke Box Mkt.

NEW YORK—Typical of the reaction to Billboard Music Week's story on how record companies are tailoring singles for the juke box market (BMW, July 17) were the comments of Willie Blatt, veteran Miami operator, and P. A. Barnes, Puente, Calif. operator.

Blatt said, "First I want to compliment BMW for the fine slant and space given (in the article). The entire music machine industry has been ailing for a long time and getting just a little worse each year, until it just about hit bottom.

"But this has served a purpose; it separated the boys from the men and put the music machine operator on his toes in every way possible in order to survive.

### Important Step

"I believe that the step taken by Columbia, Decca-Coral, Vassar and United Artists to begin releasing some singles geared especially for the music machine industry is the first important step in the right direction taken since World War II. It will help the industry regain some of the ground lost the past few years.

"The way I look at it, every music machine regardless of its cost or appearance is nothing more than a showcase that displays and vends entertainment. During the past few years, more and more entertainment displayed in these showcases was geared to attract the teen-age trade, even though they are fewer in numbers and have less money to spend than their elders.

"A few years ago, when I took more interest in my music machines, I worked out a system where-

by my collectors tailored each music machine to its location.

### Local Club

"Most neighborhood bars are looked upon by their customers as a sort of local club. When we learned that a certain location was patronized by a particular national group, our collector installed an entire section of 20 selections devoted to their type of folk music.

"This recent craze for sing-a-long records will most likely grow more popular in the next year or so. We installed some microphones that can be plugged into some of our music machines so that when an individual or group feels particularly happy and wants to sing along while the record is playing, all they have to do is put a dime in the music box."

### Barnes Letter

Here is what Barnes has to say:

"Have the record companies finally woke up to the juke box operators? We want some old releases on 45 r.p.m. Hank Thompson's oldies, King Cole, Bob Wells, Kay Starr (specially "Wheels of Fortune"), Harry James' "One o'Clock Jump," etc.

"We have never been recognized before. We kept the record companies in business for years when there weren't any home phonographs.

"I've been in the juke box business for 21 years and have averaged \$350 in records a month—and I am a small operator.

"We want good old releases—not rock and roll. Three-quarters of our locations are beer parlors or cocktail lounges. They want old records, not the new stuff."

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GIVE TO DAMON RUNYON CANCER FUND

# Tent Cards Make Hit With Operators

CHICAGO—Juke box operators are going for their Music Operators of America tents in a big way.

The tent cards were first introduced last week as a play stimulator and a consumer pitch for MOA.

## New Orleans Judge Rules Vs. Big Tent

NEW ORLEANS—District Court Judge Oliver P. Carriere has dismissed a suit by Admiral C. Vaughan, local operator, against the New Orleans police. Vaughan had charged that the police had illegally seized a number of Big Tent machines.

However, the court ruled that the game contains no element of skill, that free plays may be removed from the mechanical counter, and that a switch controls the number of free plays awarded by the machine.

He also ruled that "the machine can be converted into an automatic payoff machine."

Vaughan had contended that the machine is an amusement device.

E. R. Ratajack, managing director and co-ordinator, said that as of last Tuesday (18) some 3,050 of the cards had been sent out in response to requests. MOA is offering the cards to operators at a nominal price of 50 cents for \$1.

The cards are also being incorporated into a membership pitch. Any operator who signs up a new MOA member gets 50 cards free. Ratajack said that already four new members had been brought in in response to the offer.

### Uplift Program

The cards are part of a general "image uplifting" program begun recently by MOA aimed at acquainting the public with the association, its aims and purposes. The program also includes advertising in location trade journals, stressing the advantage of doing business with an MOA member and calling attention to MOA's code of ethics to which every operator must subscribe.

The cards carry a simple but effective message:

"I am your juke box.  
"I stand here ready to serve you by creating a pleasant atmosphere for your enjoyment."

"I am programmed to give you any tune of your choice and I am one of the few music sources designed to permit you to make a choice of the tune you want to hear.

"I serve music and music only, no commercials, no messages, no sales pitch.

"I am here for your relaxation and entertainment.

"I give you this pleasure through the facilities of the newest and best development in sound reproduction.

"I'm ready for business. All you need to do is drop a coin into me, pick your tunes, then lean back, relax.

"I am proud that my owner is a member of and subscribes to the code of good business ethics recommended by the Music Operators of America."

## Ind. Gaming Stamps Yield \$494,000 for Fiscal Year

INDIANAPOLIS — Collection of \$494,000 in revenue from coin games requiring the \$250 tax stamp in Indiana during the fiscal year ended June 30 was reported here last week by the Internal Revenue Service.

Yield from the \$250 stamps exceeded 1959-1960 income from this source by \$90,000.

## Willie Blatt Leaves For 15-Day Caribbean Trip

MIAMI—Willie Blatt, dean of the local coinmen, left Friday (28) for a 15-day Caribbean cruise. He plans to visit Latin-American operators en route. His itinerary takes him to Puerto Rico, Virgin Islands, Guadalupe, Barbados, Trinidad, Curacao and Jamaica.

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**WHY!**

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| Seeburg M-100 R  | 365.00   |
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| Rock-Ola 50-Sel. W.B. | \$ 9.50 |
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| AMI 80 and 120 W.B.   | 39.50   |

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# Casola Favored for CMC Re-Election

CHICAGO — Lou Casola is being favored for re-election as president of the Coin Machine Council (CMC), an unofficial canvas of the Council's executive committee here indicates.

Also favored for re-election are Herb Oettinger, treasurer; Herb Jones, secretary, and the Council's three vice-presidents, John Bilotta, E. W. Holyfield, and Harold Lieberman.

The Council is also talking about electing up to three more vice-presidents, to give it a total of six allowed by the by-laws.

The Council's first annual election is being held Tuesday afternoon, August 1, at the Morrison Hotel here. Besides the full officer slate, 39 director seats will be voted on.

Under Council by-laws, officers will be elected directly by the executive committee following nominations from the floor. Directors will be elected from a slate prepared by a nominating committee composed of O. L. (Bob) Slifer, chairman, Herb Jones and Clint Pierce.



LOU CASOLA

Among the better known departures from top posts in CMC during the past year, are Sam Lewis, who resigned as vice-president of Williams and left the coin machine industry; George Miller and E. R. Ratajack, both of Music Operators of America.

Casola's return as president was considered a question mark because of recent negotiations which culminated in his merging his Rockford (Ill.) operating company with another firm (see separate story). He still has made no comment about agreeing to run for another term, but the settling of his own negotiations appears to favor his return to the Council presidency.

## MOV Dinner

• Continued from page 42

vice-president of the Goldberg Tiller Corporation, will be speaker of the evening.

The program for the second day will be announced shortly.

### Exhibition List

Among the exhibitors at the convention will be Eastern Distributors, Baltimore; Seeburg; Roanoke Vending Exchange, Richmond, AMI; General Vending Sales, Baltimore; Rock-Ola; Cavalier Distributing Company, Norfolk, and Pat's One-Stop Record Shop, Richmond.

Grand prize, to be awarded at the banquet, will be a Seeburg 160 Stereophonic 33 1/3 r.p.m. machine.

The committee arranging the 1961 MOA convention consists of Mrs. Harry Lubman, John Chandler, Al Loudon, Vernon Martin, John Cameron, George Rollo, Robert Minor and Harry Fake.

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| A.M.I. J-200  | ..... 595  | ROCK-OLA 1448         | ..... 350  |
| A.M.I. I-200  | ..... 550  | ROCK-OLA 1446         | ..... 245  |
| A.M.I. G-120  | ..... 325  | WURLITZER 2300-S      | ..... 625  |
| A.M.I. G-200  | ..... 225  | WURLITZER 2200        | ..... 445  |
| SEEBURG 201   | ..... 675  | WURLITZER 1900        | ..... 375  |
| SEEBURG K-200 | ..... 445  | WURLITZER 2100        | ..... 365  |
| SEEBURG V-200 | ..... 325  | WURLITZER 2000        | ..... 245  |

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## Seeburg Acquires Hearing Aid Firm

MINNEAPOLIS—In a move to diversify, the Seeburg Corporation of Chicago is acquiring the Qualitone Company, a local hearing aid firm. The acquisition involves an exchange of stock. Exact terms not made known at press time, but the value of the exchange reportedly will exceed \$2 million.

Terms of the deal include a provision for continuation of Qualitone here under its present management, according to Richard T. Burger, president of Qualitone. The company, which has 75 employees, has its headquarters and plant at 4318 Upton Avenue S. here.

In its last fiscal year, which ended April 30, it had sales of over \$2 1/2 million.

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