

October 16, 1961

# BILLBOARD MUSIC WEEK

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

## Nat Cole Forms Pop Label; Artist to Stay With Capitol

HOLLYWOOD—Nat King Cole will unveil his own label after the first of the year with an array of new artists while he himself will remain exclusively under the Capitol Records banner, BMW learned last week. Cole, currently auditioning talent for his own company, will take an active part in running the firm, devoting his talents particularly to charting its artist and repertoire course.

The still unnamed label's releases will cover all facets of the pop field "including even rock and roll," according to Cole. The singer

stressed the fact that while he intends to introduce new and deserving talent to the public, he expects the label to be commercially sound, and one that will show a worthwhile return on his investment. He firmly believes both aims can be satisfied.

The firm is being staffed "with very capable people," but he refused to disclose the identity of individuals he has hired until they have an opportunity to inform their present employers. Cole strongly stressed the fact that this venture

*(Continued on page 16)*

## JIM CONKLING SALUTE OCT. 25

HOLLYWOOD — A music and record industry testimonial dinner will be held in honor of Jim Conkling, who will soon retire from his post as president of Warner Bros. Records.

The event saluting the veteran industry leader will be held in the Crystal Room of the Beverly Hills Hotel here October 25.

Committee handling details of the event consists of George (Bullets) Durgom, Joel Friedman, Herb Hendler, Barney McDevitt, Eddie McHarg, Bill Orr, Glenn Wallich, Paul Weston and Lee Zhitto.

## Discounters Discover Big Columbus Day Sales Pitch

### Korvettes, Macy's, S. Klein, Others Hold Holiday Singles Specials: From 39-59 Cents

NEW YORK—The price structure of singles resembled a piece of swiss cheese here this week as big discounters took the occasion of the Columbus Day holiday to offer "lowest-ever" sales.

Prices on singles for the holiday or the period of the holiday (Thursday) through the weekend, dipped as low as 39 cents at some stores. The holiday was seen as simply

another opportunity to offer one more in an increasing number of spot one-day low-price sales on singles. More and more in recent weeks, leading stores have resorted to this tactic.

The increasing amount of downgrading of the price structure here, coupled with the RCA Victor announcement last week (BMW, October 9) regarding a 49-cent Groove singles label, caused a flurry of chatter on the singles situation. Some believed the Victor move was a healthy one that could help "take the water out of the singles business" and vastly increase sales. Others said that neither price-cutting at retail nor the Victor move would have any significant effect on business.

One of those who feels the Victor move will help the business is Sam Goody, who helped start the current fluctuation of prices here

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## Comedy LP's Hand DJ's a Laugh

By JUNE BUNDY

NEW YORK—Local radio audiences and record buyers today are looking for laughs—possibly as an anodyne for the "fall-out" blues. Deejays across the country are responding by programming more and more comedy LP's, and trying out their own comedy talents as well between disks.

At the same time, comedy albums continue to ride high on the best selling LP charts, with 14 comedy packages on Billboard Music Week's monaural LP chart this week. Record manufacturers are staying in step with the trend, via a continual stream of new comedy album releases.

Station KDKA, Pittsburgh, will place "increased attention on comedy records this fall." Producer Charles Klug has scheduled a nightly five minute segment, "Strictly for Laughs," on "Program PM," which is emceed by John Stewart from 8 to 10 p.m. Monday through Friday. The show will feature LP selections by Bob Newhart, Stan Freberg, Louis Nye, Don Knotts, and others.

Another KDKA deejay, Sterling Yates, already features comedy albums on his 8 a.m.-noon show. Interestingly, the KDKA jock most noted for his humor, Rege Cordic, doesn't play comedy LP's on his morning (8-10 a.m.) program. Cordic takes the position that the wax might conflict, style-wise with his live comedy skits.

All-night audiences are particularly fond of comedy albums according to Jack McDermott, who recently took over the all-night show (midnight-6:15 a.m.) on Station WKAT, Miami. "I feature one comedy side an hour," writes McDermott, "I receive more requests for these than I do for music. It makes for a variety type of program."

New York stations WNEW and WINS also report a demand for comedy in the wee hours of the morning. Mark Olds, program director of WNEW notes that some of the briefer selections from comedy albums are spotlighted throughout the day (noon to 6 p.m.) on the station, but that Dick Patridge, WNEW's all-night "Milkman" is permitted to air longer routines in his time period, and sometimes plays an entire-side of one comedy package. Ted Steele, general manager of WINS, said that only sides from the best selling comedy albums are featured by WINS jocks, particularly by Stan

Burns and all-night spinner Jack Lazare.

Other jocks and broadcasting execs who program a great deal of comedy material include Ron Sunshine, WROV, Roanoke, Va.; Rod Roddy, KYW, Cleveland;

*(Continued on page 14)*

## WJJD Denies Format Change

CHICAGO — WJJD officials denied there would be any change in the station's "singles rock and roll" programming following the surprise departure last week of program director Mel Hall.

Harold Krelstein, president of the Plough network, Memphis, which owns the Chicago-based outlet, said there was nothing new contemplated in the near future.

The departure of Hall last week

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## AIR MANEUVERS DELAYING BMW

NEW YORK — A 12-hour suspension of all commercial flights to and from U. S. air fields—ordered by the U. S. Air Defense Command to permit mass military air maneuvers called "Operation Skyshield"—accounts for late delivery of this issue to Billboard Music Week's subscribers throughout the world. The clearing of the skies of all non-military aircraft was ordered from noon to midnight on Saturday, October 14.

Next week's issue of BMW to overseas and Stateside subscribers will be delivered on its regularly scheduled date.

Paid Circulation This Issue, 21,351

on reprise

Sinatra Sings Again the Songs of the Dorsey Days!

Pages 8-9

# Plan New Collection Agency in Germany

HAMBURG — Proposals for a new mechanical rights collection agency are being circulated among West German diskeries by Ariola, which is promising to increase composer-author take by 50 per cent.

Ariola's new draft plan would create an organization to be known as "Autorenrechte zur Tontraegerherstellung" or ARTO. It is candidly stated in the ARTO prospectus that the purpose in creating a new mechanical rights collection agency is to "break the monopoly position of AMRA (the American Mechanical Rights Agency, Inc.)."

ARTO proposes to revise the present 50-50 split in favor of the composers. At present AMRA is collecting 8 per cent of the retail price of records, of which 4 per cent goes to the composer-author and 4 per cent to the publisher.

ARTO would boost the composer share to 6 per cent and satisfy the publishers with only 2 per cent through a revamping of "internal administration." ARTO guarantees not to boost disk prices in retail stores as a result of the new copyright fee collection arrangement.

The ARTO proposal is being circulated among Deutsche Grammophon, Electrola, Philips, Teldec and Metronome. Lutz Wellnitz, the Ariola chief, is determined to create ARTO. "There is only one possibility that it can be prevented," he observed. "That would be for GEMA to meet our wishes."

GEMA, the West German performing rights agency, is a major client of AMRA, which was established as a new organization this spring. AMRA's first client, GEMA, has underwritten the basic costs of the new agency for a period of two years, but it will not stock nor have a proprietary interest in AMRA.

Creation of AMRA and the proposed creation of ARTA stem directly from the upheaval now occurring in the German music industry, particularly with reference to GEMA.

Prior to establishment of AMRA, mechanical rights collections were handled in the U. S. by the Harry Fox office, which has been the sole mechanical rights agency in the U. S. Fox was also the American representative of BIEM.

However, the West German government, in an antitrust action, forced GEMA to withdraw from BIEM. The Fox office declined to represent GEMA independent of BIEM. GEMA then turned to Harold Orenstein, the music attorney in New York who was instrumental in creating AMRA.

GEMA and the record companies are deadlocked over the performing rights society's contract renewal demands. The copyright society is reacting sharply to the threat of competition from ARTO.

GEMA's general director, Dr. Erich Schulze, contends that ARTO will accomplish nothing for the composer that isn't already offered by GEMA-AMRA.

GEMA regards with "suspicion," according to Dr. Schulze, efforts "to separate composers, lyricists, and arrangers from their own royalty organization."

Dr. Schulze said he failed to understand why, if ARTO is to increase the composer-author take without increasing disk retail prices, the diskeries refuse to sign a new contract with GEMA. The copyright organization, according to Dr. Schulze, is asking for nothing that ARTO doesn't promise the composers.

Dr. Schulze conceded, however, that GEMA split the music sales melon 4 per cent for the composer-author and 4 per cent for the publisher. But he said many composer-authors had special agreements with the publishers entitling them to share in the publisher's 4 per cent. The effect of these arrangements, Dr. Schulze contended, is to boost the composer-author share to approximately the same level as that promised by the ARTO.

GEMA warned that ARTO is designed to restrict the publisher's role and thereby restrict the considerable services he performs for authors-composers. The net results, GEMA warned, would be to reduce the "contractual freedom" enjoyed by copyright owners.

Finally, GEMA said it was unrealistic to expect that the publisher could survive economically if forced to share the 2 per cent with the record industry.

Ariola and other diskeries which presumably stand ready to co-sponsor ARTO said nothing concerning plans to establish a rival organization in the U. S. to AMRA.

*(Continued on page 50)*

## STEVE & EYDIE SELL SHAMPOO

NEW YORK—Steve Lawrence and Eydie Gorme are the latest record artists to hop on the premium - album band wagon. The duo has recorded an album of oldies, "It's Us Again," which will be sold for \$1.69, packaged with Silvikrin Shampoo. The LP will go on sale at all supermarkets, variety stores and drugstores October 27.

The album-product item is packaged by General Harmonics & Video, Inc., which handled the Connie Francis and Jack Paar LP merchandising campaigns.

## Liberty Offering Special on Five Christmas Deals

HOLLYWOOD —Liberty is offering dealers 100 per cent guarantee plus 10 per cent cash discount on its Christmas product, including its Robert Rheims catalog plus a new Felix Slatkin yuletide addition to its Premiere de luxe album line. The Rheims albums are packaged in aluminum foil covers. LP's are pressed on clear red or green vinyl.

Five items are included in the program: a Rheims album of carols featuring organ and chimes, and another LP with the Rheims Choraliars, the new Slatkin Premiere package, a 45 EP of carols, and a single coupling "Silent Night" with "Come All Ye Faithful."

Program kicks off October 30. Payment is due January 10, with February 1 as final date for accepting returns. Merchandising director Allen La Cinger has prepared a yule kit consisting of special streamer and counter merchandiser.

## TONY WINS

# Court of Appeals Upholds Williams Contract Verdict

CHICAGO — United States Court of Appeals here upheld a previous judgment in favor of Tony Williams, formerly lead singer of the Platters, in his contract suit against Mercury.

The court ruled in essence that an individual member of a recording group is not bound by the group's exclusive recording contract.

Williams' attorney, Richard Shelton, said the ruling sets a new precedent in the field of artist-recording company contracts.

**Igoe Ruled**

The suit was originally tried in U. S. District Court here with Judge Michael L. Igoe handing down a decision in favor of Williams last December (BMW, December 19, 1960).

Under the ruling, Williams is free to appear as a soloist or member of another group, without violating his pact with Mercury, and is bound to Mercury as a member of the Platters only.

Shelton said an outgrowth of this suit yet to be decided is the amount of damages, if any, to Williams' career. This matter will be heard by Judge Igoe in the Federal District Court within the next few months. Mercury attorney Leonard Levin denied there was any basis for such damages.

**Other Suit**

Still another suit over whether Mercury has the right to designate the lead singer in a Platters recording session is pending (BMW, February 20, 1961).

The latter dispute arose when the Platters claimed they had the inherent right to choose their lead singer, but Mercury refused to record the group unless Williams sang lead.

The Platters filed suit alleging

breach of contract and Mercury counter-sued.

According to Jeanie Bennett, of Buck Ram's Personality Productions, which manages the Platters: "When the group signed with Mercury, there was no stipulation as to who sang what—therefore the Platters and Buck Ram have been advised by their attorney that Mercury has breached the contract."

Mercury attorney Leonard Levin however denied the breach saying the record company believed it had as much right as the Platters to determine who shall sing lead, for the group's contract stipulates that all recordings are subject to Mercury's complete satisfaction as to manufacture and sale.

Levin added that Tony Williams had been lead singer on a minimum of 50 per cent of the Platters' recordings with Mercury, and the label saw no reason for the practice to change.

**Dismiss Nomar Suit Vs. ABC-Paramount**

NEW YORK—Nomar Records' suit against Am-Par Records—charging that the latter label had signed Maxine Brown when she was under contract to Nomar—has been dismissed by the New York Supreme Court. Nomar had asked for \$250,000 in damages, and had sought to prevent the singer from recording for any other label.

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Paul Ackerman ..... Music Editor  
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June Bundy ..... Radio-TV Programming Ed.  
Ren Grevatt ..... Merchandising Editor

Wm. J. Sachs, Exec. News Editor, Cincinnati  
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Lee Zhito, ... West Coast Editor, Hollywood  
Mildred Hall, ... Chief, Washington Bureau

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## Indie Firms Warily Watch 49c Single

NEW YORK—Indie disk manufacturers noted the RCA Victor announcement of a 49-cent single line with considerable interest last week. Reactions ranged from such comments as "It'll never work," to "believe that it would work and pose a serious threat to the indie who depends largely on singles for his income." One leading indie, it is understood, has already decided to remove its pressing business from Victor as a protest against the move.

Bob Schwartz, one of the principals of Laurie Records here, remarked frankly: "I was upset at the news. I don't think it's a step forward. If anything, it's a step backward toward the old monopoly

conditions that we used to have. Perhaps RCA can afford to do it. We can't."

"In any figuring of price, you have to count in the costs of those records that never happen—the 10 records you make that don't sell to the one that does. You have to write off all the costs on the one that's a hit. You can't do that at 49 cents. It could be very rough."

Joe Carlton, another singles-oriented disk man, pointed out: "I don't think a 49-cent price is going to make any real difference in profit. What does it matter if you sell twice or even three times as many records if your total income is no more? Integrity of the product

*(Continued on page 42)*

**Len Levy Tagged Epic Sales Mgr.**

NEW YORK—Len Levy, formerly with Top Rank, has been named sales manager for Epic Records. He will handle the merchandising and sales of all Epic-Okeh product. He left his post as president of Modern Sound to join Columbia.

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Each new release is auditioned by a panel of experienced music critics.

Each record is given a rating as to its potential of becoming a "best seller."

Those with top ratings are fully described listing label, artists and exceptional merits of composition and delivery.

## Chicago NARAS Calls for Action

CHICAGO—Some 35 members of the local chapter of National Academy of Recording Arts & Sciences (NARAS) held their first fall meeting here last week and charted plans for the future.

Dick Schory, president, kicked off the meeting with a call to arms for a more active program. Schory noted that activity had been carried on by too few.

Among projects talked about were setting up of a record library, establishing a scholarship fund and holding regular forum-type meetings on various aspects of the record business.

The last-named was immediately started, with Joe Wells, RCA, named chairman of a program committee to plan a constructive program for the group's next meeting. His committee includes Mike Simpson, free-lance arranger; Don Bronstein, photographer, well known for his shots of Playboy lovelies, and Don Gold, Show Business jazz columnist.

**TURNABOUT**

**Storer Net Drops WINS Purchase, Buys WMGM**

NEW YORK — The New York radio market was in a mild state of shock last week, when the Storer Broadcasting Company dropped its long-pending plans to buy Station WINS here, and announced the purchase of another local outlet, Station WMGM. Crowell-Collier had previously negotiated the purchase of WMGM for about \$11,000,000, but the deal fell through

when the FCC failed to approve the sale.

The sale of WMGM to Storer could change the record programming picture here. Stanton P. Kettler, Storer's executive vice-president in charge of operations, said the chain would make an extensive market survey of the New York metropolitan area to determine what type of format would be utilized by the station. The Storer purchase of WMGM, of course, won't be final until the FCC approves it.

Station WMGM currently programs top 40-type music, as does WABC, WMCA and WINS. However, in recent months, WINS has tempered its (since Ted Steele took over as general manager) 50, 40 format somewhat, and now spotlights a pretty-type selection between the more raucous rock and roll items. Steele notes, though, that they try to select the pretty wax out of currently hot records.

Network stations WNBC, WCBS and WOR here, all eschew rock

*(Continued on page 20)*

**Special Capitol Deal for Yule Catalog Albums**

HOLLYWOOD — The Capitol and Angel Records Christmas package program will be wrapped with a 100 per cent exchange plus a 12½ per cent cash discount. Program, which covers all yuletide product included in both labels' catalogs, starts today (16) and runs through December 22. Deferred billing terms call for half payments to be made by December 10 and January 10. Above benefits are available to all dealers without qualifying orders as to quantity purchased to be required.

Capitol asks that notice for exchange of product be made by January 25. Terms of the program apply to all Capitol and Angel Christmas releases, catalog as well as new releases. New additions to Capitol's holiday array include albums featuring Stan Kenton, June Christy, Fred Waring, the Louvin Brothers, an album featuring its various artists, and a Walter Schuman re-issue.

**Columbia Men To New Posts**

NEW YORK — Columbia Records has named Granville White to the post of national field promotion manager for Columbia Records Sales Corporation. He will handle field promotion for Columbia and Epic product.

Meanwhile, Jim Sparling, former manager of operations for the phonograph department of CBS Electronics, has been appointed co-ordinator of product development for Columbia Records.

**E. Mathews to UA A.&R. Post**

NEW YORK — Eddie Mathews, national promotional director of United Artists Records, has been appointed supervisor of UA's artist and repertoire division, and arranger-conductor Nick Perito has been named musical director.

Mathews succeeds Don Costa in the a.&r. post.

**FISHER SIGNS AM-PAR PACT**

NEW YORK — ABC-Paramount Records has signed Eddie Fisher. The artist will record for his Ramrod Productions, Inc., firm, and the disks will be released on the ABC-Paramount label.

Fisher's first Am-Par sides, "Shalom" and "Milk and Honey," from the new Broadway musical of the latter title, were cut by the label's artist and repertoire chief Sid Feller in Rome. Am-Par has scheduled an extensive promotional campaign to kick off the platter this month.

**N. Y. Singles Picking Up, Sparked by Bassey, Pretenders, Garland Sales**

NEW YORK—Three brand-new records broke loose here last week, giving dealers something to smile about. Although the singles business was not all it should be, a number of stores reported it picking up.

Top new record that started moving was Shirley Bassey's new one on United Artists, "You'll Never Know" and "Reach for the Stars," with the dealer's picking the top side as the most requested. The English thrush, now appearing at New York's Persian Room, is also getting heavy play from deejays in New York. One of the dealers commenting on her record, said: "It's great to have a record selling by a girl who can sing."

A group called the Pretenders were getting good action on their recording of "Smile" on the Tower-Martin label. And Judy Garland's

single of "Rock-a-Bye Your Baby" on Capitol was selling strongly in midtown stores. This marks Judy's first potent single in many years. Aretha Franklin's Columbia re-recording of the same tune was also getting some action though not nearly as much as the Garland disk here. Miss Franklin's disk, however, is leading nationally.

**Older Hot Ones**

Among the older singles one of the strongest disks in the city was the Marvelette's waxing of "Please Mr. Postman" on the Tamla label. A number of the dealers checked called it "a smash." Gene McDaniels' recording of "Tower of Strength" on Liberty was selling well, too. Nat Cole's "Cappuccina" has finally started to move in New York, as has the "Hollywood" side of Connie Francis' hit "Dreamboat," on MGM.

Chris Kenner's follow-up to "I Like It Like That," which was the country's No. 1 record not long ago, was not getting very much action in this city. Neither his "Packin' Up" nor "A Very True Story" on Instant are moving. Ben E. King's new Atco record, which started out with all of the play and sales on the "Young Boy Blues" side, appears to be turning over in New York, with the Colony Record shop reporting that "Here Comes the Night" as the hot side.

**The Radio Scene**

Manhattan's fall show season—on Broadway, Main Stem movie houses and niteries — moves into high gear this month and local radio stations are swinging along with the festive mood by programming more current show and film theme disks.

Station WNEW, New York, reports heavy play on the Limelites' new disk "Milk and Honey," title theme of the musical which opened here last Tuesday (10), Ferrante and Teicher's "Tonight" from "West Side Story" (movie version opens here October 18), and the Clevanoff Strings' "Back Street," title theme of the movie which opened here last week.

Mark Woods, program director of WNEW, reports the outlet is also spinning all versions of "Moon River," theme from "Breakfast at Tiffany's," currently playing at the Radio City Music Hall. However, Woods said WNEW doesn't play a theme merely because a picture is showing locally. "It has to have programming quality and audience appeal as well."

Nevertheless, Manhattan stations do participate extensively with motion picture companies on promotional drives in connection with local openings of new films. For example, when "Back Street," starring Susan Hayward, opened at the Capitol Theater here Thursday (12) Station WMGM and its jocks (Jerry Marshall, Bob Callan, and Norm Stevens) beamed their shows from the lobby of the theater. Free copies of Thelma Carpenter's waxing of the title theme were given away as prizes, and Miss Carpenter herself put in an appearance to autograph her records for the winners.

Station WNEW also gave considerable exposure to Shirley Bassey's new release "You'll Never Know." Miss Bassey is currently appearing at the Persian Room of the Plaza Hotel, and received exceptionally good notices from local critics. Two other platters by English artists also received special spins from WNEW last week—Matt Monro's "Why Not Now?" (he recently made his New York niterie debut here), and Anthony Newell's "Pop Goes the Weasel."

Among other newer records receiving considerable exposure on WNEW last week were Dinah Washington's "September in the Rain," Frank Sinatra's "I'll Be Seeing You," and Sy Zenter's "Up the Lazy River."

Johnny Mathis' "Maria" (a fairly old disk), another "West Side Story" theme, received several spins last week from WINS jocks; as did the Shirley Bassey record; Ferrante and Teicher's "Tonight," the Billy Vaughn and Bobby Darin versions of "Come September" (movie just closed at Radio City Music Hall), and Vardi's "King of Kings," title theme of the picture which opened at the State Theater here last week.

Bob White, musical director of WMCA, also reports that the station also programmed quite a few spins last week for the following new disks: Bobby Rydell's "I Want to Thank You," both sides of the new Jackie Wilson platter, "Do the

*(Continued on page 42)*

**Dowell, Kline, Darren Pace Sales Which Still Top 1960**

CHICAGO—Joe Dowell's new "Bridge of Love" broke strong in both Minneapolis and Milwaukee last week, with dealers predicting it would see chart action before too long. Patsy Kline's "Crazy" was also hot in Minneapolis-St. Paul, as was Jimmy Darren's "Goodbye Cruel World" in Chicago.

Biggest sellers in the Midwest, however, were sides already entrenched on the charts. Jimmy Dean's "Big Bad John" and Bobby Edwards' "You're the Reason" showed up strong in three major markets, Chicago, Minneapolis-St. Paul and Milwaukee.

The Marvelette's "Please Mr. Postman" was doing well in Chicago; "Big John," Shirelles, in Milwaukee; "Moon River" both by Henry Mancini and Jerry Butler, and "The Way You Look Tonight," with the Lettermen, in Minneapolis-St. Paul.

**Sales Good**

Sales of both singles and LP's continue to keep well ahead of last year and dealers are optimistic. A few reported that the World Series had cut into sales but not enough to hurt.

One general dealer complaint,

however, continued to be the large number of singles on the market today. A dealer in Chicago and another in Minneapolis said there were so many labels out that it was hard to keep track of all the new and obscure material.

"A lot of new talent, undoubtedly some of it good, gets lost in the shuffle, a St. Paul dealer felt.

**Quantity Not Important**

Several dealers in Milwaukee, however, felt that the quantity of singles wasn't too important since "kids are always looking for new material anyway."

Disk jockeys came in for some criticism, with dealers complaining that not enough coverage is given to "strong new material."

Many dealers felt that jockeys, mostly because of station policy, were tied to chart programming or to "committee-planning" of what to play. "A lot of new material with strong sales potential never gets the right push," a Milwaukee dealer complained.

**Play Them Too Soon**

Other dealers complained that jockeys played new material as soon as they got it and didn't give the dealer a chance to stock the tune and promote it right along with air-play.

In Chicago, big talk in the trade centered around the departure of Mel Hall, program director at WJJD, one of the city's three stations still playing rock and roll (see separate story), with the trade wondering whether "soft music" or some other change in program was coming.

WLS, with its 50,000 watts, round-the-clock coverage and Dick Biondi, continues to be the city's No. 1 outlet for singles, but of late WJJD has been cutting into the market. The latter station particularly is credited by promotion men as being more willing to break with new material and take a chance.

**Add Jim Davis to Verve A.&R. Staff**

NEW YORK — Jim Davis has been added to the Verve Records a.&r. staff, it was announced by Arnold Maxin, president of the label. Davis will work with Verve creative head, Creed Taylor. Previously, Davis had been a sales and field man with Verve. On another front within the Verve operation, Davis had worked on promotion for Ella Fitzgerald, Shelley Berman and Oscar Peterson as well as the Jazz at the Philharmonic tours.

**Distrib's Deal Kicks Off 14 Am-Par Albums**

NEW YORK — ABC-Paramount Records debuted 14 new albums at its annual fall-winter distributor meeting here October 4, 5 and 6.

The lineup included eight new ABC-Paramount packages, four Impulse (Am-Par's jazz label), one on Chancellor, which is distributed by Am-Par, and one on Octave, also distributed by Am-Par.

Am-Par's present fall LP program, whereby distrib's are offered 12½ per cent discount on all LP purchases (complete catalogs and new releases) will be extended to cover the new product, including albums through December 15.

Commenting on the comparatively small amount of album product—as compared to previous releases—Am-Par prexy Sam Clark said that the label had concentrated "on quality of merchandising rather than releasing a large group of albums."

**'Gypsy Woman' Casting Strong Sales Spell in Philadelphia Area**

PHILADELPHIA — The Impressions' disk of "Gypsy Woman" appears to be the record that's bringing people to the stores here like the Presley singles used to do. Leon Pennick's experience at the Downbeat Shop last week is an example.

"That record has been fantastic," Pennick told BMW. "Last Friday (6) I started the day with two boxes of the record. When I got two-thirds of the way through the two boxes on Friday I started getting panicky. I tried to get records for Saturday and couldn't get them. I even called New York but I still couldn't get them in time. Saturday I lost a lot of action. The reorder finally came through late Saturday and I opened on Sunday so I wouldn't lose any more sales. What a record."

Pennick indicated the trend here seems to be toward group records. "Groups are making it much bigger than solo acts," he noted. Pennick further remarked that business has been "terrific" lately, thanks in part to "Gypsy Woman."

On the other hand, Bill Rush of Jolley Record Shop in West Philadelphia, says business continues slow, with the main excitement confined to weekends. "There's a lot of unemployment in our end of town and there's a strike at Westinghouse. That never helps. Also, the big discounters like Korvette and Lit Brothers are hurting us with their ads. Lit Brothers had Mitch Miller sing-along albums last week at \$1.99. That really hurts because people feel we're trying to take them over when we don't have the record at the same price."

In addition to "Gypsy Woman," Gloria Lynne's "Impossible," out for some time now, continues to get good action. Another newer disk getting reports is the Spinners' "Love I'm So Glad I Found You," on Tri-Phi. Baby Washington's "There You Go Again," on Am-Par, is also drawing some interest as is "Whisper Softly" by the Avons on Hull. That label's already moving with the new Shep and the Limelites' disk "Three Steps to the Altar."

# Southeast Retailers Irked by Racks, Service, Other Disk Ills

WASHINGTON — Baltimore, Washington and Atlanta record dealers are marking time until the end of the so-called "summer" season here gives way to the November spurt. Business has been mild, but expectations are generally cheerful, with strong sales of "Anybody But Me," by Brenda Lee on Decca, and "Please Mr. Postman," by the Marvelettes on Tamla. There's a rising curve for "It's Your World," by Marty Robbins on Columbia; "It's Just a House Without You," by Brook Benton on Mercury; "Aware of Love," by Jerry Butler on Vee Jay; "Greetings," by the Valdeers on Miracle, and "Rockin' Bicycle," by Fats Domino on Imperial.

Trailing these breakouts but well up in the newer singles race down here are "Berlin Melody," by Billy Vaughn on Dot; "Everybody Gotta Pay Some Dues," by the Miracles on Tamla; "Gypsy Woman," by the Impressions on ABC-Paramount; "Heartaches," by the Marcels on Colpix; "Human," by Tommy Hunt on Scepter; "I Apologize," by Timi Yuro on Liberty; "Rock-a-Bye Your Baby," by Aretha Franklin on Columbia; "Tower of Strength," by Gene McDaniels on Liberty, and "You Don't Know What It Means," by Jackie Wilson on Brunswick.

## Heartaches for Some Dealers

Heartaches are registered by some dealers, too, however. One Atlanta landmark, Bames Record Shop, run by its proprietor for close to 50 years, is going out of business. Said Mr. Bames Jr.: "The record business is too fouled up with discounting and clubs. Everyone and his brother handles records. The business of being a record dealer is no longer worth going into."

In Washington, a complaint was launched not against sales rivals, but against knots in the supply line of a local rack jobber. The complainant, branch store manager of a large variety chain, said of the racker service: "We get too little too late. When he finally comes through with the hot ones we've been begging for, it's too late. The kids have gone somewhere else for it, or it's passed its peak. We've lost a lot of sales that way."

The manager is battling for better service and "less discrimination" by the racker in the distribution given to different stores in the chain in this area. "It used to be good when we were the only store he serviced, but now that he's servicing the whole chain in this area, we're getting short rations. In fact, I'd like a new deal altogether on distribution."

## TO CAROLINE: A 'MUSIC' SUB

WASHINGTON—A prominent subscriber to the RCA Victor "Adventures in Music" series for children is the very, very young daughter (almost four) of the President, Caroline Kennedy. She was presented with the special gift recording, made by the National Symphony Orchestra, by orchestra director Howard Mitchell, when he also presented Mrs. Kennedy the Presidential box tickets for the orchestra's 1961-1962 season.

Inscribed on the gift was: "To Caroline: To help open to you the wonderful excitement in the world of music." The National Symphony opens its 31st season here, and Mitchell celebrates his 13th year as music director and conductor, October 17-18, in Constitution Hall.

The record counter clerk said they could have made substantial sales of numbers like "I Wake Up Crying," "Soothe Me," "Impossible," by Gloria Lynne, and "Sad Movies," by the Lennon Sisters, if they'd had the stock delivered when the requests were heavy.

## Dealers Are Cautious

Dealers in all three cities were cautious on prospects for benefit from the new 49-cent singles label announced by Victor. Said several: "If these are spread around the racks and department stores and drugstores and discount houses, we may not be any better off than we are now." One said he felt the low-price singles line was good, but it

was not enough: "They ought to all drop."

Another dealer's opinion was: "There'll always be pop music and there'll always be kids to buy it. This new Victor thing could do a lot of good by making it easier for the kids to own more of their favorites—but we'll have to wait and see."

An Atlanta dealer who runs a TV and radio and hi-fi sales and repair shop, plus records, believes that "record stores are going to be like book stores in a few years—scarce." But this doesn't mean that selling singles lacks value to a retailer. Owner Norman, of Norman TV in Atlanta, said he is go-

(Continued on page 42)

## Kolsky Debts Diamond Label; Says 49c Single 'Unrealistic'

NEW YORK—Joe Kolsky, who recently resigned as executive vice-president of Roulette Records, has set up his own label, Diamond Records, with 36 distributors covering 50 States. Kolsky will work with indie producers initially and concentrate on the singles market, but has "definite plans" to enter the album field at a later date.

Diamond (the label name was formerly used by another firm, which Kolsky termed an "abandoned" company) will have its first release on the market this week, "Every Step of the Way" by Kevin McQuinn, produced by Bob Crewe. McQuinn, a former member of the Mello-Kings vocal group and currently a waiter at the Copacabana and Kolsky will visit jockeys and dealers in Washington and Baltimore this week to kick off the disk. McQuinn wrote both tunes on his first release.

In line with his plan to concentrate on a small amount of product in the beginning (approximately one release every two weeks) Kolsky said: "The business has changed over the past years since I first got into it. Today quantity can hurt you. I want to be certain that each record Diamond releases is given maximum sales potential. Only quality and a

reduction in quantity can assure this."

He will follow the same plan in the LP field when he enters it. The exec opined that catalog is "a thing of the past. Catalog today," he said, "is being kicked around at such ridiculously low price it has become completely uneconomical to produce."

Kolsky, who will maintain a regular 98-cent singles price tag, doesn't think RCA Victor's new 49-cent label, Groove, is "realistic." Even though the percentages remains the same, he contends, you can't make money at the price.

For example, he said, if it costs 25 cents to ship 25 records, then, —on a 49-cent disk — the cost against the gross profit is approximately 17 per cent; while on a 98-cent platter, the cost is only 7 per cent against the gross profit. "Unless every record released is a smash, I don't think a company can make money on a 49-cent single," said Kolsky.

Eventually, Kolsky plans to appoint two permanent artist and repertoire men. His selection, he said, will be determined by the productivity of various indie producers he will work with during the next few months. Kolsky also plans to set up music publishing firms, but not in the near future.

## LATE POP SPOTLIGHTS

### SINGLE

#### ORNADEL

**THEME FROM KING OF KINGS (Robbins, ASCAP) (2:25)**—Ornadel leads the Starlight Symphony in a stirring performance of the theme music from the highly touted new motion picture. The sweeping orchestral sound here is reminiscent of "Exodus," and could easily score big. Watch it. Flip is "The Prayer of Our Lord," from the Mikos Rozsa "King of Kings" album (Robbins, ASCAP) (2:19). **MGM 13047**

## GEMA in Answer To Trade Criticism

### By OMER ANDERSON

MUNICH—GEMA is taking the offensive against charges that it exacts unreasonable royalty payments and spends excessively for administration.

Dr. Erich Schulze, chairman of the GEMA board, indicated that GEMA intends instituting legal action in the future where such charges are made without substantiation.

GEMA's board chairman disclosed that the copyright organization has taken Bundestag Deputy Hermann Ehren, an editor of *Bototrop* in the Ruhr, to court here in connection with charges Ehren made against GEMA.

Ehren assailed GEMA for its alleged "dictatorial" tactics and implied the copyright organization pursued a general policy of "charging what the traffic will bear."

Dr. Schulze said, however, that Ehren had been unable to prove his allegations in hearings before the Munich Land Court (Landgericht Muenchen 1).

### No More Charges

The hearings ended, Dr. Schulze reported, with Ehren pledging that in the future he will make no statements or charges to the effect:

1. That GEMA, in connection with a rally of the Federation of Upper Silesians, had requested royalty payment of 1,600 marks (\$400), but had then satisfied itself with 500 marks (\$125); evidence (Ehren contended in his original statement) that GEMA "backed down before powerful organizations but spring at the throat of the weak."

2. That GEMA "schliesse Kne-

belvertraege ab" — concludes agreements with a club.

3. That GEMA employs dictatorial tactics to force acceptance of its royalty payment demands.

Schulze said that GEMA had withheld comment on Ehren's charges pending outcome of the Munich hearings.

The hearings developed from charges Ehren made in connection with a Parliamentary interpellation addressed by 16 deputies from Chancellor Konrad Adenauer's Christian Democratic Union, of which Ehren is a member.

The deputies requested the Federal Minister of Justice, Fritz Schaeffer, furnish information concerning state supervision of GEMA and its financial structure.

Ehren and Richard Muckermann, also a CDU deputy and with Ehren a member of the group of 16 CDU deputies who entered the Parliamentary interpellation, took the occasion of the interpellation to grant a joint interview to *Musikmarkt*, West Germany's music trade publication.

### In the Soup

It was this interview which landed Ehren in the soup with GEMA. The two deputies accused GEMA of having achieved a "monopoly position" and declared their intention of ascertaining, via Parliamentary inquiry, how this alleged position was attained.

Schulze's statement regarding Ehren's pledge to cease and desist repeating the three categories of charges made no mention of Muckermann nor of *Musikmarkt*. There was similarly no mention of any penalty imposed upon Ehren. Moreover, Schulze's statement did not mention slander or libel in connection with the Munich hearings.

GEMA's chairman merely said that at the conclusion of the hearings Ehren had declared to the court that in the future he would not repeat the three separate charges implying that GEMA exerted improper pressure in its negotiations covering payment of music royalties.

## Denny Sets 3 C.&W. Units for Overseas

NASHVILLE—W. E. (Lucky) Moeller, of the Jim Denny Artist Bureau, Inc., here last week set a country music unit featuring George Morgan for a six-week tour of theater and club dates in Japan, Okinawa and Korea, starting November 13. Appearing with Morgan on the tour will be Custis Gibson, Gene Martin and Donald Slayman.

In another deal consummated last week between Moeller and the Jolly Joyce Agency, Philadelphia, the Carter Family, consisting of June, Helen, Mother Maybelle and Anita Carter, will play Air Force bases in Germany for 10 days in November, with Kitty Wells and Johnny and Jack playing the same Air Force route in Germany in December.

## FTC Probe to Test Legality of Clubs

### By REN GREVATT

NEW YORK—A number of interesting questions regarding record clubs are expected to be aired as a result of the Federal Trade Commission's recent investigation of the record business.

For some time the New York office of the FTC has been conducting an inquiry into many facets of pricing in the business, with the view of turning up possible examples of discriminatory pricing violations of the Robinson-Patman Act. This investigation is now virtually complete and is expected to be forwarded to FTC headquarters in Washington for a determination as to whether grounds exist for issuance of complaints.

More recently, an inquiry was commenced into various aspects of the Reader's Digest operation of the RCA Record Club, as well as into certain "package" offers made by the Digest outside the Victor club. In addition, the relationship between the Columbia Record Club and various indie labels, whose product is offered through the club, has also been the subject of scrutiny.

Matters involving the Reader's Digest go back to the time when the Digest offered via mail order ads certain packages of 12 LP recordings for roughly \$16 monaural and \$17 stereo. The FTC entered the picture as a result of a complaint by an important dealer saying that the Digest mailing literature claimed the records to be the equivalent in value of others selling for as high as \$4.98. All of the recordings were made in Europe, and the complaint alleged the disks were the same recordings as were available on a certain low price label here.

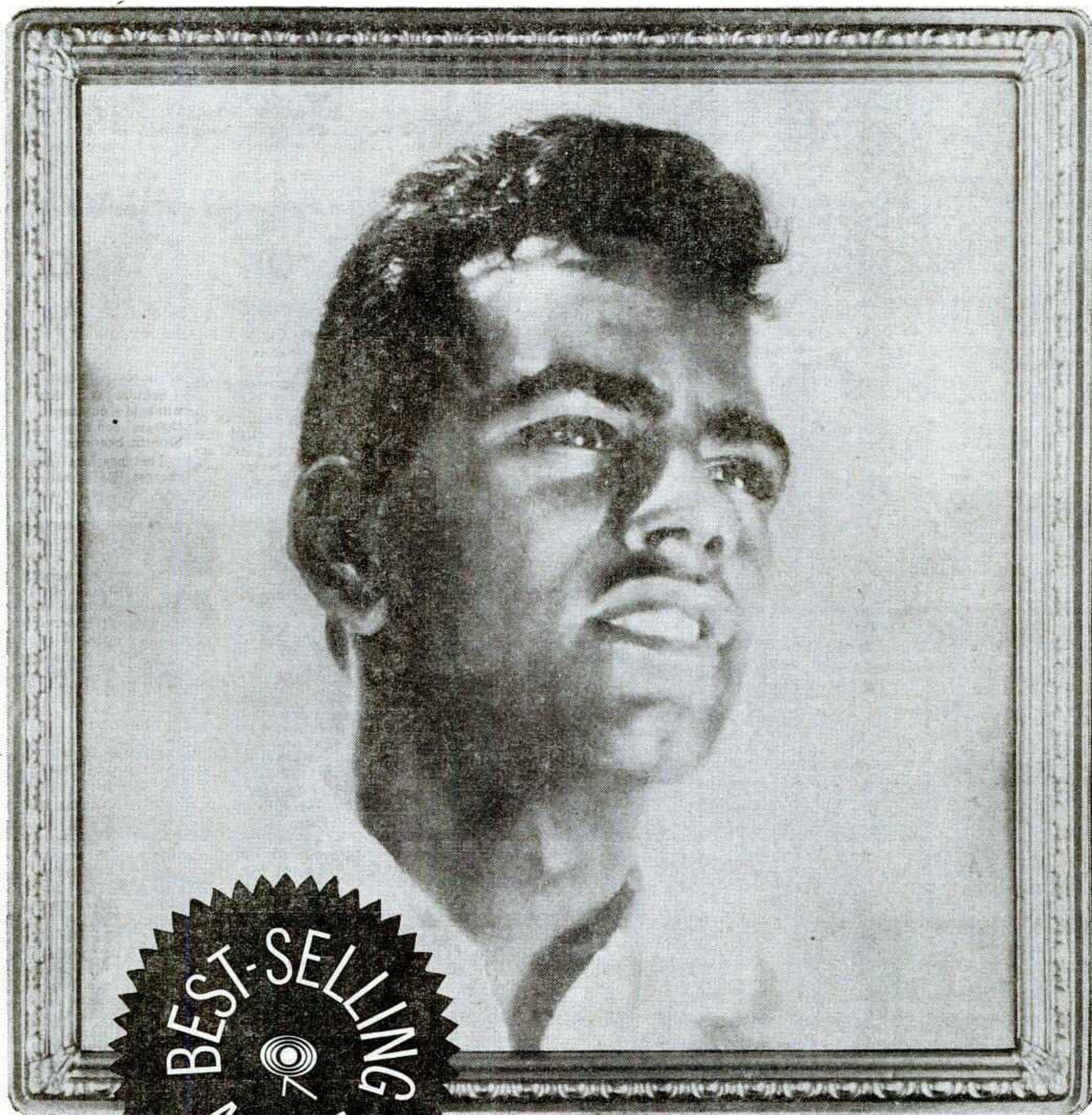
More recently, the FTC has looked into the Digest's relationship with the RCA Victor Record Club. Here the inquiry has been based on the question as to whether the Digest is the owner of the club, or merely an agent for Victor. If the Digest is constituted as the owner of the club, then, some say, it can be construed as a dealer, in competition with other record dealers, and favorable prices extended to it could be considered a violation of the Robinson-Patman Act. On the other hand, if the Digest is merely

an agent for Victor, there would be no consideration of discriminatory pricing. The BOM sold the club to the Reader's Digest for \$5,000,000.

In the case of Columbia and certain other labels, the question at issue is based on the anti-merger (Section 7) provisions of the Clayton Antitrust Act. Under this provision, it can be termed illegal for one competitor to acquire part of the assets of another. The acquisition by Columbia of a license to the master disk of one record from a competitor for sale through the Columbia Club, could be regarded as questionable under this law, since it would tend to restrain competition. If Columbia, a dealer through the record club, got a better price deal on any of these disks from other labels than any other dealer, this would also have Robinson-Patman Act applications.

The results of these separate record club inquiries are expected to be lumped with those of the other, longer-term investigation, for the purpose of determining whether grounds for complaints do exist.

# Got the picture?



**BEST-SELLING ALBUM**

It's the picture of a winner —  
**PORTRAIT OF JOHNNY**  
 now at the top of the charts —  
 its sales power sparked by  
 Columbia's unique packaging idea  
 — a gold-framed, brush-stroke  
 oil painting reproduction of  
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 with every album.

**BEST-SELLING SINGLE**

Wasn't the  
 Summer Short?  
 c/w  
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 4-42156 also  
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Another first — and another winner on **Columbia Records**

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# Manufacturers 'Let George' Solve Industry LP Problems

By BOB ROLONTZ

NEW YORK—A waiting game is being played by LP record manufacturers. They are waiting for one or two interpid manufacturers to bravely take the initial steps to help lead them all out of the morass of problems afflicting the LP business. The problems include such things as overproduction of LP's, deals and discounts on albums, high list prices on LP's, including the \$1 differential on stereo albums, the entire album price structure, and returns and dumping.

Although for a while in this new season it appeared as though manufacturers were cutting back on LP releases, it can be safely said that the amount of new product out for the fall season equals or exceeds last year's oversupply. If the new product was more salable than last year's this might not matter. But the trend established in previous years is even stronger this season. That is, the big hit LP's sell more, and the rest—except for specialized merchandise, jazz, classical, r.&b. or folk—hardly sell at all. At the same time some LP's sell a million, and "The Sound of Music" on Columbia and others as much as 500,000, there

are scores and scores of albums that sell less than the cost of the recording and packaging. Although a few manufacturers have cut back on releases, and one very successful line, Command, has only issued 25 sets in two years, the majority of labels have pushed up or continued their heavy album production.

## 60 Cents Each

The high level of album production and the limited number of album hits creates many kinds of problems. Obviously it contributes to a situation whereby some albums are not sold and either get shipped back to the manufacturer, or never leave the warehouse. These albums then have to be gotten rid of and are often sold in high quantities for as low as 60 cents each. These items in turn become the \$1 to \$1.50 LP sale items and are footballed by department stores, discount shops, etc. This merchandising may include LP's by name artists as well as unknowns, and helps create a depressed price level for even the better selling wax. Many firms believe that this whole procedure could be eased if manufacturers were more careful about what they released, and more conservative

about what they pressed; and if distributors, one-stops, racks and dealers were more discriminating in what they purchased.

## Consignment Business

The deals and discounts on albums have now become so all-encompassing that almost everyone is working on three to six months' credit. Not only are there 10 to 25 per cent discount deals in the spring, fall, winter and at Christmas, but the old 30-60-90-day dating has now given way to six months' billing for some firms. In a way the album business is closer to a consignment-type business today than at any time in the last decade.

Manufacturers when asked—off the record—say they would like to see deals and discounts dropped, but no one is anxious to lead the way. This is partly because they are afraid a competitor will offer a better deal after they cut out all deals. They aren't anxious to stick their necks out.

The deals and discounts have, in a very real sense, affected the entire price structure. Manufacturers used to sell to distributors at 50 and 10 and dealers used to buy at 40 off. And the latter used to sell at list—once upon a time. Now distributors get an extra 10 per cent or more on many albums, give an extra 10 per cent to racks and one-stops, sell to dealers sporadically at an extra discount, and give an extra discount to large buyers. Dealers, in turn, sell records at a discount more often than not, thus slicing their margin by as much as 20 per cent. Many observers feel that a lower LP price with a discount structure closer to that established in fact than in the breach, would cut down the deals, discounts and extra dating and add a note of sanity to the business.

With the slow growth of stereo, which is now a little more than 25 per cent of the LP business after three years, there is a slow murmur being heard that it is time to reduce or eliminate the \$1 price differential on stereo LP's. The sound of stereo, claim these execs, is so exciting that once consumers buy their LP's at a price closer to mono disks they would be hooked on stereo and stereo sales would increase greatly. But everyone is waiting for someone else to do it.

## 'Sue' Leads Pack In L. A. Sales

HOLLYWOOD—Laurie's "Run-around Sue" continues as the runaway singles hit in this market, accompanied by such front-pacers as Columbia's "Big Bad John" and Vista's "Let's Get Together." Strong contenders included Dot's "Berlin Melody," UA's "Dream of Love" and Timi Yuro's "Hurt." Singles continued to make their sales climb, leading a generally brisk record business.

## Singles Sales On Rise in S. F.

SAN FRANCISCO — Record business is jumping in this town, with singles continuing to take the lead in the revitalized sales scene. Strongest in the Bay City market area continues to be Dave Brubeck's "Take Five" (Columbia) and Sue Thompson's "Sad Movies" (Hickory).

Others revealing full sales strength include Jimmy Dean's "Big Bad John" (Columbia) and Dion's "Runaround Sue." Ferrante and Teicher's "Dream of Love" is also in the area's sales winner's circle.

## FOLK TALENT & TUNES

By BILL SACHS

Red Foley will miss WSM's Country Music Festival in Nashville, November 2-4, due to a commitment which will find him, Uncle Cyp Brasfield and guitarist Speedy Haworth at Massey Hall, Toronto's formidable old showhouse, November 3-4. Last week, Ned headlined for Massey-Ferguson, his longtime TV sponsor, at the National Corn-Picking Contest in Worthington, Minn. His cast there included Slim Wilson, the Tall Timber Trio, Uncle Cyp Brasfield, the Promenaders and 300-pound, country croonin' Bill Ring.

Prairie Farmer magazine's annual promotion, Farm Progress Days, drew just over 300,000 persons in Rensselaer, Ind., September 28-October 1, with ankle-deep mud proving no hindrance to the crowd-drawing abilities of Slim Wilson, Bill Ring, Carl Smith and Leroy Van Dyke. . . . Earl Barton Music's Nashville nabob, Bob (Bevo) Tubert, has returned from a vacation in New England. . . . Crossroads TV's John Mahaffey and Si Siman are back at their Springfield, Mo., headquarters after a week's stay in New York. . . . Shug Fisher, late of "Jubilee U.S.A.," is building a long string of credits in Hollywood TV Westerns. He was seen most recently on the new season's premiere of "Have Gun, Will Travel" and a recent "Bonanza," with a role coming up soon in "Gunsmoke."

Rena International Records has signed Bill McDowell to a recording pact, with his first release "America's Uncrowned Queen" b.w. "Hobo's Guitar." McDowell is backed on the bluegrass platter by the Johnny Hickman Trio. A veteran of 16 years in the country music field, McDowell was formerly manager of the King Records branch in Charleston, W. Va.; has had his own radio show on WCAW Radio and appeared on WCHS-TV, Charleston. . . . Bob Williams, Nashville radio and TV personality, and Hillous Butrum, formerly with Hank Snow and the late Hank Wil-

liams, head up their own eight-piece ork for a dance party held each Friday night in the ballroom of the Maxwell House, Nashville. Appearing with Williams and Butrum are Tommy Jackson, Walter Haynes, Leon Sutton, Cecil Brower, Donnie Young and Harold Weekly. A "Grand Ole Opry" star is featured at each session.

Bill Anderson, writer with Tree Publishing, Nashville, was the subject recently of a two-page feature in the Sunday magazine section of "The Atlanta Journal-Constitution." Titled "He's a City Boy Who Writes Country Music," the story quoted some of Bill's "catchy" tunes, as writer Maggie Davis called them, and included action photos of Bill on TV and as a performer. The magazine has a circulation of over half a million. . . . Shirlee Hunter, with Dewey Ritter and the "New Dominion Barn Dance" show, introduced the 1962 Fords to folks in the Richmond, Va., area recently via a promotion staged by Jim Gemmill Promotions at Commonwealth Ford, Richmond, Virginia's largest Ford dealer. The first half hour was aired over WXGI, Richmond's only country music station which recently kicked its power up to 5,000 watts.

Kitty Wells, Johnny and Jack, Marvin Rainwater, Jimmy Newman, Bill Phillips and the Tennessee Mountain Boys kicked off a tour for the Jimmy Denny office at Aurora, Ill., Saturday (14), with other stops skedded for Portage, Wis., October 17; Marshfield, Wis., 18; Montevideo, Minn., 19; St. Clair, Minn., 20; Rapid City, S. D., 21; O'Neill, Neb., 22; Storm Lake, Ia., 23; Columbus, Neb., 24; Charles City, Ia., 25; St. Peter, Minn., 26; Sioux Falls, S. D., 28, and winding up in Des Moines, Ia., on the 29th.

Fred Stryker, Hollywood publisher, has acquired the masters and publishing rights to "Miss Heartache" and "I'm Gonna Sing," cut recently by chanter Harlan Powell. Tunes will be published by Stryker's (Continued on page 36)

## MUSIC AS WRITTEN

New York

Manager Mike Gendel is now handling the Four Voices, and has placed them with Madison Records. He also has a new Spanish musical act, from Argentina, called Los Music Amigos, Group features dancing, juggling and music. . . . Hirsch de La Viez has joined Contacts, Unlimited, of Washington as an officer of the firm. . . . Felix Slatkin has resigned his post as an a.&r. director at Liberty but will continue to be an artist on the label. . . . The National Association of Record Merchandisers will hold its next convention at the Eden Roc Hotel in Miami starting April 8. . . . The Blackwood Bros. are set on one-nighters from now through the end of November. . . . Ivan Mogull visited publisher Cedric Dumont in Switzerland last week. . . . Meg Myles, Lenny Welch and Don Maloff are now being booked by Shell Associates, Gordie Baker's firm. . . . The Delta Rhythm Boys will appear with Lena Horne in the forthcoming Broadway show "Nine o'Clock Revue." . . . Johnny Seay has been signed by William Morris. Hubert Long handles the singer. . . . Antler label has signed Ike Cole, Ike Clanton, the Vanguards, the Flain Brothers, Robin Lee, Walt Conley and Ivy Ellen. . . . Sonda Bianca has been named administrative assistant, Columbia Records Productions. . . . Miss Bianca is concert pianist who has been featured on both the Epic and Harmony labels. . . . Don Gold, associate editor of Show Business Illustrated, is taping a half hour jazz show for Trojan Productions. . . . Vanguard has signed the University of Michigan band for an album of football marches. . . . Jack Mills is off on a European trip to branches and affiliates of Mills Music in Europe and Israel. . . . Mills will meet with Cyril Gee, general manager of Mills, Ltd., London, to screen new material for the U. S. . . . Danny Kessler has signed the Four Coins to the Jubilee label.

Bob Rolontz.

Chicago

Hal Gold, assistant sales manager for Capitol here, has been promoted to branch manager in St. Louis. New Chicago manager is Bruce Masterson, formerly of Dallas, replacing Earl Horwitz, who recently became district sales manager in California. Bruce arrived Monday (9), complete with Palomino and 10-gallon hat. . . . Verne Bain, veteran head of Columbia's distributing outlet here, is being replaced by Paul Smith, former branch manager in St. Louis. Baine is a 30-year man with the firm, the last 11 with Columbia; 19 years before that with the Sampson Company, former Columbia distributor here.

Summit Distributing Company has taken on the Jazzland label. . . . James H. Martin has added the Warwick line, including 7 Arts, Elmore, Tap, and, of course, Warwick labels. . . . Tony Galgano, Record Distributors, is romping around Mexico on a vacation. . . . Myron Schultz, Garlen, just got back from one, his first in two years. . . . Garlen, incidentally, has taken over the Reprise line in Chicago from M-S Distributing. Garlen already has the line in Wisconsin. . . . Vee Jay's Ewart Abner enters the night club business. He and Art Sheridan (already head maffoff at Birdhouse and Basin Street) will reopen the Sutherland Lounge and feature jazz. Lou Alport bombed the place shut some two months ago. . . . Local rumors that the Limelights are breaking up just aren't true, according to firm denials by the group here recently for a concert. RCA's Midwest impresario of promo, Stan Pat, arranged to have the boys help Marty Faye kick off his newly time-slotted television show recently with a 40-minute live performance. . . . Patti Page will have a new LP soon, a.&r.'d by Mercury's country and western specialist, Shelby Singleton, recorded in Las Vegas, of all places. . . . Three Playboy acts just signed recording pacts: David Allen, pop vocalist, with Decca; Anne Marie Moss, jazz vocalist, with Columbia, and Joe and Eddie, folk singing pair, with Capitol.

Nick Biro

Boston

The brass from Command Records drew some 200 dealers to a session on the new 35-mm. film classical disks here this week. Enthusiasm was high for the line as Enoch Light spoke and played excerpts. Light, a.&r. veep, was accompanied by Loren Becker, national sales chief and Bobby Byrne, assistant a.&r. man. Hosting was Cecil Steen of Records, Inc., and Dick Fitzsimmons, Records, Inc., promotion chief.

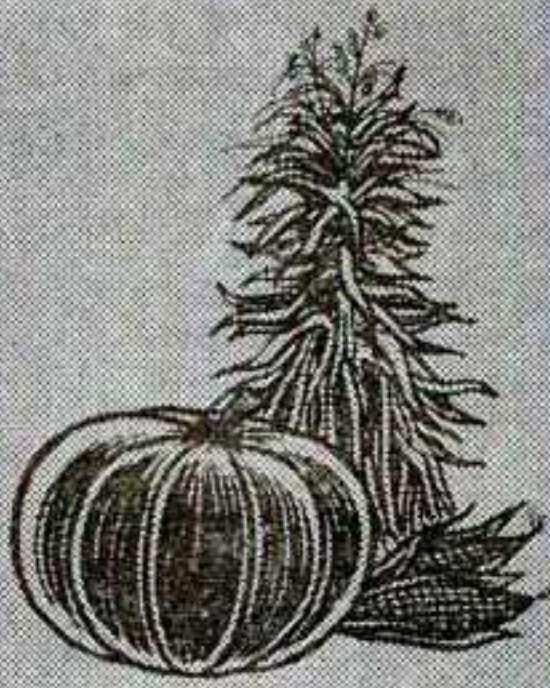
After years of trying, Stanley Blinstrub of Blinstrub's Village has finally signed Milton Berle to come into the 1,700-seater next week. . . . Ferry Mulligan and his band scheduled for Storyville caused a furor when he didn't appear despite a contract. Complaints have been lodged with the New York local of the Musician's Union. . . . Jack Sager of Disc Distributors reports a big increase in interest in spiritual records locally. Two going well are Lightnin' Slim's "Hello Mary Lee" on Excello and Brownie McGee and Sonny Terry on Choice's "Country Road." The Statler-Hilton proved that dining entertainment could be successful and have launched another season of the Show Stoppers, a group of six young singers doing popular numbers from musicals. Current show is "Manhattan Vignettes."

Cameron Dewar.

Cincinnati

Mel Herman, head of State Records and Whirling Disc, local distributing firms, has purchased the Piano Lounge in the heart of town and plans to convert it into a plush music spot to be known as the Living Room. He is spending \$25,000 in renovations and plans to operate with a policy of name record talent. Installed as permanent house singer is Judy James, with Herbie Kirshner, who will manage the nitery, slated to take over the piano chores next week. . . . Local comic Jack Clements, who is teamed with The Post & Times-Star columnist Dale Stevens on the Fraternity album, "The Weird and the Beard," inked for

(Continued on page 36)




# ROULETTE FALL FESTIVAL OF HITS!

<p align="center"><b>THE REGENTS</b>  <b>"LIAR" / "DON'T BE A FOOL"</b> G-1073</p>		
<p align="center"><b>JOHNNY HOLIDAY</b>  <b>"ONE MORE TIME" R-4398 "YES, YES, YES"</b></p>		
<p align="center"><b>ENZO STUARTI</b>  <b>"I RUN TO BE WITH YOU"</b>  R-4395</p>	<p align="center"><b>SARAH VAUGHAN</b>  <b>"GREAT DAY"</b>  R-4397</p>	<p align="center"><b>JIMMY DUNCAN</b>  <b>"EIGHTH WONDER OF THE WORLD"</b>  R-4394</p>

## FALL FESTIVAL ALBUM MONEYMAKERS!

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Honeycomb - Jimmie Rodgers  
A Thousand Miles Away - The Heartbeats  
Party Bell - Buddy Knox - Gee - Crews  
Why Do Fools Fall In Love - Frankie LYMAN  
I'm Stupid With You - Jimmy Bowen  
Sleep Sleep - The Playmates  
The Closer You Are - The Chameleons  
Crying In The Chapel - Sonny Till & The Orioles


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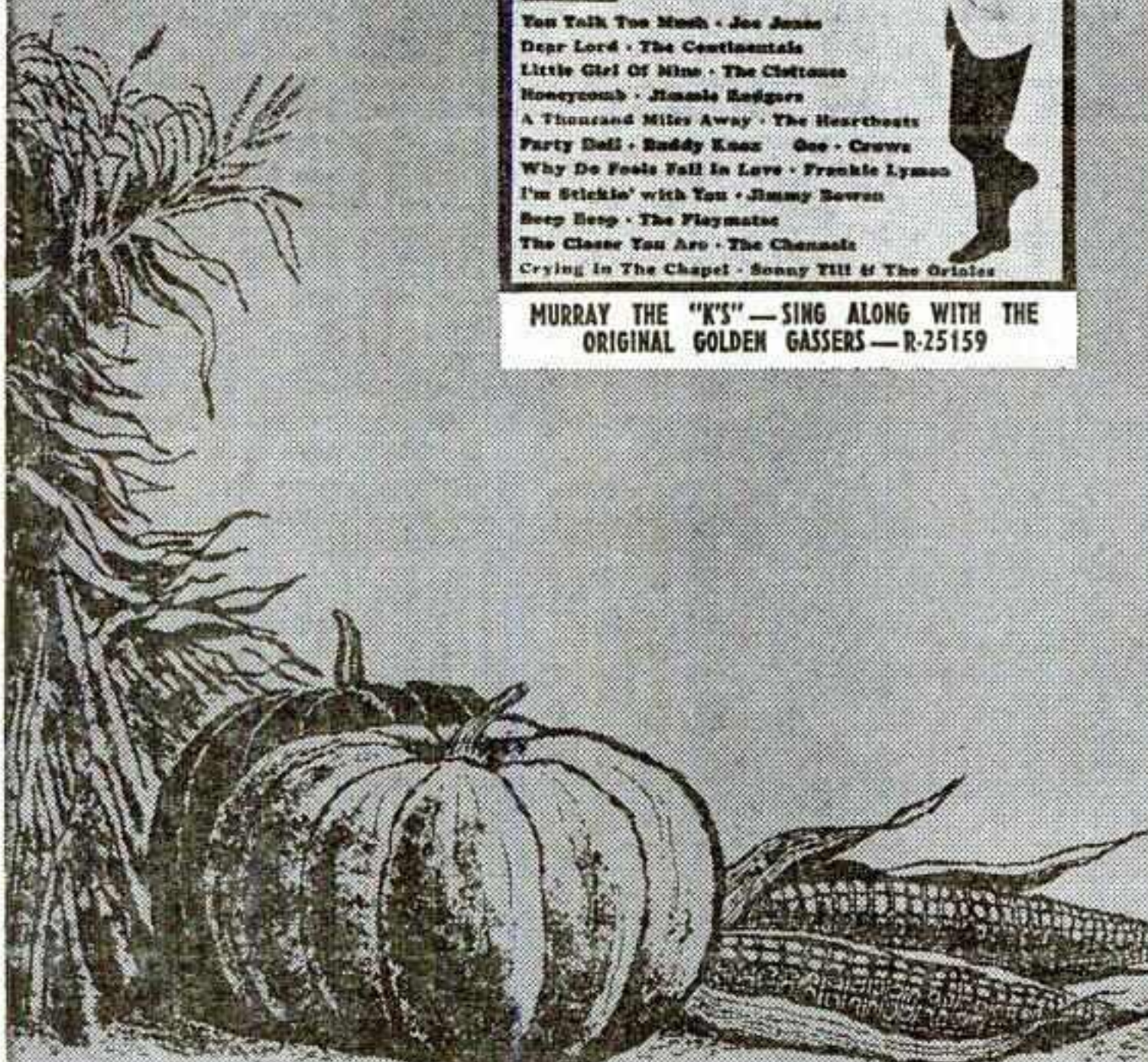


"TOGETHER FOR THE FIRST TIME"—LOUIS ARMSTRONG AND DUKE ELLINGTON—(S) R-52074

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**MAYNARD FERGUSON**



"STRAIGHTAWAY" MAYNARD FERGUSON—(S) R-52076



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# ROULETTE

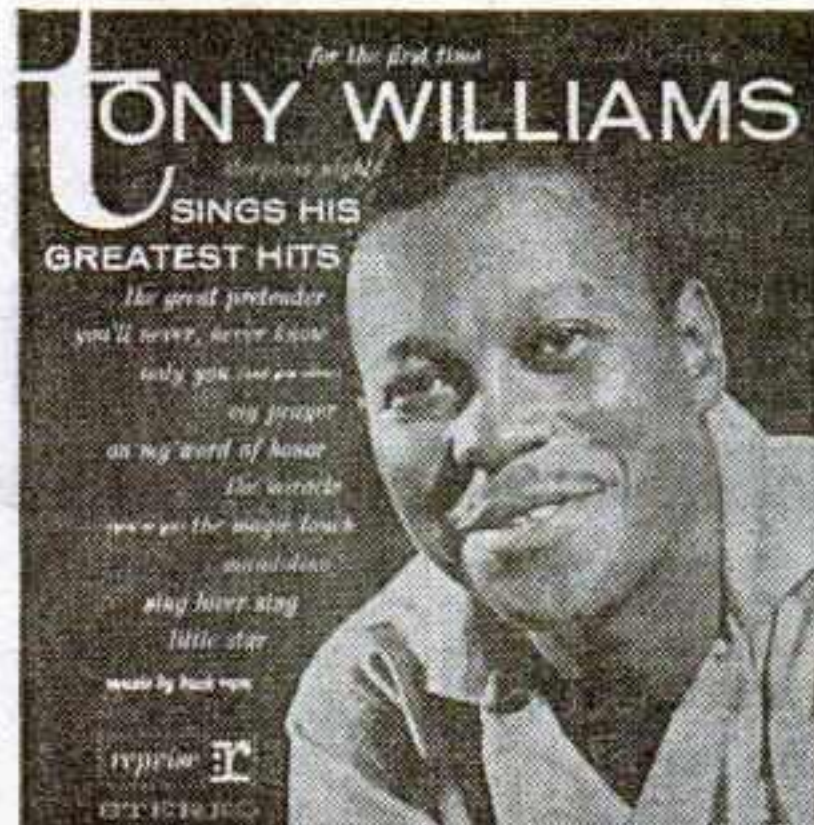
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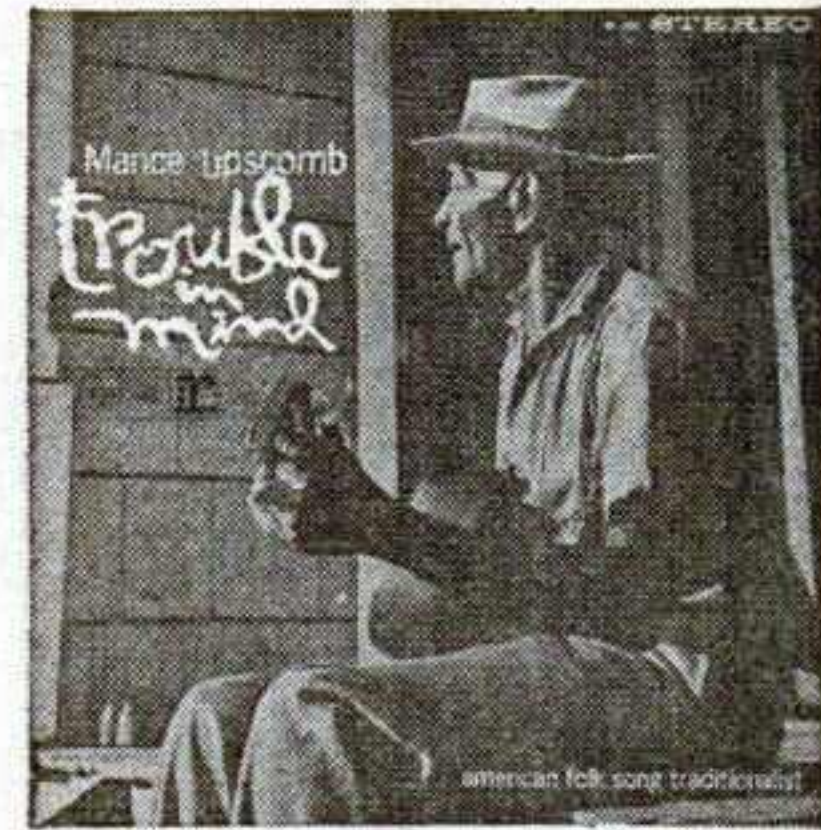
"Tony Williams Sings his Greatest Hits"—Music by Buck Ram • R-6006



"Themes From the Great Foreign Films"—Leo Diamond, Harmonica and Orchestra, featuring Twin pianos • R-6009



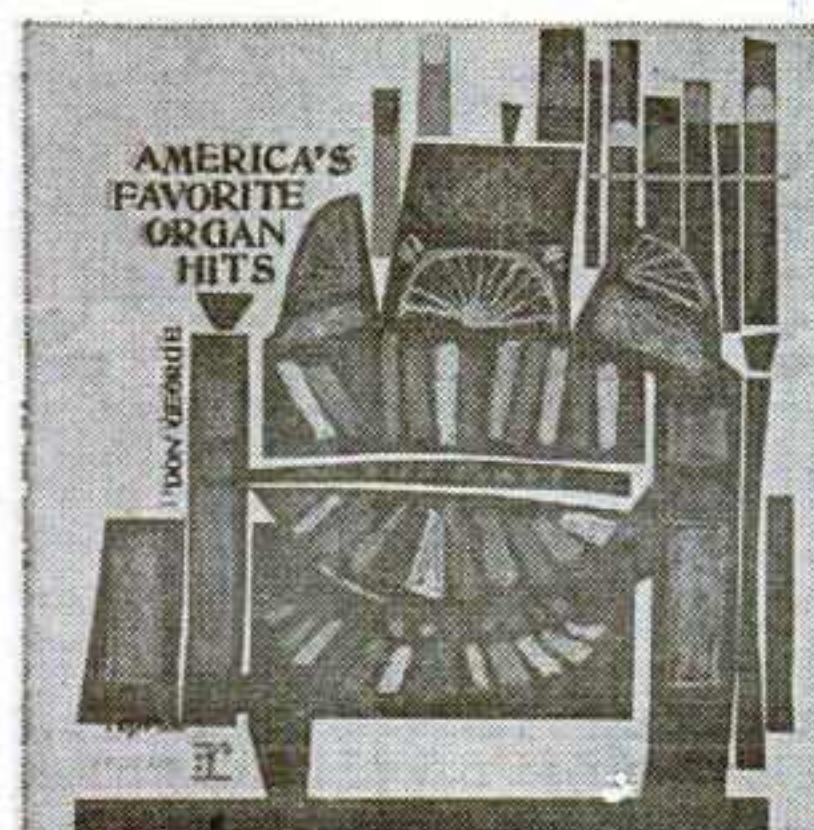
"Swing Along with Mavis"—Mavis Rivers • R-2009



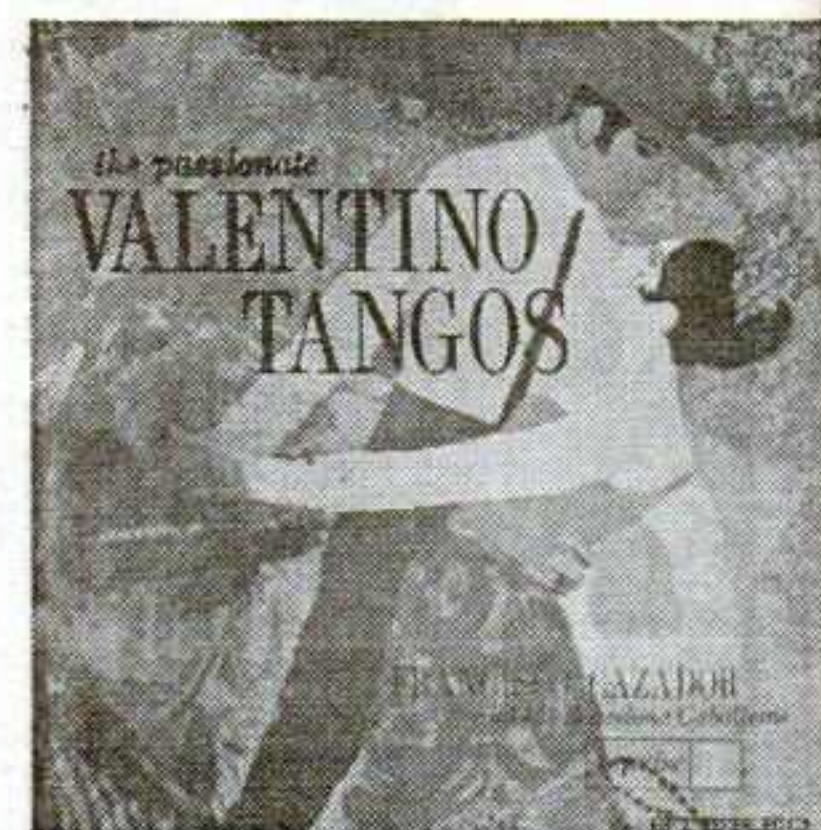
"Trouble in Mind"—Mance Lipscomb—American Folk Song Traditionalist • R-2012



"Bat'ya Sings the Geat Israeli Hits" • R-2011



"America's Favorite Organ Hits"—Don George • R-6008



"The Passionate Valentino Tangos"—Francisco Cazador and His Barcelona Caballeros • R-6007



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 ...reliving, recreating the mood, style and material which fused the Sinatra state-of-mind in America's music. Listen to an evocative, reminiscent Sinatra, breathing new life into an awesome musical legend—conjuring the imagery and sentiment of an era and an idea you can never forget.  
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**SONG OF THE YEAR**

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"BREAKFAST AT TIFFANYS"  
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LENNIE MARTIN & His Orch. Robbe

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Say You Saw It in  
Billboard Music Week

**Miami Dealers Up to Ears in Hot Wax; Kenton & Reed Break Big**

MIAMI—Smash hits, including "Big Band John," "Hit the Road Jack" and "Runaround Sue," are bringing the kids into the stores for singles. This was the feeling of a flock of dealers checked by Billboard Music Week here last week. In fact, according to some dealers, business this September was up as much as 35 per cent over September 1960. This was not due to the sales so much of any individual hit, but by cumulative singles sales. Strong over-all single sales and healthy LP sales made for a good month in Miami.

On the new album front, Stan Kenton's jazz version of "West Side Story" on Capitol, and "Jimmy Reed at Carnegie Hall" on VeeJay were breaking big in this city. London's Phase 4 album line and the Impulse jazz line were also doing well.

Dealers here appeared to be very interested in the forthcoming 49-cent single to be released by RCA Victor on the Groove label. Mike Spector of Spec's Record Shop in Miami said he felt the 49-cent price tag would help single sales although he said the price could just as well be 69 cents as 49. Spector feels that the 98-cent price tag makes a lot of kids wait until a hit is released in an LP which he can buy for \$2.69 or \$2.98 at discount. Less expensive singles, he thinks, will help the kids buy a hit single immediately and also buy the LP with the hit when it comes out. He thinks the parents balk more at the 98-cent tag than the kids. Spector now sells his 45's with a coupon, so that when you get 10 coupons you get a record free.

**U. S. COPYRIGHT EXPERTS JOIN IN WORLD HUDDLE**

WASHINGTON—The future of international copyright protection for recordings, broadcasts and performances will move toward final decision this week and next during a Rome conclave. Attending are this country's top copyright experts in government and the performing arts industries involved.

Protection of recordings, broadcasts and talent performances, referred to as "Neighboring Rights" because they border on copyright, is the subject of a diplomatic conference convened by the International Labor Organization (ILO), the United Nations' Educational, Scientific and Cultural Organization (UNESCO), and the International Union for the Protection of Literary and Artistic Works (Berne Union). The conference began October 10 and will end October 26 in the Italian capital.

The conference will consider a draft convention (agreement), which was compiled and adopted by a Committee of Experts which convened at The Hague in May, 1960.

U. S. government representatives include the chairman, Abraham L. Kaminstein, U. S. Register of Copyrights; Arpad Bogsch, attorney for

the Library of Congress; Richard B. Bilder and Harvey Winter, for the State Department; Leonard R. Linsenmayer, for Department of Labor; Vincent Travaglini, for Commerce Department, and congressional adviser, Rep. Roland V. Libonati (D., Ill.), member of the House Subcommittee on Patents and Copyright.

Legal representatives of American recording, broadcasting and performing talent are Ernest S. Myers, general counsel, Record Industry Association of America; Sydney A. Diamond, general counsel for London Records; Sidney M. Kaye, Broadcast Music, Inc.; Herman Finkelstein, counsel for the American Society of Composers, Authors and Publishers; Robert V. Evans, assistant general counsel for CBS; Thomas J. Robinson, attorney for Metro-Goldwyn-Mayer; Herman D. Kanin, president, American Federation of Musicians, and Harry R. Olson, senior attorney for National Broadcasting Company.

Also acting in advisory capacity for this country are Mortimer J. Becker, general counsel, American Federation of TV & Radio Artists (AFTRA) and also counsel to the American Guild of Musical Artists (AGMA); Donald F. Conaway, national secretary for the Associated Actors and Artists of America and also for AFTRA; Henry Kaiser, attorney for American Federation of Musicians, Washington, and Sidney A. Schreiber, general counsel, Motion Picture Association of America (MPAA), New York.

**NEW LP RELEASES**

**ABC-PARAMOUNT**  
STARRING JOHNNY NASH—STUDIO TIME—ABC-383 (Oct. 16)  
WINSTON CUURCHILL—THE VALIANT YEARS—ABC-387 (Oct. 16)  
LISTEN TO CLIFF—Cliff Richard—ABC 391 (Oct. 16)  
COZY INN—Leon McAuliff—ABC 394 (Oct. 16)  
THE BEST OF STEVE LAWRENCE—ABC 392 (Oct. 16)  
CLOSEUP—Erroll Garner—ABC 395 (Oct. 16)  
JOYEUX NOEL—Les Djinns Singers—ABC 397 (Oct. 16)  
WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)—Barry Mann—ABC 399 (Oct. 16)  
LET ME BELONG TO YOU—Brian Hyland—ABC 400 (Oct. 16)  
THE BLUES AND THE ABSTRACT TRUTH—Evans, Haynes, Dolphy, Nelson, Chambers, Hubbard—A-5 (Oct. 16)  
AFRICAN BRASS—The John Coltrane Quartet—A-6 (Oct. 16)

**JAZZ MESSENGERS**—Art Blakey—A-7 (Oct. 16)  
**BITTER SWEET**—PERCUSSION—Max Roach—A-8 (Oct. 16)

**CAPITOL**  
THE SWINGIN' PETERS SISTERS—T-ST 10290 (Oct. 23)  
OJEBOKOREN—T-ST 10294 (Oct. 23)  
CUADRO FLAMENCO!—T-ST 10301 (Oct. 23)

**ANGEL**  
BARTOK: MUSIC FOR STRING INSTRUMENTS, PERCUSSION AND CELESTA, HINDEMITH: MATHIS DER MALER—35949-535949 (Oct. 23)

**ROULETTE**  
IT HAPPENED ONE NIGHT—Dorothy Donegan—(S)R 25154 (Oct. 16)  
THE BEST OF JIMMIE RODGERS FOLK TUNES—Jimmie Rodgers (S)R 25160 (Oct. 16)  
ENZO STUARTI—(S)R 25163 (Oct. 16)

**HAVE A GOOD TIME WITH JOE WILLIAMS**—(S)R 52071 (Oct. 16)  
**SOUL BROTHER**—Harold Corbin—(S)R 52079 (Oct. 16)

**ROOST**  
THE SOUND OF JOHNNY SMITH GUITAR—Johnny Smith (S)LP 2246 (Oct. 16)

"So he'll be glad on Christmas day"  
**"GIVE MY TOY TO THE BOY NEXT DOOR"**  
Words and Music by Charles Tobias  
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**PROUDLY ANNOUNCES**  
**THE ALBUM DEBUT**  
**OF THE SENSATIONAL NEW STAR...**

**TONY ORLANDO**  
**"BLESS YOU"**

AND ELEVEN OTHER GREAT HITS

EPIC  
STEREOPHONIC  
MONOGRAM

**TONY ORLANDO / Bless You**  
AND ELEVEN OTHER GREAT HITS

A NEVINS-KIRSHNER PRODUCTION

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**DEALERS—CONTACT YOUR EPIC DISTRIBUTOR FOR DETAILS ON A SPECIAL "BLESS YOU" SALES PROGRAM**

**NIGHT CLUB REVIEWS**

**'7 Come 11' a Natural Droll**

Julius Monk has done it again with his new revue "Seven Come Eleven" at his Upstairs at the Downstairs in New York. It opened Thursday, October 5. Monk has had outstanding tab revues previously, but "Seven Come Eleven" is his best yet. It is witty, satirical, clever and up-to-date, and it should keep his chic boite jammed from now through next August.

Like previous Monk revues, from "Four Below" to "Dressed to the Nines," his latest opus is very inside New York. Not that that makes it less intelligible to out-of-towners, but certainly Gothamites themselves will get the biggest kick out of the take-off on the school scandals, "School Daze" or the delightful item "New York Has a Hotel" with its pointed remarks about the new Summit. The show deals with national and international topics as well, with the high point of the entire evening being a hilarious spoof of the John Birch Society. This and the zingy take-off on the Peace Corps, measure up to anything currently on the boards from London to Los Angeles.

This year's Monk revue features one of the top casts to date. Some of the regulars of other shows are back, like Dixie-ish Ceil Cabot and ultra-sophisticated Mary Louise Wilson. They are joined by four talented co-stars, Donna Sanders, Steve Roland, Philip Bruns and Rez Robbins. All six sing, dance, and toss out a comedy line with style as well as gusto. They are exceptional performers.

Better use is being made of the small stage at the U. at the D. this year than previously. There is as much, if not more, motion and excitement on the small stage with its six-man cast, than in many a large Broadway house with a full chorus and dance line. Credit for this goes to choreographer Frank Wagner. From a material standpoint, Michael Brown, Bill Brown and Lesley Davidson take the honors for the top sketches. William Roy and Carl Norman deserve a nod for their musical backing at the twin pianos. But the biggest nod of all goes to Monk for coming up with his seventh winner in as many years. A recording company that waxes this new frolic has a chance to get off the nut on New York City sales. **Bob Rolontz.**

★ ★ ★

**Monro a Polished Performer**

Matt Monro, a highly personable young Britisher, opened his initial American club engagement at the Roundtable here Monday (2), to the accompaniment of an augmented 12-piece band and considerable enthused reaction from the customers.

Monro, who has often been compared to Sinatra, Darin, Damone etc., particularly due to his performance on his recent disk hit on Warwick, "My Kind of Girl," reveals a pleasant singing personality of his own.

His repertoire consists mainly of nice, memorable standards like "Let's Face the Music and Dance," "Like Someone in Love," "It's All Right With Me," and "The Party's Over," and he turns these in in polished fashion. The chanter also does a neat turn with "My Kind of Girl," and his newest disk "Why Not Now," which is already getting good action in some territories.

If there's a drawback to Monro's performance it's in his lack of a prepared act. He gives the impression of doing the songs off the top of his head. What the act needs is more pacing and perhaps more drive. A good special material bit, "I'm a Limey," done with bowler hat is not a suitable opener and a reprise of the disk hit, "My Kind of Girl," doesn't come off as a curtain call windup. But these are slight matters that can be ironed out. The basic talent and personality are both there. **Ren Grevatt.**

★ ★ ★

**LEGIT REVIEW**

**It's Not All 'Milk & Honey'**

"Milk and Honey," the new musical that opened at New York's Martin Beck Theater last Tuesday (10), has two outstanding things to recommend it; a glowing performance by Molly Picon, first lady of the Yiddish stage making her Broadway bow, and a lilting tune that could turn into a standard called "Shalom." It also offers attractive singing and acting by co-stars Robert Weede and Mimi Benzell, an exciting performance by Tommy Rall, who can sing with gusto and dance with style, and excellent sets and costumes. But whether these attributes can overcome a somber and often dullish book, old-fashioned staging, and unexciting dance numbers, is a question.

The plot of "Milk and Honey" is set in Israel, which automatically gives the play an exotic flavor and an extra appeal to many New York theater-goers. But the nation of Israel is treated more or less as a backdrop for a love affair between Weede and Miss Benzell, which poses the question of whether she should live with him on an Israeli farm as his wife, when he already has a wife (from whom he is separated) in Paris.

Their troubles are not resolved at the end of the show, and this adds to the general heaviness of Don Appell's book. There are sub-plots, of course, one concerning the marriage between the American lass Lanna Saunders and her Israeli husband (Tommy Rall) and the other dealing with the six American widows (led by Miss Picon) who are tourists in Israel looking for husbands.

Whenever Miss Picon is on stage the show sparkles. She brings life and brightness to her role as Clara Weiss, the indomitable worldly-wise widow. Her pixie-ish manner, her movements on stage, her ability to put over a line or a song, are delightful to see and hear. She has one of the best numbers in the show in "Chin Up, Ladies" and she makes the most of it.

Jerry Herman's score catches fire now and then. In addition to "Shalom," there is another standard-type tune in "Milk and Honey," and some excellent pieces of special material. With theater parties and benefits and the strong lead names, "Milk and Honey" should run a good while. And as long as it does the record album, which RCA Victor is issuing this week, should sell well, especially in the Eastern cities where the show has played. If the Eddie Fisher version of "Shalom" or the Lime-liters' record of "Milk and Honey" catch on, then the show could have capacity houses for a long time. **Rob Rolontz.**

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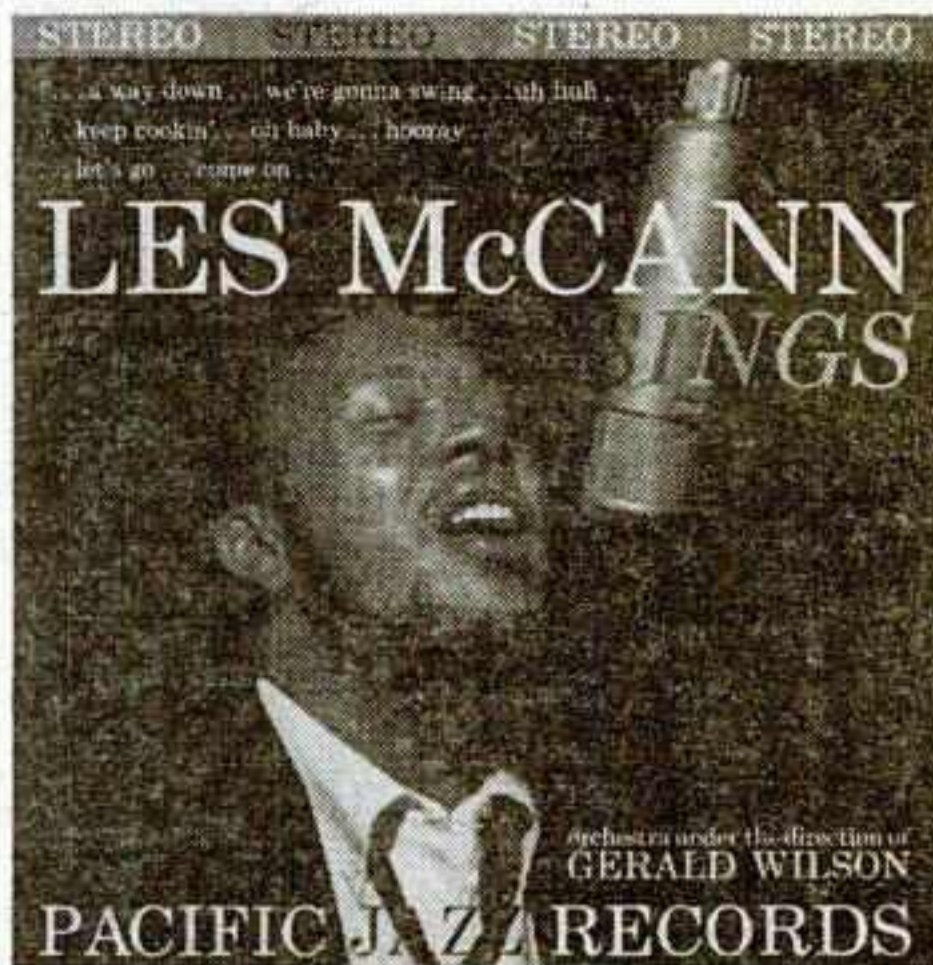
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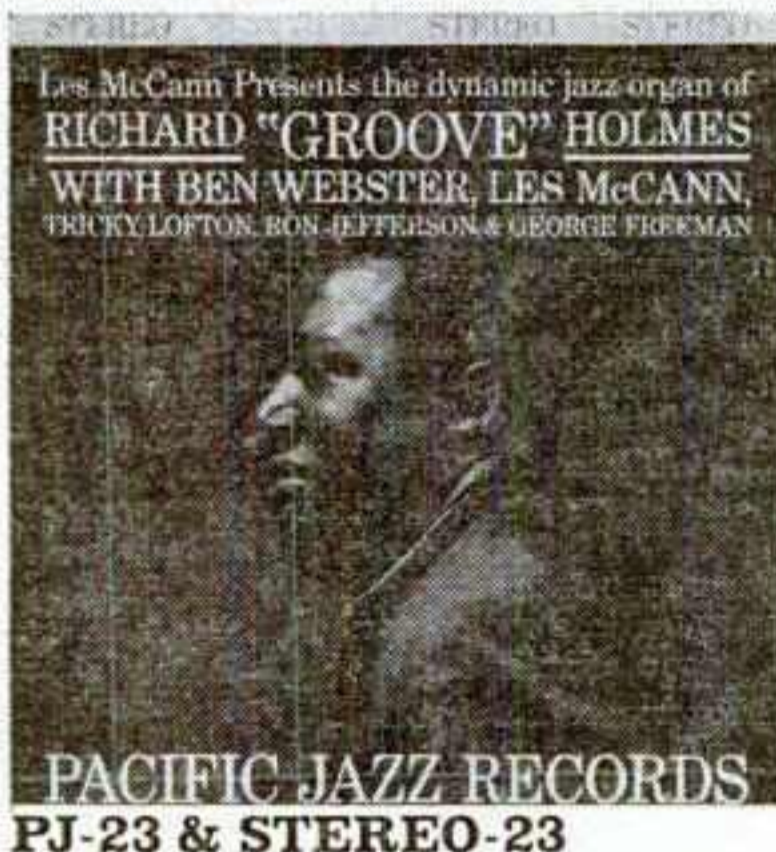
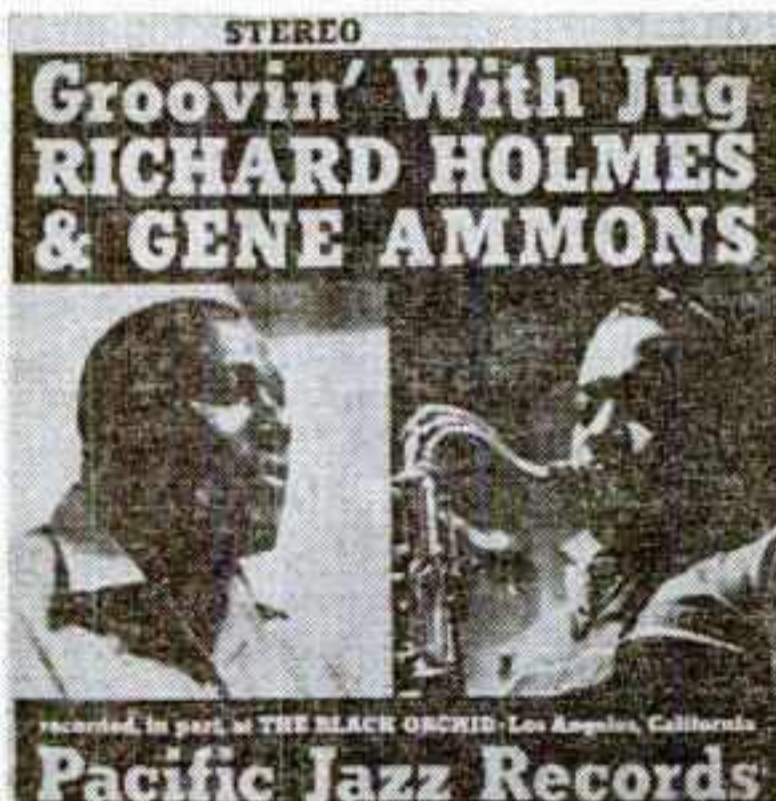
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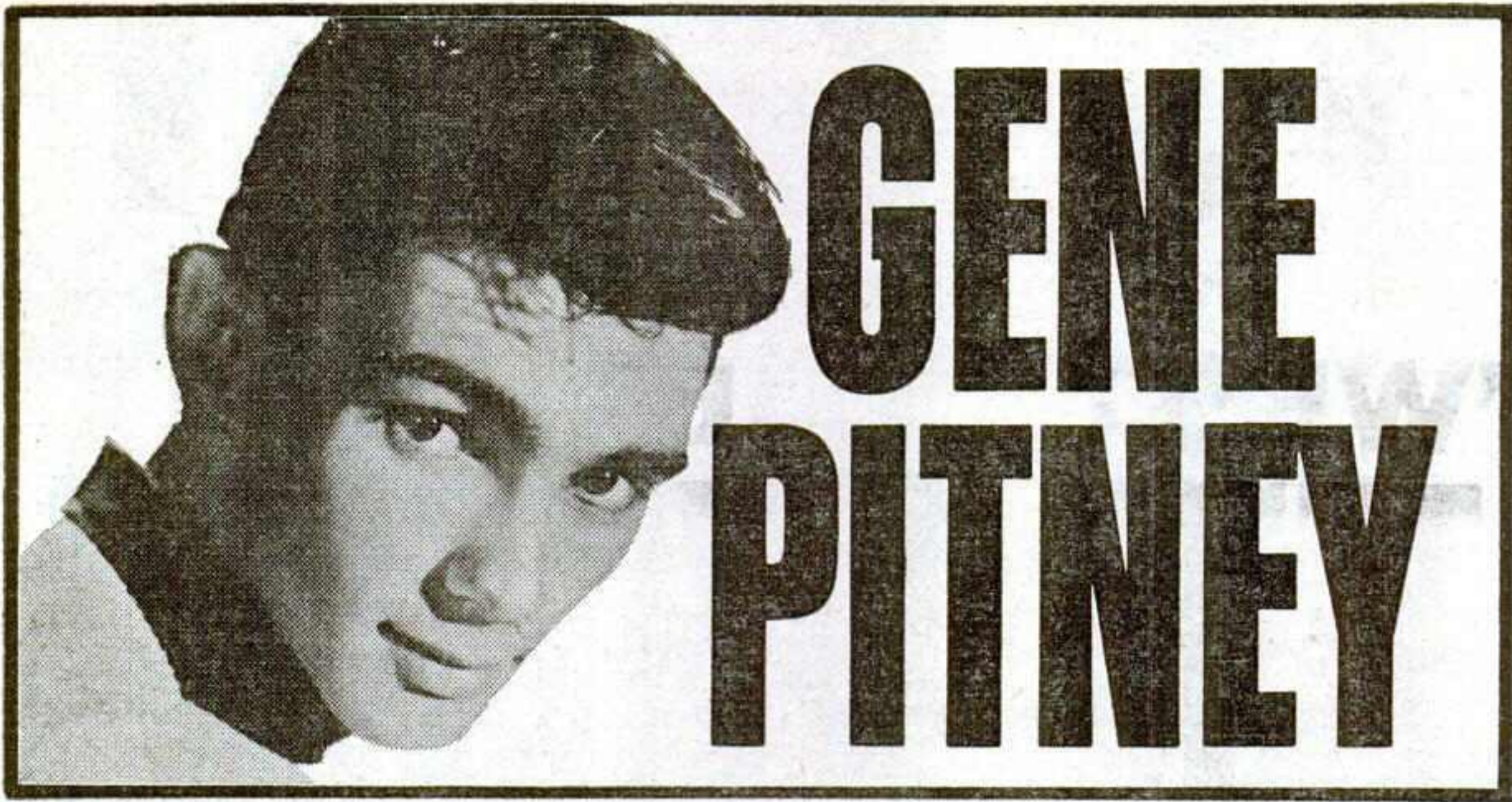


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**AND HIS ORCHESTRA.....UA 352**

**DRAMATIC VOCAL HIT  
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.....UA 353



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**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.



**JUDY GARLAND**

One of Capitol Records' hottest wax attractions, Judy Garland, is currently representing the diskery in the top slot on both the mono and stereo LP charts with "Judy at Carnegie Hall." The thrush's latest single spinning on the Capitol label is "Zing! Went the Strings of My Heart" b/w "Rock-a-Bye Your Baby." Judy Garland's big single hits such as "Somewhere Over the Rainbow," "You Made Me Love You," "The Trolley Song" and "Meet Me in St. Louis" are available on the Decca label.

A show business veteran since the age of 3, Miss Garland, nee Frances Gumm, toured with her sisters in vaudeville until she was signed by MGM Pictures when she was 12. George Jessel suggested she change her name to Judy Garland. She literally grew up on the screen. Her greatest musical flick hits were "Wizard of Oz," "Meet Me in St. Louis" and "The Easter Parade." The songstress left MGM in the early '50's and launched a nitery-concert career with a triumphant four-month tour of Europe, climaxed by appearances at the Palace Theater and Carnegie Hall in New York. In 1954 Miss Garland returned to the film world to star in the Warner Bros. film, "A Star Is Born," for which she received an Academy Award nomination. Since then, she has continued to perform with great success in night clubs and concert halls. This year she is making a movie comeback in a straight dramatic role in the United Artists pic, "Judgment at Nuremberg," which will be released at Christmas time. On Sunday evening, March 11, 1962, she will star in a CBS TV color spectacular with guests Frank Sinatra and Dean Martin. Her next flick will be an animated feature-length musical for UPA titled, "Gay Paree," in which Miss Garland will sing and do the narration. It is tentatively scheduled for release in the spring. Harold Arlen and Yip Harburg are writing six songs for Miss Garland.

**Comedy LP's Hand  
Deejay's a Laugh**

• Continued from page 1

Buddy Holiday, WCKR, Miami; Buddy Morris, KDAN, Eureka, Calif., and Mark Fowler, WDVH, Gainesville, Fla.

Sunshine, who favors Bill Dana's Jose Jimenez' wax—particularly his best selling single "The Astronaut"—comments "In these days of world tensions I feel that the human race should have the kind of humor that pokes fun at current world events, social customs, etc."

**Rough Content**

Gene Taylor, WLS, program director of Chicago, complains "Most of the material in comedy albums today can't be aired because of content, I would like," notes Taylor, "to see more top nitery comedians assemble material that is more suitable for programming." Rusty Warren's "Knockers Up," "Sinsational" and "Songs for Sinners" (Nos. 20, 42 and 56) on the chart this week and "Moms Mabley at the UN," (No. 64 this week) are among the albums which encounter difficulty in getting airplay because of their spicy content.

In addition to the above artists (only fem comics on the chart), the following comedy packages are listed this week: "Jose Jimenez at the hungry i" by Bill Dana (No. 6); Brother Dave Gardner's "Ain't It Weird" (No. 17); "Button Down Mind of Bob Newhart"; Charlie Manna's "Manna Overboard"; Gardner's "Rejoice Dear Hearts"; Dick Gregory's "In Living Black and White"; "Stan Freberg Presents the United States of America"; Newhart's "Button Down Mind Strikes Back"; Jonathan Winters' "Here's Jonathan," and "Inside Shelley Berman." The Ber-

man LP has been on the charts for 130 weeks.

Heretofore, the above performers have appeared on television only in occasional guest spots — mainly on Jack Paar's NBC-TV show and/or the Ed Sullivan CBS-TV hour. This fall, however, Bill Dana and Bob Newhart will be video regulars.

Newhart debuted his weekly show last week, October 11, from 10 to 10:30 p.m. on NBC-TV. Chicago deejay Dan Sorkin will be a regular on the program, and Newhart plans to feature monologs of material not yet recorded. Dana is a regular on Steve Allen's new ABC-TV show, which started a couple of weeks ago on Wednesdays, from 7:30 to 8:30 p.m. Also featured as regulars on the show are comics Dayton Allen, who records for Command, Louis Nye, Joey Forman, and Buck Henry.

**Labels Watching**

Other comedians (who have made it big in the album field) and their labels will be watching both shows with interest to determine if the weekly exposure will help or hurt sales of future Newhart and Dana albums.

Comedy material, particularly good comedy material, is hard to come by today even for top-notch performers. Disk jockeys find it even more difficult. To fill this need, some comedy writers are now providing special material for jocks. Deejay Buddy (Rigor) Morris, of KDAN, in California, is doing a thriving business with his "Morris Deejay Gag Service," and reports jockey-customers "from as far afield as New Zealand."

Also active in the comedy-

(Continued on page 16)

**PROGRAMMING  
PANEL**

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

**THE QUESTION**

**Do you think your marathon stay in a fallout shelter accomplished its purpose and would you do it again?**

**THE ANSWERS**

**DAVE WOOD**

WJPS, Evansville, Ind.

Yes, definitely! The big question in the public's mind was "How can they expect me to stay in a cooped-up place for two weeks?"



You see, the Civil Defense recommends preparation for at least a two-week stay. The biggest percentage of the people doubted they could do it. We showed them it could be done! The test leaned more to the physical rather than the mental, and I would do it again under more rugged conditions. I am 35 pounds lighter today than when this picture was taken. I lost 14 of those pounds in the shelter.

**BRUCE BARTLEY**

WFUN, Miami

We set out with the purpose of proving to the people of this area, and to the world, that it can be "Fun to Stay Alive." This we feel was accomplished. Public response was tremendous. Public apathy toward radiation shelters, radiation, bombs, etc., has been changed as a result. Yes, it accomplished its purpose. Yes, I would do it again. It is fun to stay alive! This photo was taken inside the shelter after seven days of survival.



**DOUG VIAR**

WLAY, Muscle Shoals, Ala.

I definitely feel the three-week stay in the shelter was a tremendous success, in more ways than one. Not only was it a big promotion for WLAY, probably one of the biggest in this area, but it was a tremendous aid to Civil Defense in making people realize the necessity of a fallout shelter. If I had to do it over, I would not hesitate to do so.



This photo was taken the day I entered the shelter.

**VOX JOX**

By JUNE BUNDY

**THIS 'N' THAT:** Deejays Sandy Hoyt and Steve Emery, CJCH, Halifax, Nova Scotia, Can., emceed a "Tower of Stars" stage show last week which broke attendance records at the Forum Auditorium, drawing 6,500 people. The bill starred Johnny Tillotson, and Dion and the Belmonts. . . . Keith Richardson, "Compere (deejay) of Top Forty," on a Napier, New Zealand, Broadcasting Service outlet, writes "Many thanks for publishing my request for deejay contacts in your country. I am pleased to state I have received many replies which have proved very helpful. Some time ago I read in Billboard Music Week that some record companies release records that are not completed—that is, the lead vocal is omitted. I am interested in obtaining records of this nature."

**GAB BAG:** Jay Bowles, WBIR, Knoxville, Tenn., protests a recent "Vox Jox" item about Knoxville, Tenn., Station WKGN, which quoted a station exec as saying that WKGN—according to Hooper—had received a 34 per cent of the audience in the morning and a 45 per cent in the afternoon. "Rather," says Bowles, "They received 32 per cent in the morning and 42.9 per cent in the afternoon (of the July-August Hooper). The exec adds "Neither the facts as they are or as they are misrepresented are the highest ever received in this market. The Hooper Index for November-December, 1957, gave WBIR 37.7 per cent of the audience in the morning and 45 per cent in the afternoon. In addition we have Hooper ratings for hourly segments ranging up to 62.3 per cent of the total audience. Of course, documentation is available on all the above facts."

Johnny Knorr, program director of WTRN, Tyrone, Pa., and speaking for the Allegheny Mountain Network's seven (six AM, one FM) stations, writes "We program all top tunes on our six AM outlets and good music (so to speak) on our FM station. And I am still wondering why, with six station outlets, we are still begging the distributors and record companies for shipments of their releases."

**CHANGE OF THEME:** Station KALL, Salt Lake City, has weeded out the "raucous rock and roll records" (over a six-month period) and now features "swing-a-long" and sing-along type musical programming exclusively. Lush ballads and dreamy waltzes have also been eliminated from the play list, thereby proving — notes KALL's program-music director Flo Wineriter — that "a station can attain a happy swinging sound through big band disks without the pounding chants of r.&r."

Deano Day, formerly with KXGO, Fargo, N. D., has moved to WEBC, Duluth, Minn., where he is known on the air as Deano Van Allison. . . . Meanwhile, back at KXGO, morning man Jim Rid has moved into Day's old 3-6 p.m. time slot and Ron Clark has taken over the 1-3 p.m. seg. Clark has also been upped to program director status. . . . Frank Craig, national sales manager of WINZ, Miami, has been appointed vice-president of Rand Broadcasting. . . . Sterling Yates, KDKA, Pittsburgh, is emceeding a new TV jazz show on alternate Fridays over WQED, Pittsburgh's educational video outlet.

Friendly Frost's new FM stereo station, WTFM, New York, which will feature a continental-type programming format when it starts next month, has added three staffers—all with European broadcasting and entertainment experience. They are

(Continued on page 16)

**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  
OCTOBER 20, 1956**

1. Don't Be Cruel/Hound Dog, E. Presley, RCA Victor
2. Love Me Tender, E. Presley, RCA Victor
3. Green Door, J. Lowe, Dot
4. Honky Tonk, Paris I & II, B. Doggett, King
5. Just Walking in the Rain, J. Ray, Columbia
6. Canadian Sunset, H. Winterhalter, RCA Victor
7. Tonight You Belong to Me, Patience & Prudence, Liberty
8. Whatever Will Be, Will Be, Doris Day, Columbia
9. Friendly Persuasion/Chains of Love, P. Boone, Dot
10. My Prayer, Pletters, Mercury

**POP—10 Years Ago  
OCTOBER 20, 1951**

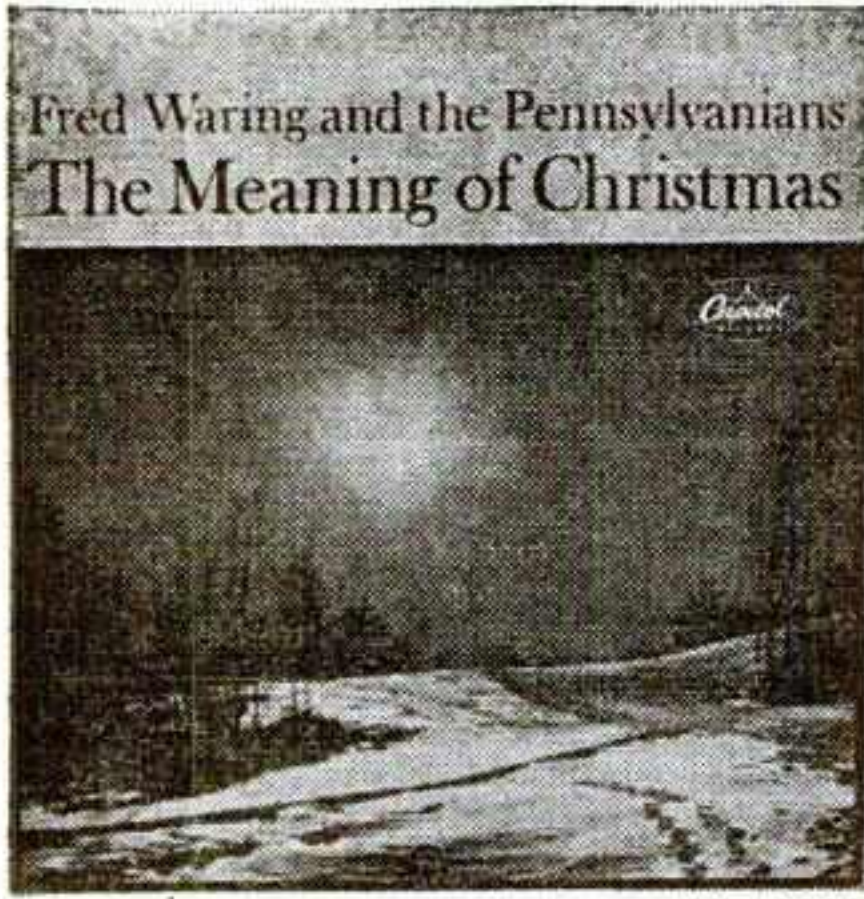
1. Because of You, T. Bennett, Columbia
2. Cold, Cold Heart, T. Bennett, Columbia
3. I Got Ideas, T. Martin, RCA Victor
4. World Is Waiting for the Sunrise, L. Paul & M. Ford, Capitol
5. Sin, E. Howard, Mercury
6. Sin, Four Aces, A. Alberts, Cicotria
7. Loveliest Night of the Year, M. Lanza, RCA Victor
8. Down Yonder, Del Wood, Tennessee
9. Turn Back the Hands of Time, Eddie Fisher, RCA Victor
10. Whispering, L. Paul, Capitol

**RHYTHM & BLUES—5 Years Ago—OCTOBER 20, 1956**

- Blueberry Hill, Fats Domino, Imperial  
Let the Good Times Roll, Shirley & Lee, Aladdin  
In the Still of the Night, Satins, Ember  
Still, L. Baker, Atlantic  
Love Me Tender, E. Presley, RCA Victor

- I Can't Quit You Now, O. Rush, Cobra  
Lonely Avenue, R. Charles, Atlantic  
Rip It Up, Little Richard, Specialty  
Bad Luck, B. King, RPM  
I Can't Love You Enough, L. Baker, Atlantic

THESE ARE BRAND-NEW:



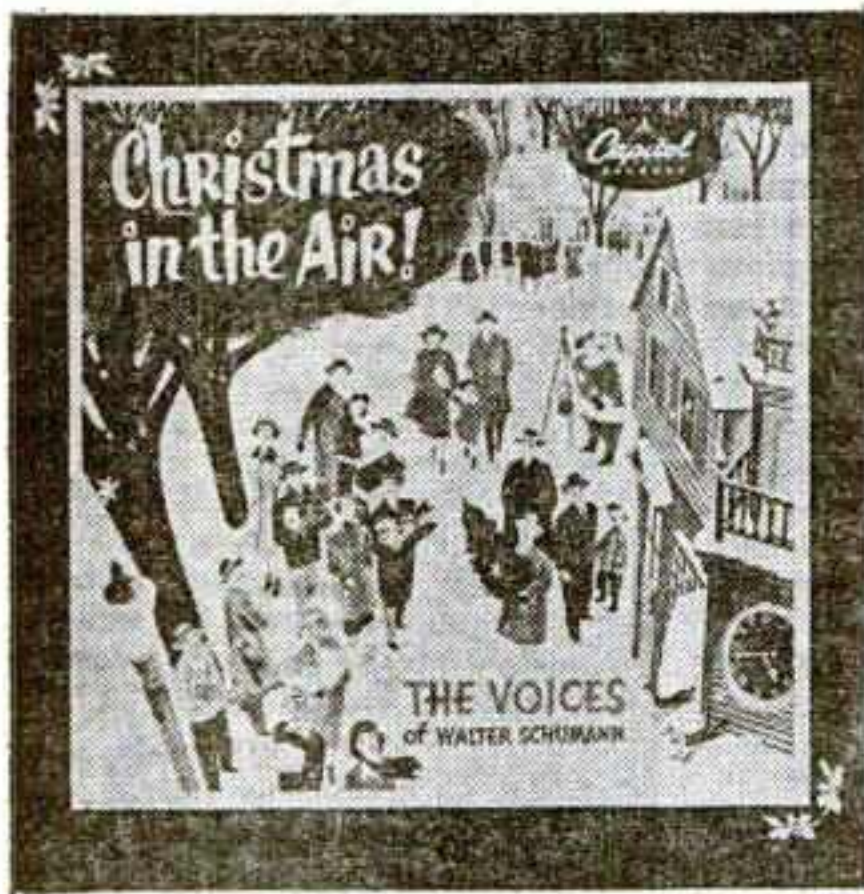
(S)T-1610



(S)T-1621



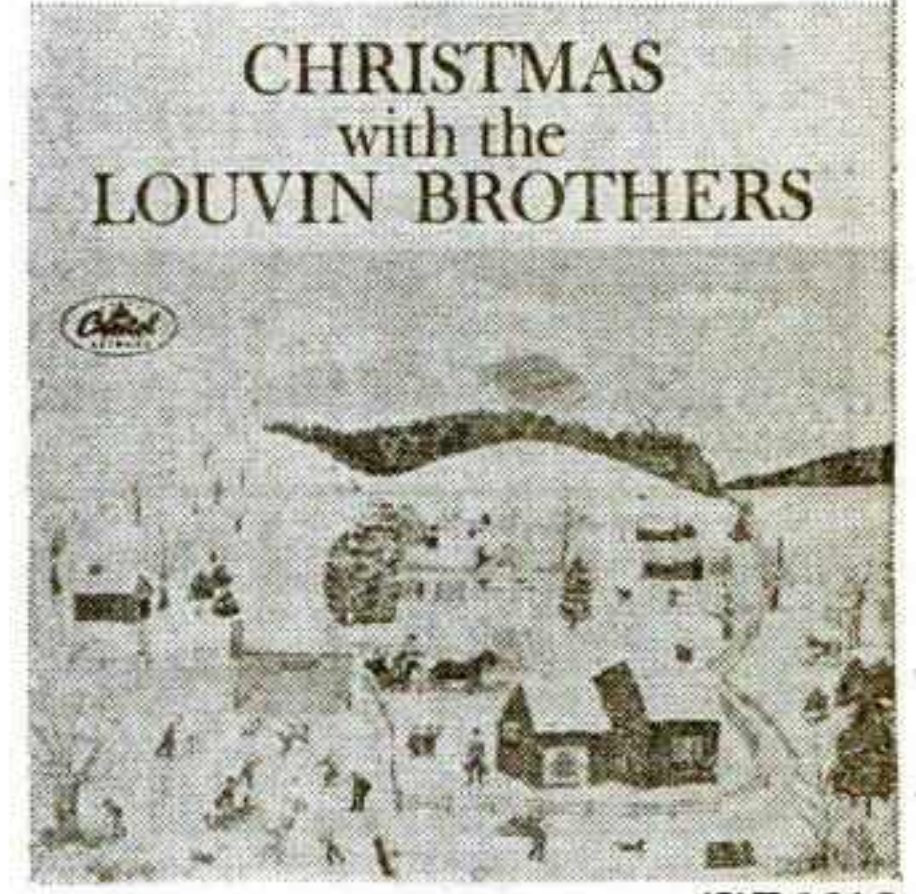
(S)T-1605



(D)T-9016



(S)T-1622



(S)T-1616

THESE ARE BEST-SELLING CATALOG:



(S)W-1444



(S)T-1446



W 894



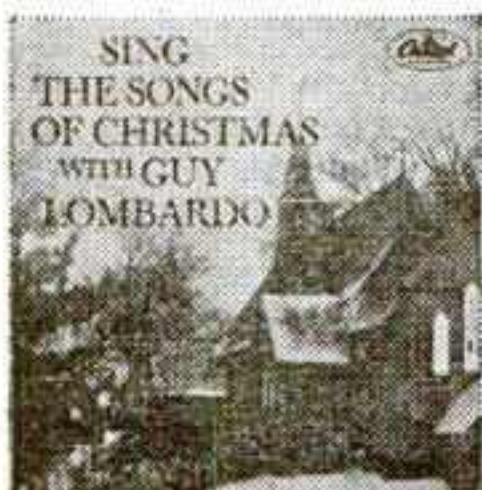
W-758



(S)T-1071



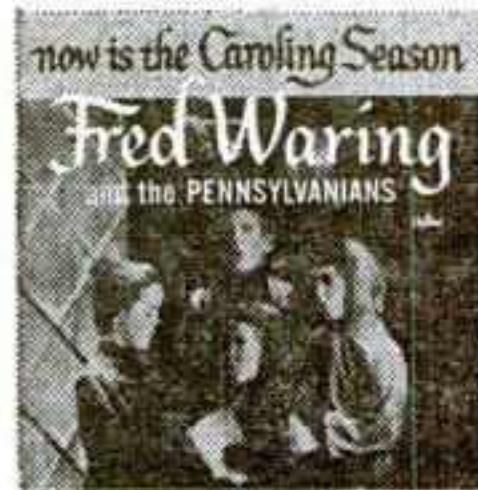
(S)T-1423



(S)KA0-1443



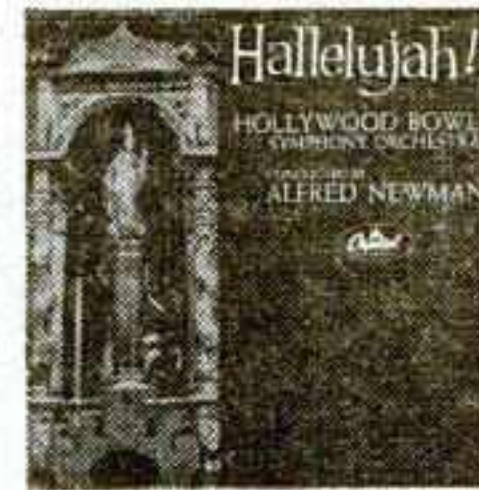
(S)P-8531



(S)T-896



(S)P-8393



(S)P-8529



(S)P-8353

ALL ARE ON CAPITOL

THE BEST CHRISTMAS ALBUMS IN THE BUSINESS AT THESE TERMS: 12 1/2% CASH DISCOUNT • 100% EXCHANGE • DEFERRED BILLING • SEE YOUR CRDC REPRESENTATIVE FOR COMPLETE DETAILS.



©CAPITOL RECORDS INC.

# VOX JOX

Continued from page 14

multi-lingual Vadim Gontzoff, Moscow-born son of soprano Maria Kurenko and operatic baritone Feodor Gontzoff; Alexander Urban, "born to Polish nobility in Vienna and conversant in eight languages; and native New Yorker Bernard Whitefield, who has performed with the Salzburg Opera in Austria. . . . Bob McGonable, WHLI, Hempstead, L. I., married Geraldine Worms, September 30 in Franklin Square, N. Y.

Triangle Station WFIL, Philadelphia, unveiled five new night programs on "The Wonderful World of Music" last week. The Monday through Friday shows, emceed by Paul Norton, include "The Wonderful World of Broadway," 7:15 p.m.; "Accent on the Artists," 8:30 p.m.; "Best of the Big Bands," 9:10 p.m.; "The Sound of Strings," 10:10 p.m.; "Music for Midnight," (soft instrumentals and vocals), 11:10 p.m.-midnight. On Saturday night's edition of "The Wonderful World of Music," WFIL will feature "Music for Dancing" from 8 p.m. to 1 a.m. . . . Meanwhile, Thomas B. Jones, program director of Triangle Station WNBC, Binghamton, N. Y., is scheduled to join WFIL and WFIL-TV as executive program manager, starting October 30.

Veteran disk jockey Al Jarvis has joined KHJ, Los Angeles. . . . Dick Reid, Colby Kan., and his frau Jan welcomed a new son, Dick Reid II, last month. Note to Reid: Please send us more data on your new programming idea. . . . Also a papa is Dick Harvey, program director-jockey at WJAT, Swainsboro, Ga., whose third son, Mark, was born September 15. . . . Bob Matheson, just out of the Air Force and duty with Armed Forces Radio-TV in Tripoli, has joined WLOS, Asheville, N. C., in the afternoon time slot.

## Comedy LP's Hand Deejaays a Laugh

Continued from page 14

service-for-deejays field are Show-Biz Comedy Service, and Orben's Current Comedy Service. Show-Biz Service features DeeJay Folios, which are short collections of material prepared on a personalized basis for individual jocks. They include one-line gags, top-40 chatter, and programming ideas with morning gags. According to George Schindler, the DeeJay Folios are sold on an "as-you-need-it" basis, and no two deejays (in the same market) get the same material "since we break the material into various areas."

Orben's Current Comedy, one of a flock of different kinds of comedy gag services provided by Bob Orben, features a "Deejay Laughs" section. Orben Publications has a credit line for some of the material used by Dick Gregory in his best selling "In Living Black and White" album.

Station WRVR, New York, believes in going after its own comedy material. The outlet has announced auditions for a special live five-hour program, featuring "New Voices in Comedy," which will be aired early in December. The station is looking for both comedy writers and performers. The show is described by its producers Jack

D. Berman and Charles Dismukes as "a forum for upcoming creative and performing humorists on the American scene today."

### The Newest Laughs

During the last couple of weeks, the following new comedy albums have been released: "Behind the Button Down Mind of Bob Newhart," "Songs, Themes and Laughs From the Andy Griffith Show," "Shelley Berman, a Personal Appearance," "Charlie Farrell at the Balmoral Hotel," "For Doctors Only" by Oscar Brand, "Prose From the Cons" by Jackie Kannon and a group of Southern Michigan State Prison inmates, "Dolly Jonah and Will Holt on the Brink," "Joey Carter's 'Little Belly Laughs,'" "The Other Side of Lee Tully," "The Great Comedy Hits of Harry Stewart as Yogi Yorgesson and Harry Kari," "Bottoms Up" by the Richie Brothers, "Sick No. 2" and "2,000 and One Years" by Carl Reiner and Mel Brooks.

Upcoming are packages by Buddy Hackett, Harold Flender on UA, and two re-releases by Roulette—"My Name Jose Jimenez" by Bill Dana and "Pat Harrington Jr.," both originally released on the Hanover-Signature label.

## WJJD Denies Format Change

Continued from page 1

immediately set off speculation in the Windy City that perhaps WJJD would switch to a "softer music" or perhaps even a country and western format. Krelstein said "no."

### One of Three Rock and Rollers

WJJD, together with WLS and WIND, is one of the three remaining stations in the area to stay with a rock and roll, singles-playing policy.

Since Hall joined the station, some six months ago, ratings improved dramatically and the station gained in stature as a "swinging outlet," and particularly as one willing to take a chance with a new single.

Krelstein noted that Hall's departure had nothing to do with ratings or programming, that the reasons were "internal, not external." He added that his network had great respect for Hall's "tremendous ability and professional approach to programming."

## Unpaid Station Bills Lost in Paper Jungle

By CHARLES SINCLAIR

NEW YORK—It will be a surprise to many a deejay, and not a few station managers, but the big Madison Avenue advertising agencies and sponsors who will pour more than \$200 million this year into spot radio announcements—largely in high-rated platter show—are dragging their financial feet at the station's front office.

In fact, 16 per cent of the average radio station's "cream" income, from national accounts, is 60 days past due, and this figure amounts to a sort of permanent unpaid balance of about \$2,750,000 among all U. S. commercial radio outlets in any average month. The flow now, pay-much-later situation also finds over \$1,300,000 in unpaid national spot radio billings dragging its feet for 90 days or more each month.

These facts are on view in a study released today (16) by an outfit called Central Media Bureau, Inc., which hopes to speed up what it calls "the flow of cash payments and information within the \$11 billion advertising industry." CMB, which is now setting up a centralized clearing point for spot radio and TV, will tackle the problem with the aid of the facilities of C-E-I-R, Inc., whose fancy computers can absorb and memorize the rate cards and deejay-show prices of every radio station in the country without batting a transistor.

### Paper Jungle

The spot radio situation, the study also reveals, has nothing to do with the on-air performer, who may knock himself out doing a swinging job on commercials for a big national client only to find that the advertiser's bill is, unaccountably, unpaid for months. The fault lies in the small jungle of paperwork which faces any advertiser that wants to buy time on anything less than a network level.

Schedules in radio deejay shows are seldom bought on the kind of fixed-position basis common in spot TV (where an advertiser may insist on having only the station break in front of "The Untouchables" or "Gunsmoke" rather than the kind of deal common in radio where he merely buys a spot somewhere within a show). However, the CMB study proved an interesting point for radio station managers: although spot radio is generally easier to buy and handle than TV because of the less-strict schedules, the percentage of the average radio station's bills unpaid by big advertisers is almost exactly the same as that of the average TV station. Just why this is so, the study didn't indicate. Possibly, advertisers may feel that the more prosperous deejays just don't need the dough.

## Union for More Live WMAQ Air

CHICAGO — Top-rated good-music station, WMAQ, and its affiliate television station, Channel 5, were the subject of a union petition to the Federal Communications Commission last week, charging the stations were not being operated in "the public interest."

The Chicago local of the American Federation of Television and Radio Artists, AFL-CIO, charged that not enough time was devoted to live programs.

Lloyd E. Yoder, an NBC vice-president and general manager of both stations, issued a statement in which he said: "The petition appears to be the 1961 edition of a similar petition filed several years

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

Deejay samples are available on Magnifico Records' c&w release, "Down the Trail of Tears" b.w. "List'nin' to a Cowboy's Serenade," by the Wayfarers. Address your request on your station's letterhead to Don Trifiletti, Magnifico Records, 151 Gertrude Road, Mamaroneck, N. Y. Trifiletti wrote both tunes. Magnifico recently contracted with Esquire Records to distribute the release in England. . . . Copies of Dewey Ritter's new release on the New Dominion Barn Dance label, "Mr. Arms," penned by Ritter himself, b.w. "Thing to Forget," written by Willie ("Hello Walls") Nelson, may be obtained by dropping a line on your station's letterhead to Jim Gemmill Promotions, 9706 Paragon Drive, Richmond 28, Va.

Country music is now heard on WVHC-FM, Hempstead, Long Island, N. Y., each Tuesday and Thursday, 9:30-10 p.m. Labeled "Country Coral," the seg is slated to run a minimum of 15 weeks, according to Bob Maickel, station manager. Maickel says he's badly in need of spinning material to plug the gaps in the program format. His address: Box 123, Floral Park, N. Y. . . . Slim Hayes is spinning a new country music show bearing his name each weekday morning, 4:30-5:30, over 50,000-watt WHO, Des Moines. Slim has been with WHO the last 21 years, 18 of which he headed his own western band. The last seven and a half years he has been on WHO television.

"I have been reading your columns since I started in radio four years ago, which isn't very long but long enough to wonder why some of the fellas who ask jocks to write in for records, never answer," writes David G. Weber, of WHAW, Weston, W. Va. "Of course, I do receive a good return for the time, stamps and waiting expended, as three out of five usually reply. However, I can't bring a return from the big companies. I wonder why? Us boys here in the foothills of the Alleghenies enjoy providing our country folks with up-to-the-minute records, and many a time you'll not find a 'wanted top song' in the local music racks. Where is everyone? I'm going broke buying records and need help. Haven't had a new Kitty Wells in months. Thank you for helping in programming better country music shows."

Ballots for voting in Billboard Music Week's annual poll to select winners in the

various performer categories have been mailed to country and western disk jockeys. If you have been missed in the mailing, and wish to participate in the poll, drop a line to C. & W. Poll, Billboard Music Week, 1564 Broadway, New York 36, N. Y., and a ballot will be mailed to you promptly.

Jack Howard, program director and c&w deejay at Station WAVP, Avon Park, Fla., writes: "We have just recently changed our programming format to all country and gospel music and would appreciate any assistance you can give in getting the new releases." . . . For a copy of Bill McDowell's new blue-grass release on Rena International Records, "America's Uncrowned Queen" b.w. "Hobo's Guitar," drop a note on your station's letterhead to the record company, Box 5277, Charleston, W. Va. . . . Neal Merritt, c&w deejay at KENS Radio, San Antonio, wrote both sides to his new release on Manco Records, "Heartbreak School" b.w. "Is This Love," due out about November 1. . . . Les Kangas, of the Les Kangas Music Publishing Company, reports that Glenn Snow's "Gear of Love," on Kangaroo Records, is meeting with good reaction along the West Coast. Deejays missed in the mailing may obtain copies by writing to Kangas at 7902 Dewey Avenue, San Gabriel, Calif.

Katy Dee, of WWVA's "World's Original Jamboree," Wheeling, W. Va., who soon will have her initial release on the Carlton label, is currently cutting deejay promotional and station ID tapes for deejay friends around the country. She invites program directors or deejays needing special tapes to drop her a line in care of B-W Music, Inc., Box 337, Wooster, Ohio. A blank tape would be appreciated but is not necessary, says Quentin W. Welty, Kathy's personal manager and general manager of B-W Music. . . . Slick Norris, Box 653, Highlands, Tex., has available deejay copies of the following: Canyon Brothers on "From Day to Day" b.w. "As Teardrops Fall"; Johnny and Jonie Mosby on "Dear Okie" b.w. "You Can't Hurt Me Anymore"; Dick Miller on "World's Champion Fool" b.w. "Back Into Your Past"; Webb Pierce on "Walking the Streets" b.w. "How Do You Talk to a Baby"; Warren Smith on "Call of the Wild" b.w. "Old Lonesome Feeling," and Shirley Collier and Warren Smith on "Why I'm Walking" b.w. "Why, Baby, Why." Drop Slick a line on your station's letterhead.

## Nat King Cole Forms Pop Label

Continued from page 1

will in no way conflict with his continuing to appear as an artist exclusively on the Capitol label. Under terms of a new 10-year contract (BMW, June 19), Cole will not be able to record for his own company.

Cole indicated that out of his deep affection and loyalty to Capitol, the label with which he has been affiliated for the past 18 years, he will extend to it a first refusal courtesy on releasing some of his own company's recordings. However, he plans to establish his own distribution for his own label through which he expects to channel almost all of its release. He feels this will be necessary inasmuch as a number of the releases may conflict with Capitol's own product.

As BMW revealed earlier (see June 19 issue), Cole's new contract with Capitol is through his own

ago . . . The FCC dismissed that petition and NBC proposes for a dismissal on this occasion."

production company, Associated Artists. AA holds Cole under exclusive contract to produce all recordings in which he is featured. AA in turn has concluded a 10-year contract with Capitol assigning to it the exclusive distribution rights to Cole's recorded performances. AA also will be the production company for Cole's own label, but will turn over distribution for the new firm's recordings to a national network of independent distributors.

AA had produced Cole's recent TV special, "Wild Is Love," in conjunction with the Canadian Broadcasting Company. It will be televised on the Dominion's network on November 7, sponsored by Timex. It currently is negotiating with several U. S. sponsors to buy the taped production for showing to American viewers.

The Cole label will serve as an adjunct to the singer's music publishing firms, including Comet, Crestview (both ASCAP), Tri-Par, Sweco, and Muirfield (all BMI).

## OLIVET COLLEGE

### Needs Your Help

Radio Station WBSD, Olivet College, Olivet, Mich., finds itself in dire need of equipment. Former interested party failed to help us.

### We Need a 15 Watt Transmitter and a 4 Channel Studio Control Board

Your assistance in finding such equipment would be greatly appreciated. Send any information to R. L. Vanderveer, Business Manager, Olivet College, or Brian Swayze, WBSD Station Manager, Box 777, Olivet, Mich. THANK YOU.

## DEEJAY COMEDY MATERIAL

"DEEJAY MANUAL," a complete radio gagfile for patter, bits, ad libs., etc. Budget price—\$5.00. ONE LINE GAGS—Four gagfiles full of fast lines. Priced at \$3.00 per file or all four at \$10.00. Other material on request. SHOW-BIZ COMEDY SERVICE (Dept. MW) 65 Parkway Court Brooklyn 35, N. Y.

when answering ads . . .

Say You Saw It in Billboard Music Week



**CUB RECORDS'  
PROGRAM OF HITS!**

*The Next #1 Record!*

**I REALLY LOVE YOU**

**The Stereos**



.....  
*plus a brand-new extra added attraction!*

**The Wanderers  
SOMEBODY ELSE'S  
SWEETHEART**

*c/w*

**SHE WEARS MY RING**



BEST SELLING PHONOGRAPHS,  
RADIOS & TAPE RECORDERS

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

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

## PHONOS LISTING BETWEEN \$31 AND \$60

Position This Issue	Position 7/17/61 Issue	Brand	% of Total Points
1	2	Decca	35.2
2	6	Capitol	10.3
3	3	Magnavox	8.8
4	—	RCA Victor	8.6
5	3	Webcor	7.4
6	1	Voice of Music (V-M)	6.4
		Others	23.3

Discounters Discover Big  
Columbus Day Sales Pitch

• Continued from page 1

when he announced his 56-cent price on singles several months ago. "It's about time somebody made a sensible move like this," Goody remarked. It's an acknowledgment that the price of singles is too high and it's only the beginning.

"When we announced our 56-cent price, we were ordering about 700 singles a week for our East Side 43d Street store," Goody continued. "Since then we have gone steadily up. Now we pick up about 800 on Monday and another 1,000 on Thursday. This Monday we ordered 1,200 singles. So the business has almost tripled. We'll continue advertising this price every week.

John Reeves of Macy's said, "It's certainly a step in the right direction and one I've been plumping for. Now, we can only hope they won't treat the label as a stepchild and put out a lot of stuff that doesn't amount to anything." Macy's, at week's end, was still selling at 66 cents, although the previous week "We went down to 49 cents for three days to meet Abraham and Strauss' prices," said Reeves.

S. Klein, last week, was offering a holiday special on singles of

## FCC Says No AM Stereo

WASHINGTON—There is "no public need or industry desire" for stereo broadcasting on AM radio, the Federal Communications Commission believes. It has denied petitions by Philco, RCA and Kahn Research Laboratories that the agency start rule-making for AM radio standards for stereo as it has done with the FM service.

The very nature of the AM service is such that benefit from stereo innovations would be practically non-existent, the FCC said. Also, stereo transmission on AM offers far more of a problem than on the FM service.

39 cents each or three for \$1. Most of those titles named in the ads were of recent vintage rather than current hits, but Chubby Checker's "The Fly," which moved up to 14 this week in the BMW "Hot 100" chart, was being offered as a "sweetener," according to Stan Stone, buyer for Klein's. Stone sees the Victor-Groove move as "a possible trend which won't necessarily help business. These kind of prices are good for spot sales to create excitement and traffic, but I don't see it as a permanent thing."

Meanwhile, Korvette's was offering a Columbus Day special on singles of 48 cents. In nearby New Jersey, Two Guys in Harrison, a leading highway discount operation, was pegging "all pop" at three for 99 cents. Harmony House, in Springfield and Eatontown, had them listed at 59 cents each.

All this was seen as a tendency toward the gradual erosion of the 98-cent suggested list price of singles. Some stores took open offense at the trend. "It's all very well for some of the big discount stores who sell mainly albums to get all excited about this," said Lou Shapiro or Music Center in Jersey City, but they still are not primarily singles stores. We are. That's our bread and butter. We can sell up to 100 copies of one single in a day. If they drop the price, that hurts our profit. And the big question is, how will they protect us on current inventory? Will we get full credit? I wonder."

Still other quarters took an even more dubious view of the possible impact of the 49-cent single. One trader noted, "Many of the smaller dealers will simply drop these 49-centers right in with all the other singles and sell them for 98 cents or whatever the going rate is. They will simply pick up an extra profit on those particular records. Unless RCA really publicized this price to the public, nobody will ever know the difference."

Cut-Outs Bug  
Dealers Again

NEW YORK — The cut-out problem, one that frequently arises to bug dealers, has again cropped up on the scene in the nearby New Jersey suburbs. Dealers there are irked over the alleged failure of a Newark distributor to make good on an EP exchange deal.

Recently, according to Lou Shapiro, secretary-treasurer of both the national dealer body, SORD, as well as the New York and New Jersey chapter of the Society. The distributor sent a letter to dealers offering to exchange EP's in stock for an equal volume of current merchandise.

Dealers were instructed to submit a list of the EP's they wished to return. Then the distributor was to send a return authorization, according to Shapiro. The dealer declared, "When I sent my list in, I was advised that the EP's could not be taken back because they were all cut-outs. The tough thing is, we weren't advised. How is a dealer to know which are cut-outs and which are not. The distributor told me I could have found that out through the catalog which the company makes available to dealers for \$10 a year. I've gotten a lot of calls from dealers about this but it looks like we'll have to eat them."

The matter is expected to be brought up for discussion at the fall dinner meeting tomorrow (17) evening of the ARD chapter of SORD. The meeting will be held at the Waldorf-Astoria Hotel.

MGM Artists  
Visit to Push  
New Fall LP's

NEW YORK — MGM and its Verve subsidiary reached out directly to dealers last week in a drive to kick off new album product. MGM has enjoyed significant success with such direct merchandising in the past.

Tommy Edwards journeyed out to Harmony House in Eatontown, N. J., in the Fort Monmouth area to hypo his new MGM album release, "Golden Country Hits." Gene Krupa, meanwhile, launched his new Verve album at the grass-roots level by visits to Calder's Record Shop in Portchester, N. Y., and Greenwich and Norwalk, Conn.

All visits were publicized in advance through the local press and radio stations, along with announcements over the stores' public address systems. Both Edwards and Krupa sold a flock of their albums and signed autographs. Sol Handwerker, exploitation chief for the labels, handled both promotions through local distributors, All-State, New Jersey in Newark and Allied in East Hartford.

Snap-In Cartridges  
Expanded by Jensen

CHICAGO—Jensen, in a move to simplify cartridge replacement, has expanded its line of snap-in cartridge kits. The new kits, featuring eight cartridges and two each of 13 different bracket styles, allow replacement for 432 separate cartridge types.

Mike Remund, Jensen sales chief, said the new snap-in idea enables a few cartridges to do what would otherwise be the work of many. They are also designed to help dealers reduce inventory and stimulate a greater turnover by giving a small number of cartridges a great amount of versatility.

## 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.

**JAY JAY**—Expires October 25, 1961. Started September 25, 1961.

Fifteen per cent cash discount on all albums including Christmas product. Special bonus: Order 100 assorted singles of five particular disks and receive 25 singles free. See page 8 advertisement, September 25 issue, for details.

**AUDIO FIDELITY**—Expires October 31, 1961. Started October 2, 1961.

Fall Sales Program. One album free for every five purchased, covering complete catalog plus new releases. Also, label is offering new Dukes of Dixieland LP, "The Best of the Dukes," to the consumer at an introductory price of \$2.98, mono or stereo. Dealers who order a special pre-pak counter merchandiser of 10 mono and 10 stereo of this LP will receive two free stereo LP's.

**DEL-FI**—Expires October 31, 1961. Started October 3, 1961.

"The Big Del-Fi Double Deal." Label is offering to dealers two LP's free for every 10 purchased of their five new releases.

**MGM**—Expires October 31, 1961. Started September 25, 1961.

Label is offering dealers one free album for every six purchased. Plan covers 16 new releases as well as complete catalog. See page 41, September 25 issue.

**TIME**—Expires October 31, 1961. Started September 18, 1961.

Series 200 entire catalog is available through distributors at a 10 per cent discount. Special promotion on new September releases: "Great Songs From Motion Pictures" in three separate volumes. Available in pre-pak designated Motion Picture Pak, including three of each volume in stereo at full price and one each of the volumes monaural at no charge.

**VERVE**—Expires October 31, 1961. Started September 25, 1961.

Label is offering dealers one free album for every six purchased. Plan covers 16 new releases as well as complete catalog. See page 41, September 25 issue, for details.

**MERCURY**—Extended through November 1, 1961. Started September 1, 1961.

Project Mercury Sales Plan. Fifteen per cent merchandise discount. Buy 100 albums, get 15 free; deferred billing up to four months where credit qualified and 100 per cent exchange privilege.

**PRESTIGE**—Expires November 3, 1961. Started September 25, 1961.

"Prestige Big M Deal." Purchase 10 albums of Prestige or Moodsville label and get two albums free. Available through distributor.

**COLOSSEUM**—Expires November 15, 1961. Started August 15, 1961.

"Half Price Victory Sale." \$3.98 LP's to retail for \$1.99. Dealer cost \$1.23, f.o.b., warehouse. Label is owned by Bruno Hi-Fi Records.

**PACIFIC JAZZ-WORLD PACIFIC**—Expires November 24, 1961.

Started October 9, 1961.

Two LP's free for every 10 LP's purchased with a minimum order of 100 mono or stereo LP's. Covers 11 new releases. One hundred per cent exchange privilege.

**KAPP**—Expires November 30, 1961. Started October 10, 1961.

October-November Program. Ten per cent discount on 12 new releases only. Dating available to qualified dealers.

**ABC-PARAMOUNT**—Expires December 15, 1961. Started July 17, 1961.

Fall-Winter LP Program. Distributors are offered 12½ per cent discount on all LP purchases. Program covers complete catalogs and new releases, including Christmas packages, on ABC-Paramount, Impulse and Chancellor labels.

**CAPITOL-ANGEL**—Expires December 22, 1961. Started October 16, 1961.

Christmas Package Program. Twelve and a half per cent cash discount on all Capitol and Angel new yuletide releases, catalog as well as new releases. See separate story, current issue, for details.

**LIBERTY**—Expires December 22, 1961. Starts October 30, 1961.

Ten per cent cash discount on the label's Christmas product, including its Robert Reims catalog, plus a new Felix Slatkin Christmas release on the Premiere label. See separate story, current issue, for details.

**LIBERTY**—Expires December 25, 1961. Started September 1, 1961.

Fall Program. Ten per cent discount on complete catalog except the three Chipmunk albums, including new releases.

**PETER PAN**—Expires December 31, 1961. Started August 15, 1961.

Label is offering all of the current seven-inch singles to dealers six for \$1.

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

Five LP's are specially priced to the consumer at \$1.98. Soviet Army Chorus and Band, Vol 4; Beethoven Piano Concerto No. 4 in C. Gilels, piano; Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano; Bach Concerto No. 1 in D Minor; Leonid Kogan Plays Prokofiev, Tchaikovsky and Saint-Saens.

**WONDERLAND**—No expiration date. Started August 23, 1961.

Dealer gets 26 albums for the price of 24. Key numbers in catalog available in two pre-paks. Label is Riverside's children's line.

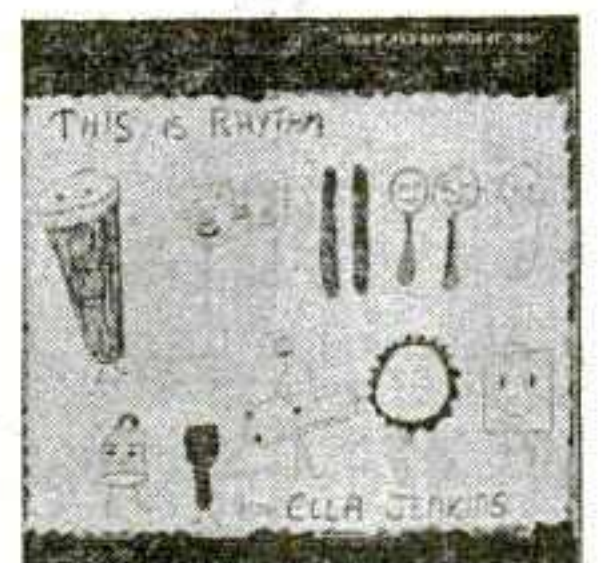
**CONCERT-DISC**—No expiration date. Started September 25, 1961.

Complete catalog including new releases offered on a one-free-every-five-purchased basis. Label's "Success in Life" and "The Businessman's Record Club" series available at 10 per cent discount.

## ALBUM COVER OF THE WEEK



**THE ALVIN SHOW**—Alvin, Simon and Theodore, with David Seville. Liberty LRP 3209. A bright, showy cover prominently displaying the popular characters of the kiddie TV show (designed by Pate/Francis & Associates). The full color cover is day-glow like in gold and silver segments. Potent exhibit material for the moppet section.



**THIS IS RHYTHM**—Ella Jenkins, Folkways Records FC 7652. Appealing cover for the kiddie crowd in red, white and blue crayon-type drawing depicting various rhythm instruments. Cover was designed by the artist and is also an excellent display piece for children's section.

# THE HOTTEST ALBUM OF THIS OR ANY YEAR!

.... "The highest any stereo LP has ever hit Billboard Music Week's stereo charts... the first week"

**'35 MM' LP RATES NO. 20 ON CHART**

NEW YORK — Enoch Light's new Command album, "Stereo 35 MM," recorded on 35-m.m. film, moved onto BMW's best selling Stereo LP Chart this week in the No. 20 slot.

It is the first time an album has made its initial appearance on the chart in such a high position. The package, which debuted Light's new 35-m.m. recording process, has sold 200,000 copies to date.

Reprinted from Billboard Music Week, Oct. 9 Issue.

50 Best Selling  
**STEREO LP'S**

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	11
2	2	CAMELOT Original Cast, Columbia KOS 2021	38
3	4	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	19
4	5	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	38

15	20	GOVERNMENT Kingston Trio, Capitol ST 1404	14
16	21	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	8
17	17	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74102	8
18	18	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	6
19	22	MY FAIR LADY Original Cast, Columbia OS 2015	120
20	—	STEREO 35/MM Enoch Light and His Orchestra, Command RS 826 SD	1
21	26	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	15
22	31	MITCH MILLER Mitch Miller, Columbia CS 8004	70
23	23	SOMEBODY LOVES ME Ray Conniff, Columbia CS 8442	5
24	16	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life SLP 1004	11
25	19	SOMETHING FOR Elvis Presley	11

Reprinted from Billboard Music Week, Oct. 9 Issue.

Featuring ENOCH LIGHT and his 60 piece orchestra recorded on 35mm magnetic film at Carnegie Hall...



Arrangements Include: Heat Wave • The Man I Love • I've Got a Crush On You • All The Way • My Romance • You Do Something To Me • Zing Went The Strings of My Heart • Someone to Watch Over Me • Love For Sale • and others

**A MAJOR "BREAKTHROUGH" IN THE HISTORY OF RECORDED MUSICAL SOUND**



**THE LEADER IN RECORDED SOUND**

GRAND AWARD RECORD CO., INC., 1501 Broadway, New York 36, N. Y.

STORE-TESTED PROFIT POINTERS FOR DEALERS

# Santa Surprise Stereo Service Rings Yule Bell

ENGLEWOOD, Colo. — A highly effective means of selling more stereo phonographs as Christmas gifts was in "keeping the surprise element in the picture," according to L. D. Patterson, record and sound equipment retailer in this large Denver suburb. Patterson found that many hus-

bands, who were considering phonographs as Christmas gifts, hated to let wives or families know what the gift was in advance. The answer was to guarantee delivery on Christmas Eve, at the exact time specified by the purchaser! In order to make good the Colorado dealer had to contract a

dozen college boys, home for the holidays, to make the deliveries in rented trucks, each donning a rented Santa Claus outfit for the event. Each man was paid on the basis of each delivery, being compensated a bit more than usual, to make up for their giving up Christmas Eve.

"It worked like a charm," Patterson said. "Whenever a customer objected that there was no place to hide the present around the house, and that he thus could not surprise the family, I would immediately suggest that we deliver it at any specified time. Naturally, we had to co-ordinate pretty closely in order to insure that this could be done. In almost every instance, however, where we knew that the prospect was genuinely interested in fine music, and that he could kill two birds with one stone by making the phonograph something of a present for the entire family, the Christmas Eve delivery was the ideal clincher.

### Santa On Time

Deliveries were organized all the way from 4 o'clock on Christmas Eve, until midnight, and went off like clock work, with Santa Claus-garbed college boys enjoying the role immensely. In some cases, it was necessary to use a helper to carry the heavy phonograph in, but this proved to be no drawback. All in all, the Colorado retailer was able to sell 31 stereo phonographs, ranging from \$225 to \$485, during the 1959 season, and exactly the same number during the 1960 yule, in the same price brackets. In almost every case, prospects who hesitated to attempt to hide a bulky stereo phonograph around the house until Christmas Day, capitulated when they found that the delivery could be not only a surprise, but add a lot of luster to Christmas Eve.

To put a bit more atmosphere into the picture, Patterson placed a stereo album of Christmas music on each phonograph, and instructed "Santa Claus" deliverymen to plug the phonograph in, and get it under way, as soon as it was safely inside the home. This extra touch of thoughtfulness helped tremendously to build good will, and undoubtedly had a lot to do with requests for the same service during the second holiday season.

### Storer Buys WMGM

• Continued from page 3

and roll wax, while WNEW runs a middle-of-the-road course; Station WQXR remains primarily a classical "good music" outlet, and WADO features specialized programming — foreign language and rhythm and blues. Rhythm and blues is also spotlighted by WWRL, WLIB and WNJR.

New disks for programming are screened and selected by panel operations (including execs, deejays and librarians) at WINS, WMCA, WNEW and WMGM. Musical supervisor-deejay Sam Holman handles this by himself at WABC. Station WINS makes up its top

## NEW DEALER PRODUCTS

### Two-Speed Tape Import



Superscope, Inc., is introducing this trim, rugged Model 111 compact two-speed tape recorder in its Sony line. The set is imported from Japan and comes in 3 3/4 and 1 7/8 i.p.s. speeds. It has simplified one-knob control and comes in coral and white. The list price is \$79.50.

### Transistor Radio Gift Pack

Pictured here is one of the three gift pocket, personal (1R1) packages being introduced by Radio Corporation of America. The package consists of a shirt-pocket-sized transistor radio, earphone and battery contained in an attractive jewelry case.



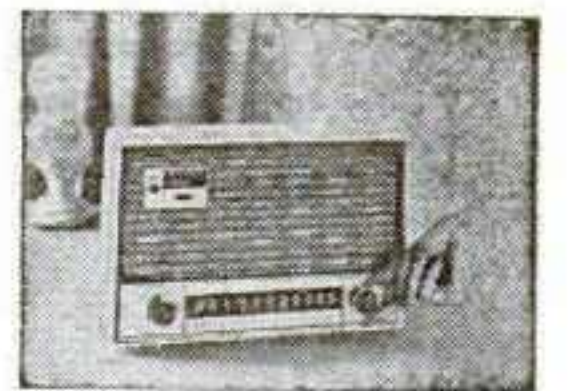
### Two New Type Cartridges



The new M33 and M77 are dynetic cartridges being shown for the first time by Shure Bros., Inc. The two new units, according to the company, provide superior performance characteristics in the high output level, shields against hum and makes replacement a chore of the past. The M33 cartridge sells at a list price of \$36.50 and the M77 cartridge sells for \$27.50 list.

### New FM Multiplexer Debuts

This Zenith stereo FM Multiplexer, used in concert with an FM radio set, will receive FM stereo broadcasts. The multiplexer is placed on either the right or left of the present FM set, plugged in, and the dial is adjusted to receive the FM broadcasts. No technical installation equipment is needed with this unit.



### Low Cost Bulk Tape Eraser



Robbins Industries, Flushing, N. Y., has introduced a Model ME-77 bulk tape eraser which removes unwanted signals from reels of magnetic tape. The unit is capable of handling tapes up to seven inches in size. The machine is easily stored, because of its compact size, and weighs only four pounds. It lists at \$22.

# FIRST ONE OFF THE SHELF IS A DECCA



THE SHELDRAKE DP-660

Budget priced. High Fidelity-Full Stereo. **\$79.95**



THE TUXEDO DP-651

Budget priced Full Stereo—Complete with self-storing speaker. **Only \$49.95**



THE ANNIVERSARY IV DP-652

Full Stereo with two full sized wings. **Only \$59.95**

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

PHONOS LISTING BETWEEN \$61 AND \$80

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

From BILLBOARD July 24

All prices Suggested List — Slightly higher in South, Southwest, and West.

Another Hit from

# CLARENCE HENRY

ON BENDED KNEES

STANDING IN THE NEED OF LOVE

argro #5401

chess prod. corp. 2120 S. Michigan Ave., Chicago 16

40 list on the basis of a dealer survey of 200 local retailers. The outlet calls 30 dealers at random each week, and checks out the results against a telephone survey, which calls 50 different teen-agers each night.

Steele estimates that WINS plays about 50 new releases each week, including the five nightly new disks that are spotlighted by Murray Kaufman, with a winner selected each night, via phone calls to teen-agers. Mark Olds, program director of WNEW, estimates that his outlet programs from 12 to 30 new releases a week.

Record promotion men present new records for programming consideration by the various stations at WABC on Fridays, at WINS on Wednesdays, at WMGM on Tuesdays and at WMCA on Tuesdays. Station WNEW will accept new releases any day but won't put them on the air until the panel (headed by Olds and record li-

brarian Al Trilling) has screened them.

Some of the pluggers are unhappy about the fact that unless they get a new record to the stations on the above-mentioned days, they have to wait a whole week before garnering possible air exposure. Exceptions to this, according to a major label promotion man, are WMCA and Jack Lacy at WINS. Lacy and WMCA, according to the plugger, will put a disk on the air any day if they like it. Consequently, reports the promotion exec, WMCA frequently gets a beat on a new release. For example, the outlet had the new Brenda Lee and Jackie Wilson disk on the air four days before the other outlets.

The only other immediate exposure outlet for new singles are the rhythm and blues stations. The r.&b. stations, according to the plugger, "can't make a record here, but they start most of them."

BILLBOARD MUSIC WEEK HITS OF THE WORLD



Europe

BRITAIN

(Courtesy New Musical Express, London)

Table with columns 'This Last Week' and 'Week Week' for British hits. Includes songs like 'Walkin' Back to Happiness' and 'Wild Wind'.

FRANCE

Table with columns 'This Last Week' and 'Week Week' for French hits. Includes songs like 'Brigitte Bardot' and 'Wheels'.

GERMANY

(Courtesy Automaten-Markt, Braunschweig)

Table with columns 'This Last Week' and 'Week Week' for German hits. Includes songs like 'Der Mann im Mond' and 'La Paloma'.

Table with columns 'This Last Week' and 'Week Week' for Danish hits. Includes songs like 'Schoner Fremder Mann' and 'In einem Polenstadtchen'.

DENMARK

(Courtesy Quan's Musikbureau)

Table with columns 'This Last Week' and 'Week Week' for Danish hits. Includes songs like 'Hello, Mary Lou' and 'I've Told Every Little Star'.

SPAIN

(Courtesy Discomania, Madrid)

Table with columns 'This Last Week' and 'Week Week' for Spanish hits. Includes songs like 'Quisiera Ser' and 'Tonight My Love'.

HOLLAND

(Courtesy Platennieuws, Amersfoort)

Table with columns 'This Last Week' and 'Week Week' for Dutch hits. Includes songs like 'Och Was Ik Maar' and 'Hello, Mary Lou'.

ITALY

(Courtesy Musica e Dischi, Milan)

Table with columns 'This Last Week' and 'Week Week' for Italian hits. Includes songs like 'La Novia' and 'Il Tango delle Rose'.

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

Table with columns 'Two Weeks Ago' and 'Week Week' for Flemish hits. Includes songs like 'Och, Was Ik Maar' and 'Hello, Mary Lou'.

EIRE

(Courtesy Dublin Evening Mail)

Table with columns 'This Last Week' and 'Week Week' for Irish hits. Includes songs like 'My Foolish Heart' and 'Johnny, Remember Me'.

NORWAY

(Courtesy Verdens Gang, Oslo)

Table with columns 'This Last Week' and 'Week Week' for Norwegian hits. Includes songs like 'Hello, Mary Lou' and 'Down by the Riverside'.

Asia & Pacific

HONG KONG

(Courtesy Music Maker, Sydney)

Table with columns 'This Last Week' and 'Week Week' for Hong Kong hits. Includes songs like 'Cinderella' and 'Sad Movies'.

PHILIPPINES

(Courtesy Juke Box Magazine)

Table with columns 'This Last Week' and 'Week Week' for Philippine hits. Includes songs like 'In Time' and 'Fever'.

NEW ZEALAND

(Courtesy Utamatic, Tokyo)

Table with columns 'This Last Week' and 'Week Week' for New Zealand hits. Includes songs like 'Michael' and 'Hello, Mary Lou'.

JAPAN

(Courtesy Utamatic, Tokyo)

Table with columns 'This Last Week' and 'Week Week' for Japanese hits. Includes songs like 'Kimi Koishi' and 'Moiendo Cafe'.

AUSTRALIA

(Courtesy Music Maker, Sydney)

Table with columns 'This Last Week' and 'Week Week' for Australian hits. Includes songs like 'I'm Counting on You' and 'Little Sister'.

The Americas

MEXICO

(Courtesy Audiomusica, Mexico)

Table with columns 'This Last Week' and 'Week Week' for Mexican hits. Includes songs like 'Agujetas, Color de Rosa' and 'Escandalo'.

CHILE

(Courtesy Utamatic, Tokyo)

Table with columns 'This Last Week' and 'Week Week' for Chilean hits. Includes songs like 'Wheels' and 'Dance on Little Girl'.

FRANCE

Theme Songs Cop Record Spotlight

By EDDIE ADAMIS
92 Quai du Marechal Joffre
Courbevoie (Seine)

Theme songs from foreign or local pictures are always strongly welcomed here by local record la-

with the hope that the pictures themselves will act as a sure promotional medium.
Artego - Odeon is issuing EP's from the movies "The Singer, Not the Song" (Top Rank), and "Romanoff and Juliet" (Odeon).

Fontana issued the original sound track of "Une Femme Edst Une Femme" by Michael Le Grand and "La Fete Espagnole," comprised of Spanish folklore songs arranged by composer Louiguy.

Vogue issued the original sound track of "La Belle Americaine" by Gerard Calvi.
Visitors
The Modern Jazz Quartet will make two appearances at the Olympia November 4.

The Acker Bilk band appears November 18 at the same theater. Many other jazz artists are scheduled for December.
Disk Business
Odeon is catering for the jazz and rock and roll market with two instrumental LP's from King.

One features the alto sax of Earl Bostic, the other, titled "Tenor Sax Parade," features 14 top soloists such as Willis Jackson, Red Prysock, Sil Austin, Cliff Scott, Noble Watts.
In accordance to his commitments to foreign labels, Philips is issuing "Rossetto sul Colletto" by Italian Mina, "I'll Be There" by Damita Jo (from Mercury), "Frankie and Johnny" by Brook Benton (from Mercury), "The Continental Stroll" by Sil Austin and his band.

## GERMANY

# Polydor Holds Big Party for Connie

By BRIGITTE KEEB  
Music Editor, Automaten-Markt

Connie Francis, in Germany and Austria for the Ed Sullivan TV show taping in Berlin, also went to Munich, where she gave a press party arranged by Polydor, distributing her new MGM recordings here, before flying to Vienna for new German recordings with Polydor producer Gerhard Mendelson and Werner Scharfenberger (composer of "Seemann - Sailor"). Titles are German versions of her U. S. titles, "Pretty Little" and "Too Many Miles." Currently her German recording "Einmal Komm Ich Wieder" is climbing the charts here rapidly.

Several German artists plan to travel to the States: After Caterina Valente flew to New York October 1 to make her third appearance on the Perry Como Show, Ralf Bendix ("Baby Sittin' Boogie") left to start a two-week appearance in the Las Vegas Flamingo Hotel. Bill Ramsey will leave for New York December 4 for a three-week trip, including Hollywood, too. Now one of the most important entertainers here since he started recording with Polydor after he left the U. S. Army, Ramsey wants to make market observations and see, among others, General Artists in New York. He will stay in St. Regis Hotel there and will return by December 20.

Bert Kaempfert, too, intends to make a three-week trip in December for talks about new LP recordings. Heidi Bruhl will depart here November 2 for a radio and TV tour to New York, Chicago, Hollywood, Los Angeles and San Francisco.

The Berlin Philharmonic will tour the States conducted by Herbert von Karajan (from October 27 to November 9) and by Karl Bohm (November 10 to 22). Appearances in following towns: New York, Boston, Washington; Columbus and Cleveland, Ohio; Ann Arbor, Mich.; Chicago, Bloomington and Fort Wayne, Ind.

### New Labels

Mr. Streit, who left Schallplatten Import Dienst Bernhard Mikniski, of Frankfurt, has launched his own label, called Golden 12 (Frankfurt, Zeil 7-19). Streit intends to release no more than 12 records a year, first one being "In Honolulu" by the Gassenbauer.

In Munich the firm of Halia-Schallplatten Vertrieb KG will distribute Italian hits by Italian top artists. Peppino Di Capri has been signed exclusively until 1963. He will be started here by titles such

By JIMMY JUNGERMANN  
192 Ismaninger Street, Munich 27

French star Aimable visited Munich to discuss new records with Vogue representative Gayer and Montana boss Beyerlein. He also met Carl Michalski at the local radio station, the Bayerische Rundfunk, to arrange a recording session at the studios there, and Munich Musette music maestro Rene Maquet.

U. S. music publisher Ivan Moggull jetted into Zurich for talks with Cedric Dumont and Jane Peterer of Edition Coda. . . . Cedric Dumont conducted a "Three Nations Concert," jointly staged by the Bavarian, Austrian and Swiss radio stations in Lindau at the Lake of Constance.

Swiss singer Jo Roland won top honors and first prize with the song "Nous Deux" by Geo Voumard and Emile Gardaz at the International Song Festival at Zoppot, attended by 20 nations. . . . Radio stations in New York and Chicago invited Heidi Bruhl to sing her hit tunes there in November. Then Heidi will visit Hollywood, San Francisco, and Los Angeles.

Helmut Zacharias tours France and Belgium. . . . Fred Bertelmann left for San Remo where he stars in the film musical "One Evening in San Remo." . . . U. S. singing star Gus Backus guest starred at the "Grand Gall Du Disque" in Scheveningen. . . . Lieder singer Willy Schneider tours the States by invitation of the "Deutsche Heimatstunde Chicago." This is his schedule: October 25, Yorkville Casino, New York; October 26, Jefferson Hall, Milwaukee; October 28, Ashland Boulevard Auditorium, Chicago.

October 25 is the first night of Berlin's "My Fair Lady" at the Theater Des Westens. Vivi Bach will play the role of Eliza at Copenhagen's "My Fair Lady." . . . The Komodie in Berlin will play the musical "Irma La Douce" starring Violette Ferrari and Harald Juhnke.

Having settled in its Frankfurt offices, the Vogue Company has taken its real start in Germany with the recordings of Hawe Schneider and His Spree City Stompers. Mlle. Jacqueline Bouvier is rushing the German releases of the Vogue best seller in Belgium and France, "Brigitte Bardot."

as his best sellers, "Peppito" and "Nessuno del Mondo." Contracts begin to run January 1962 with Tony Dallara and Adriana Celentano.

## HONG KONG

# Filipinos Decide Pachanga's Fate

By CARL MYATT

44 Mount Kellett Road, The Peak  
The La Pachanga is finally with us. First album of its kind to reach these shores is by the Tito Rodriguez orchestra on the United Artists label. One of the biggest distributors in Hong Kong is currently awaiting arrival of dance step instructions which he plans to place in the hands of professional teams for the sole purpose of promoting both the dance and the record. But the ultimate popularity of La Pachanga depends to a great extent on whether the Filipino musicians who dominate the nightclub circuit, get sufficiently interested in it to promote it. Hong Kong dance crazes generally follow the trend in the Philippines.

Chinese songstress Kong Ling is leaving shortly for a return engagement on the Arthur Godfrey show. This week she completed cutting her second album for Diamond. Her first was a best seller both in Hong Kong and the Far East.

A jazz group, led by drummer Buddy Rich, will perform here toward the end of the month. Other members of the sextet include Mike Manieri (vibes), Rolf Erikson (trumpet), Sam Most (flute, sax and clarinet), Wyatt Ruther (bass) and John Morris (piano and accordion).

This combo will be part of a revue being presented here by Harry Odell. Also featured will be the Step Brothers, a dancing team that went over extremely well with the public during the tour by the Xavier Cugat group some years ago.

## NEW ZEALAND

# Wallis to Investigate 'Pirates'

By FRED GEBBIE

Box 5051, Auckland, N. Z.

Ruth Wallis' three shows in Auckland were far from full houses, but the small audiences really enjoyed her offerings. President and owner of her own label (Wallis Originals), Miss Wallis was unaware of her record sales in this area before she arrived, and, in an interview with your BMW correspondent, she stated that she would investigate the position of what she termed "Pirate releases" in New Zealand and Australia.

HMV's Variety and Ace of Clubs record clubs have reduced prices to 17-5d retail, hereby undercutting the new Spinarama label by one penny, dealers are happy about it all.

Festival has a new release by the Ray Charles Singers, "Love and Marriage." Allied pushing their Warner LP "Both Sides of an Evening" by the Everly Brothers. . . . RCA has two fine releases this week: the first is the long awaited "Lena Horne at the Waldorf" by the Mauna Loa Islanders. . . . Mercury has dual mono-stereo releases of "It's Easy to Dance With Florian Zabach" and "Suppe Overtures" with Paul Paray conducting the Detroit Symphony Orchestra.

sky's 63 songs. The period for subscription for the albums selling for 8,000 yen (\$22.30) will run through December 20.

Shinsekai Records will warn overseas disk manufacturers not to export records featuring Russian artists. The warning will be made in consort with the U.S.S.R. disk company through which the Japanese firm has directly imported Russian records here in Japan. The firm claims that exports of any recording made in foreign countries by Soviet artists is against an agreement.

## ITALY

# 1st Broadway Type Musical a Smash Hit

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

Sensational success of the Pietro Garinei - Sandro Giovannini - Domenico Modugno musical, "Rinaldi on the Battlefield," which stars the composer and Delia Scala, may have the same revolutionary effect on Italian music it is having on the musical stage.

With negotiations already under way for a translated American edition, this production may be Italy's first to have an original cast LP issued as well, Modugno having already recorded four of the songs on individual Fonit disks.

Prior to the determination of Garinei and Giovannini to follow the American example, all Italian stage musicals followed a loosely connected revue pattern with music from the public domain along with occasionally brilliant original songs such as Renato Rascel's "Arivederci Roma." Although the production was allotted an unprecedented 10 weeks in the Eternal City, it is already evident that it will be inadequate. Other unusual features are sales of tickets four weeks in advance as against the usual three or four days, and elimination of the standard "passarella," a blood brother of the old burlesque illuminated runway.

### Festival Notes

"Love Letters" by Felibello-De Lutri as sung by Bruna Lelli and Wilma DeAngelis was the winning song in this year's Zurich Festival of Italian Songs which was transmitted via Eurovision. . . . During the first round of "Canzonissima," which will last seven weeks on TV, 42 singers will perform 49 new and unpublished songs.

The list includes almost every name in Italy. Those with two appearances are Joe Sentieri, Anita Traversi, Maria Monti, Renato Mauro, Ornella Vanoni, Jolanda Rossin and Tony Dallara.

RCA Italiana has come out with a variety of LP's including "Great Themes of Our Times" from current films by top Italian and U. S. orchestras, American jazz favorites by the II Roman New Orleans Jazz Band, "In a Latin Mood" by Henry Mancini and "This Is Norman Luboff." . . . Nico Fidenco is on U. S. tour and Tony Dallara in Caracas for TV appearance. . . . Ennio Moricone will conduct weekly series of eight concerts of light music on TV's second channel while Aurelio Fierro will emcee a program of Neapolitan music of yesterday and today.

## MEXICO

# Columbia V.-P. Tells Of Disk Federation

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

During his visit to Mexico, Peter De Rougemont, vice-president of Columbia Records, informed executives of the big industries about the first Convention of the Latin American Federation of Phonographic Industries, held in Rio de Janeiro. As a result of this meeting, the Mexican record industry will form its National Association, join the Latin American Federation and attend the next convention in Lima.

### Visitors

From Colombia arrived lyricist Francisco Silva (Yoni), manager of Ecomus Publishers, looking for new Mexican material. . . . Kurt Ulrich, manager of the purchase division

(Continued on page 42)

By MARIO DE LUIGI  
Editor, Musica e Dischi

Maria Callas in "Arie da Opere Francesi" (sung in French), will be released about the middle of October, two years after her last recording which was "Arie da Opere di Verdi." In this recording, Callas is presented to her millions of fans in the role of mezzo soprano, as well as coloratura soprano; passing from one to the other with incredible ease. It is expected that this record will be a best-seller as all of her others have been.

The celebrated violinist, Nathan Milstein, will give the opening concert of the season for ARC (United Concert Association) which runs from October 18, 1961 to April 18, 1962 at the Teatro Nuovo and the Verdi Hall at the Conservatory of Milan.

Certain Florentine songs have returned to the footlights. For example "Firenze Sogna," which is continually heard on the Italian radio as well as television. You can hear practically all of them sung by Narciso Parigi with the orchestra of Giacomazzi, who records for Pathe. Next week Parigi is appearing at the Mole D'Oro in Torino, and at the end of the month he will go to South America (Argentina, Chile and Peru) for a series of appearances.

## EASTERN EUROPE

# Jazz Starts Red Feet to Tapping

By MILOS KACHNIC

Kremnica, Czechoslovak S. S. R.

Although Soviet recording of jazz and dance music is modest, certainly in comparison with Western countries, there seems to be increasing interest within Russia, possibly stimulated by the fact that the Russian people are great ones for dancing as can be seen at almost any social or family occasion. At any rate, the Soviet Union now is apparently reaching outside its own borders for this type of recording. Newest Soviet release features the Hungarian Jazz Sextet playing such titles as "Tea for Two," "My Heart Sings" and "The Breeze and I."

An LP of pop songs of domestic origin also has been issued, featuring the R. Beibutov Orchestra, from the cycle "Masters of Soviet Variety." Another new Soviet LP contains songs from Latin America by E. Kusanovs of Mexico. An unusual Soviet classical release is the new Fifth Symphony for Two Pianos by Prof. Evgeni Prizilovski, composed in honor of the 22d Congress of the Soviet Communist Party, which convenes in Moscow on October 17.

Here in Czechoslovakia, jazz is a permanent part of our lives. There's been a lot of loose talk lately about the contribution to the arts by jazz. Czech jazz is seeking its own style, but still is in its first stage. A new LP is a fine and rare cross-section of jazz compositions on the horizon, with excellent Rumanian pianist Janci Korossy, with bass and percussion backing. Korossy gives a really fine example of enriched technical play with lots of improvisation in fantasia style. He is a remarkable musician with command of the bop style somewhat along the lines of Oscar Peterson and Bud Powell. Czech pianist M. Kefurt has a somewhat lower level of improvising. But this disk is the best of its type in quite some time.

## JAPAN

# Series Features Nippon Symphony Playing Native Japanese Scores

By TEN KATTORI  
Yokohama Correspondent

Nippon Columbia will put for sale November 3 the first local classical recordings featuring Nippon Philharmonic Symphony Orchestra with Akeo Watanabe conducting. The recordings were made in accordance with the agreement concluded between the Japanese diskery and the orchestra some time ago.

Included in the initial release in the line known as "Columbia-Nippon Phil Stereo Library" are two 12-inch stereo LP's and one 10-inch stereo LP, of the two LP's, one offers "Violin Concerto" com-

posed by Hoshi Mamiya featuring Toshiya Eto as solo violinist, while the other does "Noh-Men" ("Mask for Noh-play") by Kiyoshige Komiyama, "Symphonia" by Mino Shibusaba and "Kino Kyoku" ("Music of Tree") by Toru Takemitsu.

The 10-inch album with Schubert's "Unfinished Symphony," interesting to note, includes the third movement left by the composer. The first "completed" Unfinished Symphony recording probably in the world.

"Toshiba Society of Great Music Series" will add to the line four Angel LP's featuring Russian bass singer Christoff singing Mussorg-

AUSTRALIA

### Lee Receives Gold Mike Award

By GEORGE HILDER

19 Todman Avenue, Sydney

Lonnie Lee, Leedon recording star was awarded the Golden Microphone Award for the year ending August 1961, awarded by Radio Station 6IX-WB-MD-BY, in Perth, Western Australia for recording "I Found a New Love." This is quite an honor for Leedon as top recordings by all Australian artists were considered for the award. Lucky Starr and Noelenn Batley flew to Perth with Lonnie for the presentation at the Capitol Theater.

While in the Western State, Starr will promote his latest disk, "Suspense" backed with "Heart Break," an Aussie composition by John Somers.

Hitsville

Festival Records has three successful hits on hand by Glasgow entertainer Andy Stewart. The firm freely thanks radio publicity for the disk, and reports that Stewart's disks are being bought in bulk by retailers in a manner approaching pre-TV buying. Radio brought Stewart to everyone's notice, before magazines and newspapers took the cue, and began to feature articles on him, and he has made no TV appearances.

A. R. C. is hard at work planning merchandise for Christmas and Ray Bull, promotion manager, stated that the company plan to release simultaneously with the States the Columbia masters of "Holiday Sing Along With Mitch" and "We Wish You the Merriest" by various artists.

The curtain has rung down on Peter Dawson, Australia's most famous baritone of the past 50 years. He died at 79, in a private hospital, September 27.

His Masters Voice Records completed a song quest, in co-operation with TV Station T. C. N., Sydney, offering a 100 pound prize to teen-agers under 21, for their own compositions. The winning song will be recorded by a top H. M. V. artist. The winner was Garry Stavrou (19) for a beguine tempo pop song "It's Over Now." Second prize went to Doran Zelinger (16), "Dangerous Mountain" based on an old Israeli folk song, and "One Love for You" by Lynette Andrews (11).

EIRE

### Bridie Gallagher's Next Hit

By KEN STEWART

Dublin Evening Mail

Irish ballad singer, Bridie Gallagher, has recorded her first LP under her new contract with EMI. The title is "At Home With Our Bridie" and the material includes "Eileen O'Grady," "Slievenamon" and the song that many are convinced will become her next hit—"The Castlebar Fair." This tune has been getting the same reaction afforded the singer's "The Boys From County Armagh," which sold nearly 250,000 copies—reputed to be the biggest sales for any single waxing by an Irish artist.

Disk Shorts

According to reports from generally reliable sources, there is a strong likelihood of Radio Eireann placing "The Wedding" (La Novia) on the restricted list. . . . British star Emile Ford pays a return visit to Dublin next month. Other singers lined up for appearances here are Al Saxon and Joe Brown.

EMI released their low-priced Encore series of albums. First releases are "When Your Lover Has Gone" (Frank Sinatra), "String Along With Nat King Cole" and "Dean Goes Dixie" (Dean Martin).

On the B.B.C. program "Play- (Continued on page 42)

To coincide with the Australian release of the Lion International film "Black Tights," starring Cyd Charisse, with introductions by Maurice Chevalier, Pye Records is issuing the sound track music from the film. A big promotional campaign will include window displays, radio competitions and a tie-up with city theaters to play the disk day and night in the foyer during the complete run of the movie. Pye also announced the signing of Digby Wolfe to a recording contract. His first album will be "Digby Wolfe Remembers the Year" which has proved a very popular segment in MGM's "Revue 61" during the past year.

HOLLAND

### Ros Is New Dutch Decca Label Mgr.

By HEMMY J. S. WAPPEROM

Editor Platennieuws  
P.O. Box 43 Amersfoort

Decca Holland has a new label manager, John Ros. Ros was a distributor for the Dutch teen-age magazine Muziek Parade. He started his job with much enthusiasm, and told us that he has great expectations for Bobby Darin's new rendering of the oldie "You Must Have Been a Beautiful Baby" on London.

Disk Shorts

Two Dutch versions of the big seller "Brigitte Bardot" have just been released. One by the Emeralds by L. C. Rood and the other one sung by the Butterflies, well-known Philips artists and very popular in Holland.

Just released in Holland are the Storyville jazz series "The Traditional Jazz scene in Europe" by L. C. Rood. The series presents almost every important traditional jazz band, among them Humphrey Lyttleton, Chris Barber, Cy Laurie and the New Orleans Syncopaters (from Holland).

Dutch singer of Italian songs, Willy Alberti, was the first over here to record the now famous and well loved Mexican song "La Novia" introduced by Delta Records with the version of Tony Dalara. The Alberti disk has a strong flip side, "Irena." Single was released by L. C. Phonogram. . . . Artone released the first Reprise Sinatra hit, "Granada." We expect much popularity in Holland from the Reprise label. All the artists under contract are well known in this country.

## Lonnie Donegan Mulling U. S. Label Rep

By DON WEDGE

News Editor, New Musical Express

A new U. S. distribution deal for Lonnie Donegan disks is likely to be set up in the next few days. A Pye artist — and probably the most consistent seller on the home market over the last six years—he flew to New York Tuesday (10) with his manager, Cyril Berlin.

On the agenda was settlement of the singer's future U. S. label. Donegan's first U. S. release, "Rock Island Line," was issued by London. He subsequently switched to Dot and then two years ago to Atlantic. He recorded in New York for the latter label.

His recent American hit, "Chewing Gum," was the first issued before his Dot pact expired in 1959, but did not click until this summer. Donegan has an unusual clause in his Pye contract giving him the right to decide which U. S. label handles his disks. In New York, he is represented by Mannie Greenfield, who had been negotiating over several bids ahead of Donegan's arrival. A day before he was presented with two gold disks by Bing Crosby—for "Chewing Gum" and "Rock Island Line." The latter was donated, after a five-year delay, by British Decca, for whom he cut the disk as an unknown. He now has three million sellers, the only Briton to have reached the mark.

Visitors

Attorney Harold Orenstein called in for discussions with British labels about the representation of Octave Records and certain publishing matters. He had previously visited Paris and Milan but was announcing no decisions until his return to New York. . . . Publisher Eddie Kassner was back in his British office. . . . Noel Rogers of Dominion Music was working on exploitation dates for a short visit by Dion to launch "Runaround Sue" (Top Rank from Laurie). . . . "Oliver" composer Lionel Bart was preparing a New York visit to set a director for his next musical, "Blitz," due to open in London next spring.

Disk Business

Also in the gold disk stakes last week were the Allison's (Fontana) who collected one for a million sales on "Are You Sure" which they also wrote. Song placed second in the Eurovision Song Contest, exceeded 500,000 in Britain and was a big hit all over the Continent and in many English-speaking countries. . . . Zodiac Records here reported to be issuing "Count Down," a regional hit in America on the Freedom label.

Pye's first Reprise LP's were issued Tuesday (17). They include Frank Sinatra's "Sinatra Swings"

and albums by Sammy Davis, Mort Sahl, Calvin Jackson and Tony Williams. . . . Disk artists chosen for the Royal Variety Performances November 6 include the McGuire Sisters, Sammy Davis (who will be breaking into a Las Vegas booking to make the round trip), Nina and Frederik, Andy Stewart, Shirley Bassey, Frankie Vaughan, Max Bygraves, Maurice Chevalier and the Temperance Seven, Kenny Ball and Acker Bilk bands.

Jeff Kruger's indie label Ember will release Cedric Dumont's Swiss

recording of "Klimper-Dixie" (the publishing rights goes to Francis, Day and Hunter).

Publishing Business

"Walking Back to Happiness," third successive hit for Helen Shapiro (Columbia), was wrongly ascribed in the October 2 column to Lorna Music. It is in fact published by Filmusic, The Rank Organization's publishing firm. U. S. rights automatically go to its American affiliate, Bourne-Rank Music. . . . "Sucu-Sucu," handled by Peter Maurice Music, seems to be becoming one of the big hits of the year. The Laurie Johnson disk (Pye) is already high on the chart and is likely to be joined by one of the competing versions. There have been notable sales of the tune by Nina and Frederik (Columbia), Ping Ping-Al Verlaine (Oriole) and Ted Heath (Decca).

New Releases

No plans for the British staging of "Wildcat" so far announced, but the music was released last weekend. "Hey Look Me Over," had versions by Edmund Hockridge (Pye), Rosemary Clooney (RCA), Pete King Chorale (London), Ronnie Hilton (HMV) and Peggy Lee (Capitol). . . . Competition, too, on music from "Breakfast at Tiffany's"; "Moon River" has versions by Danny Williams (HMV), Henry Mancini (RCA), Carmen Cavallaro (Brunswick from U. S. Decca) and, on EP, Mantovani (Decca). . . . U. S. chart titles released included Jesse Fuller: "Everlovin'" (London from Imperial); Dave Brubeck: "Take Five" (Fontana from U. S. Columbia); Bobby Lewis: "One Track Mind" (Parlophone from Bellton); Patti Page: "Broken Heart" (Mercury); and the Letter- (Capitol).

BELGIUM

### Discounting Hits Belgian Trade

By JAN TORFS

Stuivenbergvaart 37, Mechelen

The Tradecourt of Brussels is expected shortly to hand down a precedential decision which should establish the question of discounting records here.

The case developed when, two weeks ago, a new warehouse called Super Market was opened in Auderghem, a small village in the vicinity of Brussels. In order to attract customers, this Super Market organized a big campaign selling all their products at very low prices. Among these were records, which were priced, for singles, at 20-fr. (40 cents), when they should have been sold at the fixed price of 66-fr. (\$1.32). The same thing happened to the LP's, 179-fr. (\$3.60) instead of 252-fr. (\$5). This price-cutting of the Super Market brought confusion and panic to thousands of dealers as well as to their suppliers.

The National Federation of Record Manufacturers and Distributors, called the "Chambre Syndicale," under the Presidency of Mr. E. W. Pelgrims de Bigard, head of N. V. Fonior, gathered in an emergency meeting. A quick decision was taken; the Chambre Syndicale has cited before the Tradecourt of Brussels the N. V. Super Market for unfair competition. This is one of the many lawsuits in which the N. V. Super Market has been involved. It would be impossible for us to mention the whole text of this citation, but these are the most salient points:

The N. V. Super Market announces in publicity that it sells the records, called "Top Hits," at the price of 20-fr., instead of 66-fr. This tends to indicate that it might be open to unfair competition

(Continued on page 39)

SPAIN


### Philips Debs Hear & See Kiddie Line

By RAUL MATAS

32 Av. Jose Antonio, Madrid 13

Children record's have been unexploited in Spain for many years. Philips launched the new Bambino label with the system called "praxiloscopio." These "animated" records provided with an original display of mirrors allow the children to "see" what the song says. Philips' executive Mr. Sampedro told BMW that the Bambino series will be recorded on 78 r.p.m., since the majority of record players use that speed.

"Los Cinco Latinos" have been (Continued on page 42)

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# ALBUM PROGRAMMING & BUYING GUIDE

## TOP LP'S BY CATEGORY

To help dealers buy and control and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are herewith listed by type of material and arranged alphabetically. The same 200 LP's are listed in order of sales strength on the cardboard insert. Those LP's listed in bold face and capital letters are on the charts nine weeks or less.

### VOCAL LP's

Title (Label) (Stereo) Mono Top LP Rank

#### Male Vocalists

- All the Way (Cap)..... 63
- Paul Anka Sings His Big 15 (ABC)..... 37
- **PAUL ANKA SINGS HIS BIG 15, Vol. II (ABC)** 81
- Belafonte at Carnegie Hall (RCA).....(40) 61
- Brook Benton Golden Hits (Mer).....139
- Bobby's Biggest Hits (Cameo).....148
- **BOLL WEEVIL SONG AND 11 OTHER GREAT HITS (Mer)**.....120
- **COME SWING WITH ME (Cap)**.....(20) 23
- Bobby Darin Story (Atco)..... 33
- Heavenly (Col)..... 49
- Buddy Holly Story (Cor).....110
- Johnny Horton's Greatest Hits (Col).....141
- Hymns (Cap).....109
- I'll Buy You a Star (Col).....108
- Johnny's Greatest Hits (Col)..... 40
- Johnny's Moods (Col).....117
- **JUMP UP CALYPSO (RCA)**.....(19) 4
- **LOVE SWINGS (Atco)**.....122
- Moody River (Dot)..... 74
- More Johnny's Greatest Hits (Col).....119
- **MY KIND OF GIRL (Warwick)**.....116
- Nice 'N' Easy (Cap).....131
- Portrait of My Love (UA).....137
- **PORTRAIT OF JOHNNY (Col)**.....(11) 2
- **JIMMY REED AT CARNEGIE HALL (VJ)**..... 90
- Rick Is 21 (Imp)..... 28
- Ring-A-Ding Ding (Rep)..... 94
- **SINATRA SWINGS (Rep)**.....(15) 7
- **SING TO ME, MR. C (RCA)**.....123
- Something for Everybody (RCA).....(45) 14
- **SONGS OF THE SOARING 60's (Kapp)**..... 99

#### Female Vocalists

- **ALL THE WAY (Dec)**..... 26
- **AT LAST (Argo)**.....112
- **BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE (Cap)**.....124
- Emotions (Dec).....115
- **CONNIE FRANCIS SINGS JEWISH FAVORITES (MGM)**..... 80
- Cannie's Greatest Hits (MGM).....146
- **HE NEEDS ME (Everest)**.....140
- **I'M GLAD THERE IS YOU (Everest)**..... 52
- **I HAVE DREAMED (Col)**.....113
- Judy at Carnegie Hall (Cap).....(1) 1
- Mack the Knife (Ver).....133
- More Greatest Hits (MGM).....103
- **ROARIN' 20's (WB)**.....(44)
- **TIMI YURO (Lib)**..... 51
- Duos and Groups
- **COLORFUL VENTURES, THE (Dolton)**.....150
- Encore of Golden Hits (Mer)..... 60
- **FOUR PREPS ON CAMPUS, THE (Cap)**.....(41) 34
- From the Hungry i (Cap).....(41) 34
- Goin' Places (Cap).....(16) 10
- Here We Go Again (Cap).....138
- **HIGHWAYMEN (UA)**..... 53
- Kingston Trio (Cap)..... 59
- **KINGSTON TRIO CLOSE UP (Cap)**..... 36
- **LIMELITERS (Elektra)**.....(50) 57
- Make Way (Cap)..... 44
- **SLIGHTLY FABULOUS LIMELITERS, THE (RCA)** 22
- Tonight in Person (RCA)..... 39
- **VENTURES, THE (Dolton)**.....136
- **WEAVERS AT CARNEGIE HALL (Vanguard)**.....114

#### Choruses

- Fireside Sing Along With Mitch (Col)..... 98
- Folk Song Sing Along With Mitch (Col).....127
- Happy Times Sing Along With Mitch (Col)..... 69
- Memories Sing Along With Mitch (Col)..... 92
- More Sing Along With Mitch (Col)..... 66
- Saturday Night Sing Along With Mitch (Col)..... 86
- Sentimental Sing Along With Mitch (Col).....118
- Sing Along With Mitch (Col).....(22) 19
- Still More Sing Along With Mitch (Col)..... 88
- TV Sing Along With Mitch (Col).....(23) 30
- **YOUR REQUEST SING ALONG WITH MITCH (Col)**.....(10) 12

#### Mixed Voices

- Oldies But Goodies (OS)..... 46
- Oldies But Goodies, Vol. III (OS)..... 15

### COMEDY LP's

- **AIN'T THAT WEIRD (RCA)**..... 17
- Button-Down Mind of Bob Newhart (WB)..... 43
- Button-Down Mind Strikes Back (WB)..... 84
- Stan Freberg Presents the U. S. A. (Cap)..... 70
- Here's Jonathan (Ver)..... 50
- In Living Black and White (Colpix).....104
- Inside Shelley Berman (Ver).....132
- Jose Jimenez at the Hungry i (Kapp)..... 6
- Knockers Up (Jub)..... 20
- Moms Mabley at the U. N. (Chess)..... 64
- Manna Overboard (Dec)..... 58
- **MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS (Roulette)**.....101
- Rejoice Dear Hearts (RCA)..... 67
- Sinsational (Jub)..... 42
- **SONGS FOR SINNERS (Jub)**..... 56

### INSTRUMENTAL LP's

Title (Label) (Stereo) Mono Top LP Rank

#### Mood and Dance

- Calcutta (Dot).....(25) 35
- **EBB TIDE AND OTHER INSTRUMENTAL FAVORITES (Dec)**.....(18) 24
- **GOLDEN WALTZES (Dot)**.....(24) 85
- Italia Mia (Lon)..... 77
- Mr. Lucky Goes Latin (RCA).....121
- **MUCHO GUSTO! (Col)**.....(49)
- **NEW PIANO IN TOWN (RCA)**.....(47) 55
- Orange Blossom Special and Wheels (Dot).....107
- Piano Forte (RCA)..... 93
- Say It With Music (Col).....129
- **SOMEBODY LOVES ME (Col)**.....(14) 29
- Stars for a Summer Night (Col).....(3) 21
- **TOUCH OF ELEGANCE, A (Col)**.....135
- Yellow Bird (Life).....(28) 48
- Yellow Bird (Dot).....(6) 11
- **YELLOW BIRD (Kapp)**..... 83

#### Jazz

- **RAY CHARLES AND BETTY CARTER (ABC)**..... 73
- **MILES DAVIS, IN PERSON, FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, Vol. I (Col)**..... 72
- Dreamstreet (ABC)..... 87
- Exodus to Jazz (VJ).....(21) 38
- **PETE FOUNTAIN'S FRENCH QUARTER NEW ORLEANS (Cor)**.....(43)
- **PETE FOUNTAIN'S NEW ORLEANS (Cor)**.....(37) 65
- **GENIUS AFTER HOURS (Atl)**.....111
- Genius of Ray Charles (Atl)..... 78
- Genius Plus Soul Equals Jazz (Imp).....(29) 47
- **HE'S THE KING (RCA)**..... 89
- Al Hirt, Greatest Horn in the World (RCA).....(31) 76
- Time Out (Col).....(27) 25
- **WHAT'D I SAY (Atl)**..... 41

#### Teen Beat

- Dance Till a Quarter to Three (LeGrand)..... 13
- Girls, Girls, Girls (Jamie).....147
- **LET'S TWIST AGAIN (Parkway)**.....100
- On the Rebound (RCA)..... 82

#### Percussion and Sound

- **BIG BAND PERCUSSION (Lon)**.....(33)
- **BRAZEN BRASS GOES HOLLYWOOD (Dec)**.....(42)
- **PASS IN REVIEW (Lon)**.....(36)
- **PERCUSSION OOM PAH (Lon)**.....(38)
- Persuasive Percussion, Vol. I (Com).....(8)
- Provocative Percussion, Vol. I (Com).....(39)
- **STEREO 35/MM (Com)**.....(13)

### SHOW MUSIC

#### Original Cast

- Camelot (Col).....(2) 3
- Carnival (MGM).....(30) 27
- Fiorello (Cap).....130
- Gypsy (Col).....149
- Music Man (Cap).....106
- My Fair Lady (Col).....(17) 45
- Sound of Music (Col).....(5) 18
- South Pacific (Col)..... 68
- Unsinkable Molly Brown (Cap).....105
- West Side Story (Col).....(32) 62
- Wildcat (RCA)..... 96

#### Sound Track

- Ben-Hur (MGM)..... 95
- Exodus (RCA).....(9) 32
- **FANNY (WB)**.....144
- G. I. Blues (RCA).....(35) 31
- Gigi (MGM).....143
- **GUNS OF NAVARONE (Col)**.....(48) 91
- King and I (Cap).....125
- Never on Sunday (UA).....(4) 16
- **PARRISH (WB)**..... 54
- South Pacific (RCA).....(26) 102

#### Music From Musicals, Films and TV

- **BREAKFAST AT TIFFANY'S (RCA)**..... 79
- Film Encores (Lon).....126
- Gone With the Wind (WB).....142
- Great Motion Picture Themes, Vol. II (UA).....135
- **GREAT MOTION PICTURE THEMES, Vol. II (UA)**.....134
- Music From Exodus and Other Great Themes (Lon).....(34) 75
- Theme From Carnival and Other Great Broadway Hits (Lon).....(46) 145

### CLASSICAL & SEMI-CLASSICAL LP's

- **RODGERS: VICTORY AT SEA, Vol. III (RCA)**.....(12) 71
- Sixty Years of Music America Loves Best, Vol. 11 (RCA).....128
- **SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. III (Popular) (RCA)**..... 5
- **SIXTY YEARS OF MUSIC AMERICA LOVES BEST, Vol. III (Classical) (RCA)**..... 9

## Reviews of New Albums

The pick of the new releases:



Strongest sales potential of all albums reviewed this week.

### Pop

#### PRESENTING PETE FOUNTAIN AND AL HIRT BOURBON STREET

Coral CRL 757389 (Stereo & Monaural)—This package, apparently cut by Hirt before he hit as a solo artist, features Hirt on four sides while the rest spotlight Fountain alone. It's infectious, bouncy Dixieland wax, and should move out strongly on the basis of both artists' name power. Selections include "St. James Infirmary," "Lazy River," "Farewell Blues," etc.

#### BABES IN TOYLAND

Various Artists. Vista 4022—Here's a new Disney picture that's bound to make a lot of noise, especially coming as it does on the eve of the Christmas season. The stellar cast of Tommy Sands, Annette, Ray Bolger and Ed Wynn makes it come alive on this colorful package. The album is done in bookfold style with detailed notes inside about all the performers. The memorable score, of course, will have strong appeal for adults as well as children.

#### EXCITEMENT, INCORPORATED

Ray Martin and his Ork. RCA Victor LSA 2422 (Stereo)—"Excitement" is certainly no understatement for this top-notch musical LP with the accent on sound. The Ray Martin ork, with strings and voices, is dazzling, percussive and comes across with a mean ballad when the occasion demands. The recording, like the other numbers in this "Stereo Action" series, is tantalizingly clever as it moves from one speaker to the other. Current success of the albums in this series should get strong competition from this fine new set.

#### BY SPECIAL REQUEST

Jackie Wilson. Brunswick BL 754101 (Stereo & Monaural)—Wilson is in richly expressive vocal form on a group of top-notch standards plus some originals. Eschewing rockaballads, the artist displays sock showmanship and emotional impact on such moving items as "Try a Little Tenderness," "Tenderly" and "Stormy Weather." A spinable package.

#### SAIL AWAY

Original Cast. Capitol WAO 1643—The original cast album of the Noel Coward show, the first big Broadway musical of the new season, has built-in appeal for the many fans of the multi-talented writer-director-lyricist-composer. Although Coward has written more inspired material in other years, this spoof on U. S. tourists should move off dealers' shelves on the strength of some witty lyrics and a vivid performance by Elaine Stritch in the lead role.

#### I REMEMBER TOMMY

Frank Sinatra. Reprise 1003 (Stereo & Monaural)—Two old Tommy Dorsey alumni, Sinatra and Sy Oliver, team up for a sock presentation of some of the late bandleader's best remembered material. Oliver's arrangements are magnificently suited to the Sinatra style. Frank is in fine voice on the set singing such TD winners as his theme "Getting Sentimental Over You," the tune that rocketed F. S. to stardom "There Are Such Things" and "It's Always You." Great wax.

#### CLAY COLE PRESENTS BLASTS FROM THE PAST

Various Artists. Blast BLP 6803—New York TV (WNTA) jockey Clay Cole's name and photo are showcased on the cover of this LP, but he isn't mentioned in liner notes and doesn't appear on the LP itself or the label copy. A flock of old hit r.&r. singles, previously issued on Hull, Sut, Domino, Lido, Vee Jay, End and NuWay are featured. It should make the package attractive to young buyers. Items include "Daddy's Home" by Shep and the Limelites, "So Much" by Little Anthony and the Imperials, "A Fool in Love" by Ike and Tina Turner and sides by the Spaniels, Harptones, Dells, Videos, Desires, Slades, Bobby Hendricks.

### Jazz

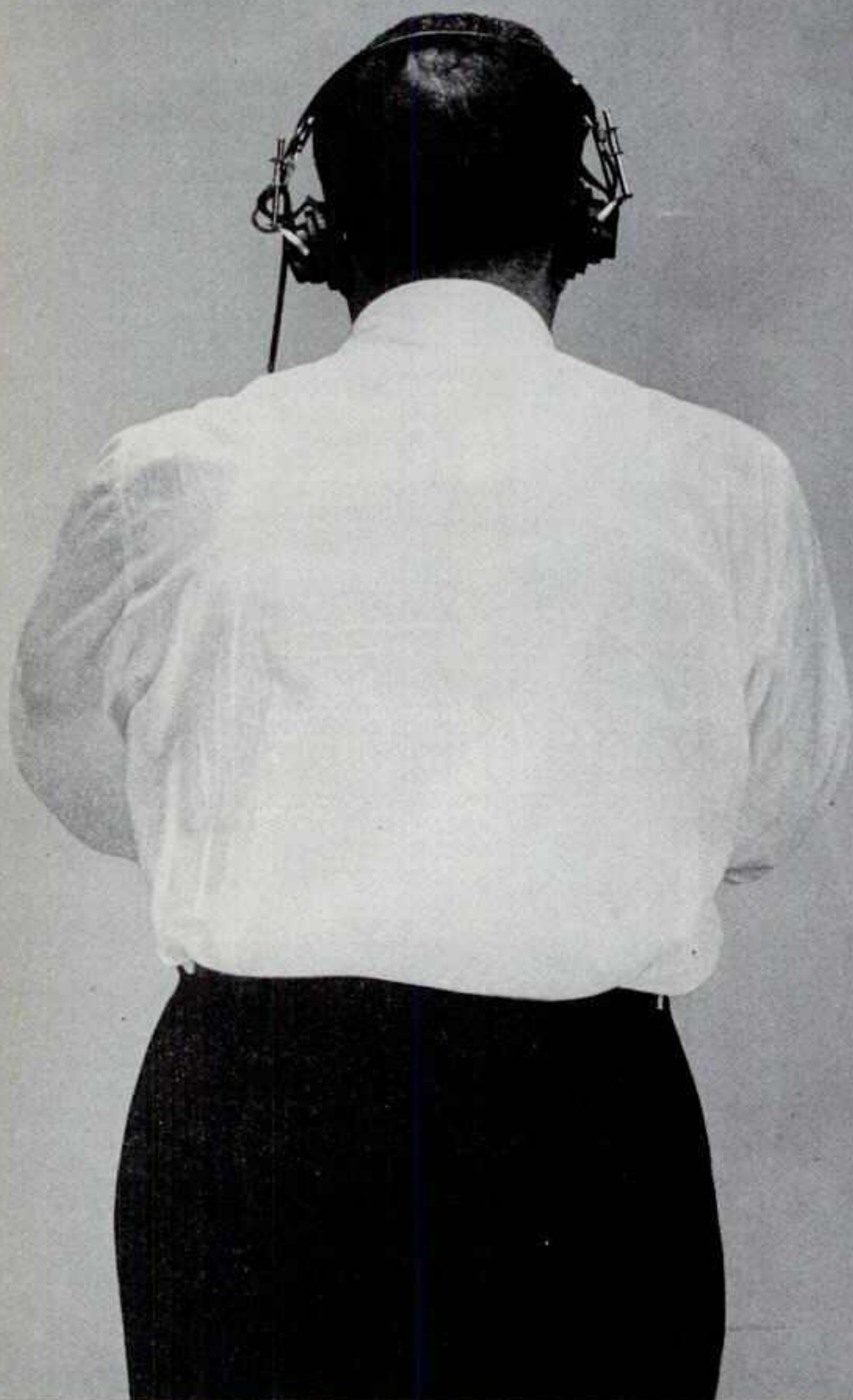
#### THE BEST OF THE DUKES OF DIXIELAND

Audio Fidelity AFSD 5956 (Stereo)—Sid Frey's Audio Fidelity label has a strong item in these Dixieland offerings by the popular Dukes who scored so handsomely for him. Culled from a number of LP's, these tracks, 12 of them in all, feature some top-flight commercial Dixie blowing. The titles are all familiar material, and include "Dixie," "Saints Go Marching In" and "Muskrat Ramble."

(Continued on page 38)

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





# WHO? RAY!

*Hooray for a great new single! Two instrumentals with a foreign flair, arranged and conducted by that "La Dolce Vita" man . . .*

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

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

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

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

THIS WEEK		Wk. Ago			TITLE	Artist, Label & Number	Wk. On Chart	THIS WEEK		Wk. Ago			TITLE	Artist, Label & Number	Wk. On Chart	THIS WEEK		Wk. Ago			TITLE	Artist, Label & Number	Wk. On Chart
1	2	3	4	5				1	2	3	4					1	2	3	4				
1	1	4	13		<b>HIT THE ROAD JACK</b>	Ray Charles, ABC-Paramount 10244	6	35	52	81	79	<b>PLEASE MR. POSTMAN</b>	Marvelettes, Tamla 54046	7	65	48	51	53	<b>HUMAN</b>	Tommy Hunt, Scepter 1219	7		
2	4	21	42		<b>RUNAROUND SUE</b>	Dion, Laurie 3110	4	36	27	11	7	<b>WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)</b>	Barry Mann, ABC-Paramount 10237	11	66	72	79	99	<b>YOUR LAST GOODBYE</b>	Floyd Cramer, RCA Victor 7907	△ 4		
3	5	10	14		<b>BRISTOL STOMP</b>	Dovells, Parkway 827	6	37	20	12	9	<b>WITHOUT YOU</b>	Johnny Tillotson, Cadence 1404	11	67	76	82	81	<b>PLEASE DON'T GO</b>	Ral Donner, Gone 5114	4		
4	2	3	4		<b>CRYIN'</b>	Roy Orbison, Monument 447	10	38	58	77	—	<b>ANYBODY BUT ME</b>	Brenda Lee, Decca 31309	3	68	89	—	—	<b>ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY</b>	Aretha Franklin, Columbia 42157	△ 2		
5	6	8	16		<b>YOU MUST HAVE BEEN A BEAUTIFUL BABY</b>	Bobby Darin, Atco 6206	7	39	54	73	—	<b>A WONDER LIKE YOU</b>	Rick Nelson, Imperial 5770	3	69	51	64	70	<b>IT'S YOUR WORLD</b>	Marty Robbins, Columbia 42065	△ 6		
6	3	1	1		<b>TAKE GOOD CARE OF MY BABY</b>	Bobby Vee, Liberty 55354	11	40	43	56	85	<b>I REALLY LOVE YOU</b>	Stereos, Cub 9095	4	70	50	29	15	<b>WHEN WE GET MARRIED</b>	Dreamlovers, Heritage 102	12		
7	18	24	39		<b>SAD MOVIES (Make Me Cry)</b>	Sue Thompson, Hickory 1153	7	41	59	75	—	<b>BIG JOHN</b>	Shirley, Scepter 1223	3	71	83	91	84	<b>TONIGHT I WON'T BE THERE</b>	Adam Wade, Coed 556	5		
8	17	53	—		<b>BIG BAD JOHN</b>	Jimmy Dean, Columbia 42175	△ 3	42	44	63	—	<b>WHAT A PARTY</b>	Fats Domino, Imperial 5779	3	72	94	—	—	<b>I APOLOGIZE</b>	Timi Yuro, Liberty 55343	2		
9	10	7	12		<b>MEXICO</b>	Bob Moore, Monument 446	10	43	29	55	—	<b>CANDY MAN</b>	Roy Orbison, Monument 447	8	73	96	—	—	<b>LET TRUE LOVE BEGIN</b>	Nat King Cole, Capitol 4623	3		
10	14	14	33		<b>YA YA</b>	Lee Dorsey, Fury 1053	6	44	11	6	3	<b>MICHAEL</b>	Highwaymen, United Artists 258	15	74	91	98	—	<b>BERLIN MELODY</b>	Billy Vaughn, Dot 16119	4		
11	13	17	24		<b>THIS TIME</b>	Troy Shondell, Liberty 55353	5	45	34	30	29	<b>MISSING YOU</b>	Ray Peterson, Dunes 2006	12	75	—	—	—	<b>YOUNG BOY BLUES</b>	Ben E. King, Atco 6207	1		
12	12	32	41		<b>I LOVE HOW YOU LOVE ME</b>	Paris Sisters, Gregmark 6	7	46	25	38	40	<b>TAKE FIVE</b>	Dave Brubeck, Columbia 41479	△ 6	76	—	—	—	<b>I WANT TO THANK YOU</b>	Bobby Rydell, Cameo 201	1		
13	9	15	30		<b>LET'S GET TOGETHER</b>	Hayley Mills, Vista 385	7	47	35	19	25	<b>THE ASTRONAUT</b>	Jose Jimenez, Kapp 409	9	77	—	—	—	<b>SEPTEMBER IN THE RAIN</b>	Dinah Washington, Mercury 71876	1		
14	22	36	60		<b>THE FLY</b>	Chubby Checker, Parkway 830	4	48	71	78	67	<b>HOLLYWOOD</b>	Connie Francis, MGM 13039	4	78	—	—	—	<b>I'LL BE SEEING YOU</b>	Frank Sinatra, Reprise 20023	1		
15	16	16	38		<b>THE WAY YOU LOOK TONIGHT</b>	Lettermen, Capitol 4586	7	49	55	35	18	<b>IT'S GONNA WORK OUT FINE</b>	Ike and Tina Turner, Sue 749	12	79	80	88	—	<b>YOU DON'T KNOW WHAT IT MEANS</b>	Jackie Wilson, Brunswick 55219	3		
16	7	2	2		<b>THE MOUNTAIN'S HIGH</b>	Dick and DeeDee, Liberty 55350	12	50	67	—	—	<b>MOON RIVER</b>	Jerry Butler, Vee Jay 405	2	80	88	92	86	<b>BACK TO THE HOP</b>	Danny and the Juniors, Swan 4082	5		
17	8	5	6		<b>LITTLE SISTER</b>	Elvis Presley, RCA Victor 7908	△ 9	51	41	57	71	<b>MOVIN'</b>	Bill Black's Combo, HI 2038	4	81	—	—	—	<b>GOD, COUNTRY AND MY BABY</b>	Johnny Burnette, Liberty 55279	1		
18	19	23	50		<b>LOOK IN MY EYES</b>	Chantels, Carlton 555	8	52	60	76	—	<b>IT'S JUST A HOUSE WITHOUT YOU</b>	Brook Benton, Mercury 71859	3	82	—	—	—	<b>DON'T CRY NO MORE</b>	Bobby (Blue) Bland, Duke 340	5		
19	24	28	37		<b>SWEETS FOR MY SWEET</b>	Drifters, Atlantic 2117	6	53	23	9	5	<b>DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Over Night)</b>	Lonnie Donegan, Dot 15911	11	83	—	—	—	<b>ROCKIN' BICYCLE</b>	Fats Domino, Imperial 5779	1		
20	28	46	87		<b>DON'T BLAME ME</b>	Everly Brothers, Warner Bros. 5501	4	54	49	25	20	<b>LET ME BELONG TO YOU</b>	Brian Hyland, ABC-Paramount 10236	11	84	—	—	—	<b>TONIGHT</b>	Ferrante & Teicher, United Artists 373	1		
21	15	18	22		<b>BLESS YOU</b>	Tony Orlando, Epic 9452	10	55	40	49	56	<b>WATER BOY</b>	Don Shirley Trio, Cadence 1392	14	85	—	—	—	<b>UNDER THE MOON OF LOVE</b>	Curtis Lee, Dunes 2008	1		
22	21	26	10		<b>(Marie's the Name) HIS LATEST FLAME</b>	Elvis Presley, RCA Victor 7908	△ 8	56	47	22	17	<b>MORE MONEY FOR YOU AND ME MEDLEY</b>	Four Preps, Capitol 4599	10	86	—	—	—	<b>BRIDGE OF LOVE</b>	Joe Dowell, Smash 1717	1		
23	45	84	—		<b>TOWER OF STRENGTH</b>	Gene McDaniels, Liberty 55371	3	57	53	27	19	<b>BIG COLD WIND</b>	Pat Boone, Dot 16244	9	87	86	—	—	<b>THEME FROM COME SEPTEMBER</b>	Billy Vaughn, Dot 16119	2		
24	46	69	95		<b>YOU'RE THE REASON</b>	Bobby Edwards, Crest 1075	8	58	79	—	—	<b>HEARTACHES</b>	Marcel's, Colpix 612	2	88	—	—	—	<b>GOODBYE CRUEL WORLD</b>	James Darren, Colpix 609	1		
25	32	59	72		<b>(He's My) DREAMBOAT</b>	Connie Francis, MGM 13039	4	59	56	61	88	<b>SAD MOVIES (Make Me Cry)</b>	Lennon Sisters, Dot 16255	4	89	99	—	—	<b>LATE DATE</b>	Parkays, ABC-Paramount 10242	2		
26	26	33	46		<b>STICK SHIFT</b>	Duals, Sue 745	6	60	78	83	94	<b>JUST OUT OF REACH (of My Two Open Arms)</b>	Solomon Burke, Atlantic 2114	5	90	93	—	—	<b>MOON RIVER</b>	Henry Mancini, RCA Victor 7916	△ 2		
27	33	20	8		<b>MY TRUE STORY</b>	Jive Five, Beltone 1006	16	61	57	58	61	<b>DON'T GET AROUND MUCH ANYMORE</b>	Belmonts, Sabrina 501	7	91	—	—	—	<b>'TIL</b>	Angels, Caprice 107	1		
28	31	43	68		<b>SO LONG BABY</b>	Del Shannon, Big Top 3083	5	62	64	74	83	<b>BRIGHT LIGHTS, BIG CITY</b>	Jimmy Reed, Vee Jay 398	5	92	82	85	—	<b>MUSKRAT</b>	Everly Brothers, Warner Bros. 5501	3		
29	30	13	11		<b>ONE TRACK MIND</b>	Bobby Lewis, Beltone 1912	8	63	74	—	—	<b>MORNING AFTER</b>	Mar-Keys, Stax 112	2	93	—	99	—	<b>A BROKEN HEART AND A PILLOW FILLED WITH TEARS</b>	Patti Page, Mercury 71870	2		
30	38	39	47		<b>(He's) THE GREAT IMPOSTOR</b>	Fleetwoods, Dolton 45	6	64	65	72	75	<b>FEEL IT</b>	Sam Cooke, RCA Victor 7927	△ 4	94	97	—	—	<b>GUILTY OF LOVING YOU</b>	Jerry Fuller, Challenge 9114	2		
31	36	66	—		<b>FOOL #1</b>	Brenda Lee, Decca 31309	3	65	74	—	—	<b>MORNING AFTER</b>	Mar-Keys, Stax 112	2	95	—	—	—	<b>WHY NOT NOW</b>	Matt Monro, Warwick 669	1		
32	37	50	58		<b>FOOT STOMPIN' (Part 1)</b>	Flares, Felsted 8624	7	66	64	74	83	<b>BRIGHT LIGHTS, BIG CITY</b>	Jimmy Reed, Vee Jay 398	5	96	—	—	—	<b>IN THE MIDDLE OF A HEARTACHE</b>	Wanda Jackson, Capitol 4635	1		
33	42	67	74		<b>I UNDERSTAND (Just How You Feel)</b>	G-Clefs, Terrace 7500	5	67	74	—	—	<b>MORNING AFTER</b>	Mar-Keys, Stax 112	2	97	—	—	—	<b>FOR ME AND MY GAL</b>	Freddy Cannon, Swan 4083	1		
34	39	68	—		<b>EVERLOVIN'</b>	Rick Nelson, Imperial 5770	3	68	65	72	75	<b>FEEL IT</b>	Sam Cooke, RCA Victor 7927	△ 4	98	100	—	—	<b>MAKE BELIEVE WEDDING</b>	Castells, Era 3057	2		

## HOT 100—A TO Z—(Publisher-Licensee)

Anybody But Me (Champion, BMI)	38	Hit the Road Jack (Tangerine, BMI)	1	Rock-A-Bye Your Baby With a Dixie Melody (Warlock-Mills, ASCAP)	68
Astronaut, The (Bill Dana, ASCAP)	47	Hollywood (Acuff-Rose, BMI)	48	Rockin' Bicycle (Travis, BMI)	83
Back to the Hop (Claridge, ASCAP)	80	Human (Ludix, BMI)	65	Sad Movies—Lennon (Acuff-Rose, BMI)	59
Backtrack (Vanadore, BMI)	100	I Apologize (Crawford, ASCAP)	72	Sad Movies—Thompson (Acuff-Rose, BMI)	7
Berlin Melody (Symphony House, ASCAP)	74	I Love How You Love Me (Aldon, BMI)	12	September in the Rain (Remick, ASCAP)	77
Big Bad John (Cigma, BMI)	5	I Really Love You (Shalimar, BMI)	40	So Long Baby (Vicki-McLaughlin, BMI)	28
Big Cold Wind (Gil, BMI)	8	I Understand (Jubilee, ASCAP)	33	Stick Shift (Hilde, BMI)	26
Big John (Ludix, BMI)	41	I Want to Thank You (Lowe, ASCAP)	76	Sweets for My Sweet (Brenner-Progressive-Trio, BMI)	19
Bless You (Aldon, BMI)	21	I'll Be Seeing You (Williamson, ASCAP)	78	Take Five (Cherry, BMI)	18
Bridge of Love (Belinda, CAPAC)	86	In the Middle of a Heartache (Central, BMI)	96	Take Good Care of My Baby (Aldon, BMI)	46
Bright Lights, Big City (Conrad, BMI)	62	It's Gonna Work Out Fine (Copa-Sona, ASCAP)	49	Theme from Come September (Symphony House, ASCAP)	87
Bristol Stomp (Kalmann, ASCAP)	62	It's Just a House Without You (Play, BMI)	52	This Time (Tree, BMI)	11
Broken Heart and a Pillow Filled With Tears (Spanka, BMI)	9	It's Your World (Marizona, BMI)	69	'Til (Chappell, ASCAP)	91
Candy Man (January, BMI)	43	Just Out of Reach (Four Star, BMI)	40	Tonight (Shirmer, ASCAP)	84
Cryin' (Acuff-Rose, BMI)	4	Late Date (Walmay, BMI)	89	Tonight I Won't Be There (Pastor, ASCAP)	23
Does Your Chewing Gum Lose Its Flavor (Mills, ASCAP)	53	Let Me Belong to You (East-West, BMI)	54	Tower of Strength (Famous, ASCAP)	85
Don't Blame Me (Robbins, ASCAP)	20	Let True Love Begin (Winneton, BMI)	73	Under the Moon of Love (S-P-R, BMI)	85
Don't Cry No More (Lion, BMI)	82	Let's Get Together (Wonderland, BMI)	13	Water Boy (Walbridge, BMI)	55
Don't Get Around Much Anymore (Robbins, ASCAP)	81	Little Sister (Elvis Presley, BMI)	17	Way You Look Tonight (The Harms, ASCAP)	15
Dreamboat (Acuff-Rose, BMI)	25	Look in My Eyes (Atlantic, BMI)	17	What a Party (Travis, BMI)	42
Everlovin' (Jat, BMI)	34	Make Believe Wedding (Bamboo, BMI)	98	When We Get Married (Fisher, BMI)	70
Feel It (Kags, BMI)	64	Mexico (Acuff-Rose, BMI)	9	Who Put the Bomp (Aldon, BMI)	36
Fly, The (Woodcrest-Mered, BMI)	14	Michael (United Artists, ASCAP)	44	Why Not Now (Selma, BMI)	95
Fool #1 (Sure Fire, BMI)	31	Missing You (Copar, BMI)	45	Without You (Ridge, BMI)	37
Foot Stomp'n' (Part 1) (Argo, BMI)	32	Moon River—Butler (Famous, ASCAP)	50	Wonder Like You, A (Four Star, BMI)	39
For Me and My Gal (Mills, ASCAP)	97	Moon River—Mancini (Famous, ASCAP)	90	Ya Ya (Fast-Barich, BMI)	10
God, Country and My Baby (New Phoenix, ASCAP)	87	More Money for You and Me Medley (Various)	56	You Don't Know What It Means (Pearl, BMI)	79
Goodbye Cruel World (Aldon, BMI)	81	Morning After (East-Bair, BMI)	63	You Must Have Been a Beautiful Baby (Remick, ASCAP)	75
Great Impostor, The (Gold Cup-Cornerstone, BMI)	30	Mountain's High, The (Odin, ASCAP)	63	Young Boy Blues (Rumbalero-Progressive-Trio, BMI)	24
Guilty of Loving You (Four Star, BMI)	94	Movin' (Jac, BMI)	51	Your're the Reason (American, BMI)	24
Gypsy Woman (Curtom, BMI)	99	Muskrat (American, BMI)	92	Your Last Goodbye (Cigma, BMI)	66
Heartaches (Leds, ASCAP)	58	My True Story (Steven, BMI)	27		
Hearaches (Leds, ASCAP)	59	One Track Mind (Lescay, BMI)	29		
His Latest Flame (Elvis Presley, BMI)	22	Please Don't Go (Alan K., BMI)	67		
		Please Mr. Postman (Jobete, BMI)	35		

## BUBBLING UNDER THE HOT 100

101. I WONDER	Pentagons, Jamie 1201
102. JOHNNY WILLOW	Fred Darion, JAF 2023
103. POCKETFUL OF RAINBOWS	Deane Hawley, Liberty 55359
104. MR. DJ	Van McCoy, Rockin' 101
105. AWARE OF LOVE	Jerry Butler, Vee Jay 405
106. CRAZY	Pasty Cline, Decca 31317
107. SWEET SORROW	Conway Twitty, MGM 13034
108. YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT	Kenny Dino, Musicor 1013
109. WASN'T THE SUMMER SHORT?	Johnny Mathis, Columbia 42156
110. THREE STEPS FROM THE ALTAR	Shep and the Limelites, Hull 747
111. IMPOSSIBLE	Gloria Lynne, Everest 19418
112. DANCE WITH A DOLLY	Damita Jo, Mercury 71871
113. EVERYBODY GOTTA PAY SOME DUES	Miracles, Tamla 54048
114. SOOTHE ME	Sims Twins, Sar 117
115. MARRIED	Frankie Avalon, Chancellor 1087
116. WANTED, ONE GIRL	Jan and Dean, Challenge 9120
117. SOMEWHERE ALONG THE WAY	Steve Lawrence, United Artists 364
118. LONESOME	Jerry Wallace, Challenge 9117
119. JUST BECAUSE	McGuire Sisters, Coral 62288
120. REACH FOR THE STARS	Shirley Bassey, United Artists 363



# 7-33-6

This is the new Cadence Little LP — possibly the most important new idea in records. It is already being widely discussed. We sincerely hope it will be adopted by the entire industry. Our first five releases — listed below — are ready for immediate delivery from your Cadence Distributor. The Cadence Little LP has been thoroughly tested, proving that it is produced right, packaged right

and priced right for the big teen age market. A wire from Paul Cowley, Paul Cowley Record Shop, Louisville, Kentucky: "Cadence Little LP's are a hit. In less than two weeks have sold 25 per cent of original shipment..." Follow Paul Cowley's profitable lead. Stock and display the Cadence Little LP — additional sales in a new price line at a profitable mark-up.

**WORDS AND MUSIC BY JOHNNY TILLOTSON**

6 SONGS

January 1955  
RECORDED IN NEW YORK  
WITH ARTISTES COMPANY  
WELL I'M YOUR MAN  
CUTIE PIE  
WITHOUT YOU

**THIS IS JOHNNY TILLOTSON**

6 SONGS

POETRY IN MOTION  
JIMMY'S GIRL  
TRUE TRUE  
HAPPINESS  
EARTH ANGEL  
WHY DO I LOVE YOU SO  
PLEDGING MY LOVE

**NEVER ON SUNDAY, THE CHORDETTES**

6 SONGS

NEVER ON SUNDAY  
FARAWAY STAR  
LOLLIPOP  
CHARLIE BROWN  
TO KNOW HIM IS TO LOVE HIM  
I CRIED A TEAR

**DREAM WITH THE EVERLY BROTHERS**

6 SONGS

ALL I HAVE TO DO IS DREAM  
I WONDER IF I CARE AS MUCH  
TAKE A MESSAGE TO MARY  
LET IT BE ME DEVOTED TO YOU  
MAYBE TOMORROW

**ROCKIN' WITH THE EVERLY BROTHERS**

6 SONGS

BYE BYE LOVE  
('TILL) I KISSED YOU  
BIRD DOG  
WAKE UP LITTLE SUSIE  
WHEN WILL I BE LOVED  
PROBLEMS

150 Best Selling

## MONAURAL LP's

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

LP's in black reverse are most recent additions and on chart 9 weeks or less.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	12
2	2	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CL 1644	8
3	3	CAMELOT Original Cast, Columbia KOL 5620	39
4	4	JUMP UP CALYPSO Harry Belafonte, RCA Victor LPM 2388	8
5	7	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Black Seal—Popular), Various Artists, RCA Victor LOP 1509	7
6	5	JOSE JIMENEZ AT THE HUNGRY I. Bill Dana, Kapp KL 3238	14
7	6	SINATRA SWINGS Frank Sinatra, Reprise R 1002	10
8	8	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	38
9	10	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. III (Red Seal—Classical), Various Artists, RCA Victor LM 2574	7
10	12	GOIN' PLACES Kingston Trio, Capitol T 1564	16
11	13	YELLOW BIRD Lawrence Welk, Dot DLP 3389	10
12	19	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CL 1671	5
13	14	DANCE TILL A QUARTER TO THREE Gary U. S. Bonds, LeGrand LRP 3001	11
14	9	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	15
15	18	OLDIES BUT GOODIES, VOL. III Various Artists, Original Sound 8004	10
16	11	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	39
17	15	AIN'T THAT WEIRD! Brother Dave Gardner, RCA Victor LPM 2335	5
18	16	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	96
19	22	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	170
20	17	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	50
21	20	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	20
22	39	THE SLIGHTLY FABULOUS LIMELITERS RCA Victor LPM 2393	3
23	21	COME SWING WITH ME Frank Sinatra, Capitol W 1594	10
24	27	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 4165	9
25	28	TIME OUT Dave Brubeck, Columbia CL 1397	42
26	23	ALL THE WAY Brenda Lee, Decca DL 4176	8
27	32	CARNIVAL Original Cast, MGM E 3946	21
28	31	RICK IS 21 Ricky Nelson, Imperial LP 9152	21
29	24	SOMEBODY LOVES ME Ray Conniff Singers, Columbia CL 1642	6
30	25	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	20
31	29	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	51
32	26	EXODUS Sound Track, RCA Victor LOC 1058	40
33	36	BOBBY DARIN STORY Atco 131	22
34	30	THE FOUR PREPS ON CAMPUS Capitol T 1566	9
35	49	CALCUTTA Lawrence Welk, Dot DLP 3359	38
36	111	THE KINGSTON TRIO CLOSE UP Capitol T 1642	2
37	33	PAUL ANKA SINGS HIS BIG 15 ABC-Paramount ABC 323	68
38	34	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	21
39	35	TONIGHT IN PERSON LimeLighters, RCA Victor LPM 2272	34
40	38	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	181
41	56	WHAT'D I SAY Ray Charles, Atlantic 8029	8
42	42	SINATRA WARREN, JUBILEE JGM 2034	22
43	37	BUTTON-DOWN MIND OF BOB NEWHART Warner Bros. W 1379	75
44	41	MAKE WAY Kingston Trio, Capitol T 1474	34
45	46	MY FAIR LADY Original Cast, Columbia OL 5090	289
46	47	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	107
47	51	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	30
48	48	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	13
49	44	HEAVENLY Johnny Mathis, Columbia CL 1351	109
50	53	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	21
51	84	TIMI YURO Liberty LRP 3208	5

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	110	I'M GLAD THERE IS YOU Gloria Lynne, Everest BR 5126	5
53	127	HIGHWAYMEN United Artists UAL 3125	2
54	45	PARRISH Sound Track, Warner Bros. W 1413	4
55	43	NEW PIANO IN TOWN Peter Nero, RCA Victor LPM 2383	5
56	55	SONGS FOR SINNERS Rusty Warren, Jubilee J 2024	8
57	52	LIMELITERS Elektra EKL 180	7
58	54	MANNA OVERBOARD Charlie Manna, Decca DL 4159	13
59	60	KINGSTON TRIO Capitol T 996	152
60	40	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	84
61	50	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	102
62	66	WEST SIDE STORY Original Cast, Columbia OL 5230	54
63	58	ALL THE WAY Frank Sinatra, Capitol W 1538	27
64	59	MOMS MABLEY AT THE UN Chess 1452	25
65	62	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	40
66	130	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	139
67	57	REJOICE DEAR HEARTS Brother Dave Gardner, RCA Victor LPM 2083	59
68	73	SOUTH PACIFIC Original Cast, Columbia OL 4180	384
69	77	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	32
70	79	STAN FREBERG PRESENTS THE UNITED STATES OF AMERICA, VOL. I Capitol W 1573	16
71	96	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2523	6
72	109	MILES DAVIS, IN PERSON FRIDAY NIGHT AT THE BLACKHAWK, SAN FRANCISCO, VOL. I Columbia CL 1694	3
73	63	RAY CHARLES AND BETTY CARTER ABC-Paramount ABC 385	7
74	64	MOODY RIVER Pat Boone, Dot DLP 3384	14
75	68	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	44
76	78	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366	23
77	81	ITALIA MIA Mantovani, London LL 3239	21
78	87	GENIUS OF RAY CHARLES Atlantic 1312	64
79	128	BREAKFAST AT TIFFANY'S H. Mancini, RCA Victor LPM 2362	2
80	69	CONNIE FRANCIS SINGS JEWISH FAVORITES MGM E 3869	8
81	72	PAUL ANKA SINGS HIS BIG 15, VOL. II ABC-Paramount ABC 390	4
82	71	ON THE REBOUND Floyd Cramer, RCA Victor LPM 2359	10
83	82	YELLOW BIRD Roger Williams, Kapp KL 1244	6
84	89	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	49
85	102	GOLDEN WALTZES Billy Vaughn, Dot DLP 3280	2
86	108	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	61
87	92	DREAMSTREET Erroll Garner, ABC-Paramount ABC 365	17
88	122	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	113
89	125	HE'S THE KING Al Hirt and His Band, RCA Victor LPM 2354	2
90	—	JIMMY REED AT CARNEGIE HALL Vee Jay LP 1035	1
91	75	THE GUNS OF NAVARONE Sound Track, Columbia CL 1655	4
92	61	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	49
93	67	PIANO FORTE Peter Nero, RCA Victor LPM 2334	15
94	74	RING-A-DING DING Frank Sinatra, Reprise R 1001	25
95	80	BEN-HUR Sound Track, MGM 1E1	77
96	86	WILDCAT Original Cast, RCA Victor LOC 1060	39
97	88	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	140
98	98	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	68
99	126	SONGS OF THE SOARING 60's Roger Williams, Kapp KL 1251	3
100	149	LET'S TWIST AGAIN Chubby Checker, Parkway P 7004	4

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	129	MURRAY THE "K'S" SING ALONG WITH THE ORIGINAL GOLDEN GASSERS Reulette R 25159	2
102	65	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	186
103	70	MORE GREATEST HITS Connie Francis, MGM E 3942	16
104	76	IN LIVING BLACK AND WHITE Dick Gregory, Colpix CP 417	20
105	83	UNSINKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	43
106	90	MUSIC MAN Original Cast, Capitol WAO 990	189
107	99	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	25
108	106	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	23
109	139	HYMNS Tennessee Ernie Ford, Capitol T 756	213
110	146	BUDDY HOLLY STORY Coral CRL 57326	41
111	93	GENIUS AFTER HOURS Ray Charles, Atlantic 1369	8
112	95	AT LAST Etta James, Argo 4003	9
113	97	I HAVE DREAMED Doris Day, Columbia CL 1660	3
114	94	WEAVERS AT CARNEGIE HALL Vanguard VRS 9010	4
115	85	EMOTIONS Brenda Lee, Decca DL 4104	24
116	101	MY KIND OF GIRL Matt Monro, Warwick W 2045	3
117	105	JOHNNY'S MOOD Johnny Mathis, Columbia CL 1526	43
118	107	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	67
119	104	MORE JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1344	68
120	91	BOLL WEEVIL SONG AND 11 OTHER GREAT HITS Brook Benton, Mercury MG 20641	4
121	116	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	20
122	112	LOVE SWINGS Bobby Darin, Atco 134	6
123	113	SING TO ME, MR. C Perry Como, RCA Victor LPM 2390	4
124	114	BASIN ST. EAST PROUDLY PRESENTS MISS PEGGY LEE Capitol T 1520	6
125	134	KING AND I Sound Track, Capitol W 740	250
126	143	FILM ENCORES, VOL. I Mantovani, London LL 1700	169
127	144	FOLK SONG SING ALONG WITH MITCH Mitch Miller, Columbia CL 1316	68
128	118	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	51
129	119	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	53
130	123	FIORILLO Original Cast, Capitol WAO 1321	63
131	124	NICE 'N' EASY Frank Sinatra, Capitol W 1417	61
132	131	INSIDE SHELLEY BERMAN Verve MG 15003	130
133	137	MACK THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MG 4041	47
134	136	GREAT MOTION PICTURE THEMES, VOL. II Various Artists, United Artists UAL 3158	4
135	—	A TOUCH OF ELEGANCE Andre Previn, Columbia CL 1649	1
136	120	THE VENTURES Dotlon B 2004	5
137	133	PORTRAIT OF MY LOVE Steve Lawrence, United Artists UAL 3150	10
138	138	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	96
139	100	BROOK BENTON GOLDEN HITS Mercury MG 20607	20
140	—	HE NEEDS ME Gloria Lynne, Everest BR 5128	1
141	115	JOHNNY HORTON'S GREATEST HITS Columbia CL 1596	34
142	117	GONE WITH THE WIND London Sinfonia (Mathieson), Warner Bros. W 1322	21
143	121	GIGI Sound Track, MGM E 3641	172
144	132	FANNY Sound Track, Warner Bros. W 1416	4
145	142	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London LL 3250	10
146	135	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	63
147	141	GIRLS, GIRLS, GIRLS Doane Eddy, Jamie 3019	14
148	147	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	34
149	148	GYPSEY Original Cast, Columbia OL 5420	98
150	145	THE COLORFUL VENTURES Dolton BLP 2008	3

50 Best Selling

## STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	12
2	2	CAMELOT Original Cast, Columbia KOS 2031	39
3	3	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	20
4	6	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	22
5	5	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	84
6	9	YELLOW BIRD Lawrence Welk, Dot DLP 25389	11
7	4	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	39
8	10	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 000 SD	83
9	8	EXODUS Sound Track, RCA Victor LSO 1058	40
10	13	YOUR REQUEST SING ALONG WITH MITCH Mitch Miller, Columbia CS 8471	4
11	11	PORTRAIT OF JOHNNY Johnny Mathis, Columbia CS 8444	7
12	7	RODGERS: VICTORY AT SEA, VOL. III RCA Victor Symphony Orch. (Bennett), RCA Victor LSC 2523	5
13	20	STEREO 35/MM Enoch Light and His Orchestra, Command RS 826 SD	2
14	23	SOMEBODY LOVES ME Ray Conniff, Columbia CS 8442	6
15	12	SINATRA SWINGS Frank Sinatra, Reprise R 9-1002	8
16	15	GOIN' PLACES Kingston Trio, Capitol ST 1404	15
17	19	MY FAIR LADY Original Cast, Columbia OS 2015	121
18	17	EBB TIDE AND OTHER INSTRUMENTAL FAVORITES Earl Grant, Decca DL 74165	9
19	18	JUMP UP CALYPSO Harry Belafonte, RCA Victor LSP 2388	7
20	16	COME SWING WITH ME Frank Sinatra, Capitol SW 1594	9
21	21	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	16
22	22	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	71
23	14	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	19
24	30	GOLDEN WALTZES Billy Vaughn, Dot DLP 25280	2
25	31	CALCUTTA Lawrence Welk, Dot DLP 25359	38
26	33	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	121
27	37	TIME OUT Dave Brubeck, Columbia CS 8192	11
28	24	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life SLP 1004	12
29	32	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS-2	21
30	27	CARNIVAL Original Cast, MGM SE 3946	18
31	29	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LSP 2366	12
32	35	WEST SIDE STORY Original Cast, Columbia CS 2001	16
33	45	BIG BAND PERCUSSION Ted Heath Orch., London SP 44002	2
34	28	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	45
35	42	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	46
36	43	PASS IN REVIEW Bob Sharpley Orch., London SP 44001	2
37	39	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 7-57282	3
38	—	PERCUSSION OOM PAH Rudi Bohn, London SP 44009	1
39	41	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	90
40	38	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	99
41	26	THE FOUR PREPS ON CAMPUS Capitol ST 1566	7
42	47	BRAZEN BRASS GOES HOLLYWOOD Henry Jerome, Decca DL 7-4085	2
43	44	PETE FOUNTAIN'S FRENCH QUARTER NEW ORLEANS Coral CRL 7-57359	2
44	34	ROARING 20'S Dorothy Provine, Warner Bros. WS 1394	4
45	25	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 2370	13
46	46	THEME FROM CARNIVAL AND OTHER GREAT BROADWAY HITS Mantovani, London PS 242	10
47	36	NEW PIANO IN TOWN Peter Nero, RCA Victor LSP 2383	3
48	49	THE GUNS OF NAVARONE Sound Track, Columbia CS 8455	2
49	50	MUCHO GUSTO! Percy Faith, Columbia CS 8439	2
50	40	LIMELITERS Elektra EKS 7-180	4

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# 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

- THE CLOSER YOU ARE  
Magnificent Four, Whale
- REACH FOR THE STARS  
Shirley Bassey, United Artists

### CHICAGO

- GOODBYE CRUEL WORLD  
James Darren, Colpix

### PHILADELPHIA

- I'LL BE TRUE  
Orlons, Cameo
- MY HEART BELONGS TO ONLY YOU  
Jackie Wilson, Brunswick
- MR. DJ  
Van McCoy, Rockin'
- LET THERE BE LOVE  
Dreamlovers, Heritage
- I WONDER  
Pentagons, Jamie
- LOVE (I'm So Glad) I FOUND YOU  
Spinners, Tri-Phi

### PITTSBURGH

- LOVE (I'm So Glad) I FOUND YOU  
Spinners, Tri-Phi

### CLEVELAND

- TIL  
Angels, Caprice

### WASHINGTON

- GREETINGS  
Valladeers, Miracle
- THREE STEPS FROM THE ALTAR  
Shep and the Limelites, Hull

### BALTIMORE

- GREETINGS  
Valladeers, Miracle
- MY LAST CRY  
Starlets, Pam

### CINCINNATI

- CRAZY  
Patsy Cline, Decca
- BACKTRACK  
Faron Young, Capitol
- THE WAY I AM/  
MY HEART BELONGS TO ONLY YOU  
Jackie Wilson, Brunswick

### MIAMI

- TIL  
Angels, Caprice

### HOUSTON

- IN THE MIDDLE OF A HEARTACHE  
Wanda Jackson, Capitol
- MY LIFE  
Maxine Brown, ABC-Paramount
- ASKING FORGIVENESS  
C. L. and the Pictures, Sabra
- CRAZY/WHO CAN I COUNT ON  
Patsy Cline, Decca
- SOFT RAIN  
Ray Price, Columbia

### MINNEAPOLIS-ST. PAUL

- MOON RIVER  
Henry Mancini, RCA Victor
- BRIDGE OF LOVE  
Joe Dowell, Smash

## 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

- \*PLEASE MR. POSTMAN, MARVELETTES..... (Jobete, BMI) Tamt 54046
- \*BIG JOHN, SHIRELLES..... (Ludix, BMI) Scepter 1223

### COUNTRY & WESTERN

- \*WALKING THE STREETS, WEBB PIERCE..... (Buna, BMI) Decca 31298
- OPTIMISTIC, SKEETER DAVIS..... (Big D-Neillrae, BMI) RCA Victor 7928
- \*SOFT RAIN, RAY PRICE..... (Pamper, BMI) Columbia 42132

### RHYTHM & BLUES

- HUMAN, TOMMY HUNT..... (Ludix, BMI) Scepter 1219
- JUST GOT TO KNOW, JIMMY McCRACKLIN... (B Flat, BMI) Art-Tone 825
- OPERATION HEARTBREAK, ARETHA FRANKLIN..... (Blackwood, BMI) Columbia 42157
- I REALLY LOVE YOU, STEREOS..... (Shalimar, BMI) Cub 9095

## • Reviews of New Singles

The pick of the new releases:



Strongest sales potential of all records reviewed this week.

### Pop

#### THE HIGHWAYMEN



COTTON FIELDS (Westside, BMI) (2:11) — THE GYPSY ROVER (Box & Cox, ASCAP) (2:54)—The Highwaymen could have a double sided hit with this new release. They are still in the folk vein with these two sagas, handling the top folk song with style, and turning in another good warbling stint on the pastoral theme on the flip. **United Artists 370**

#### CLARENCE HENRY



ON BENDED KNEES (Arc, BMI) (1:50)—STANDING IN THE NEED OF LOVE (Sea-Lark, BMI) (2:35)—Clarence Henry warbles these two items with a lot of heart. On the top side, a rocker, he turns in a winning vocal; and he comes through with an exuberant performance on the flip, which is based on an old gospel tune. **Argo 5401**

#### JIM REEVES



LOSING YOUR LOVE (Tree, BMI) (2:15)—WHAT I FEEL IN MY HEART (Tuckahoe, BMI) (2:23)—Jim Reeves is a fine singer with a weeper ballad and his performances on these two sad songs are mighty strong. "Losing Your Love" is a lovely ballad with warm backing; flip is in a brighter tempo with dual tracking. **RCA Victor 7950**

#### LITTLE RICHARD



HE'S NOT JUST A SOLDIER (Woodman, BMI) (2:36)—JOY, JOY, JOY (Rodeheaver, ASCAP) (2:17)—Little Richard should come back strongly in the pop market with these two powerful sides. He sings them with his old-time enthusiasm as he tells on the first side about a soldier who is somebody's son. Flip is a potent jubilee gospel dinking. **Mercury 71884**

#### CLAUDE KING



THE COMANCHEROS (Robbins, ASCAP) (2:10) — I CAN'T GET OVER THE WAY YOU GOT OVER ME (Magic Circle, BMI) (2:21)—The attractive movie title theme, "The Comancheros," is wrapped up in a solid vocal, with a highly effective Mariachi-styled backing. Flip is a moving weeper with good lyrics. Both sides are strong, but "The Comancheros" has the edge. **Columbia 42196**

#### CHASE WEBSTER



SWEETHEARTS IN HEAVEN (Pamper, BMI) (2:29)—Webster is in fine vocal form on a moving country theme with inspirational-type lyrics, and good backing. Watch it. Flip is "Could This Be Magic" (Sea-Lark, BMI) (2:18). **Dot 16270**

#### TEX RITTER



LONELY SOLDIER BOY (Central Songs, BMI) (2:30)—Here's a strong follow-up to Williams' recent hit, "Hill-billy Heaven." It's all about a Marine who has to leave his girl—very topical material. A recitation in the middle gives added power. Watch it. Flip is "Strange Little Melody," (Schuberth, SESAC) (2:46). **Capitol 4644**

#### THE VALADIERS



GREETINGS (THIS IS UNCLE SAM) (Jobete, BMI) (2:33)—A strong group. The lead singer is particularly effective, as he wails a message about a young lad summoned for military service. Message is right in keeping with the times. Merits exposure. Flip is "Take a Chance" (Jobete, BMI) (2:23). **Miracle 6**



### Pop Disk Jockey Programming

- EDDIE FISHER  
★★★★ SHALOM (Vogue, BMI) (2:53) ABC-Paramount 10264
- JACK PLEIS  
★★★★ MURDER SHE SAID (Robbins, ASCAP) (2:07)
- ★★★★ WHERE YOU ARE (Southern, ASCAP) (2:40) Columbia 42195

(Continued on page 34)

SPECIAL MERIT SINGLES

Continued from page 33

ART MOONEY AND ORK

Liechtenstein Romance (Ross Jungnickel, ASCAP) (2:40) Decca 31318

STRONG SALES POTENTIAL

POPULAR

THE KINGSTON TRIO

Coming From the Mountains... CAPITOL 4642...

Nothing More to Look Forward To... From the new show "Kwamina"...

MITCH MILLER AND THE SING-A-LONG GANG

Aura Lee... COLUMBIA 42215... The tender oldie is sung with effectiveness...

The Fog and the Grog... A cheerful novelty from the forthcoming musical "Kean"...

JAY AND DEE

What a Night, Night, Night... ARLISS 1008... The duo waits with solid impact...

Dream Talk... The boy-girl team blends with verve and exuberance on an infectious rhythm-rocker...

TONY WILLIAMS

The Miracle... REPRIS 20,030... Feelingful reading by Williams on a moving theme...

My Prayer... The ex-lead of the Platters warbles expressively on the poignant oldie...

JACK PLEIS

Where You Are (I Have to Be)... COLUMBIA 4-42195... Very attractive tune is played in warm style...

Murder She Said... A wild instrumental effort from the flick of the same title is played here in solid fashion...

RAY ELLIS ORK AND CHORUS

Portofino... RCA VICTOR 7953... A slinky Latin rhythm tune with an infectious melody...

Shalom... A soft, minor-flavored opus from the score of the show "Milk and Honey"...

BONNIE GUITAR

I'll Step Down... RCA VICTOR 7951... The gal turns in a pleasant, medium-beat weeper tune...

Tell Her Bye... A weeper, thrusted for listenable results by the gal. A satisfying effort and a good coupling...

THE GEMS

Crazy Chicken... MERCURY 71819... Bright rocker is played with fire by the instrumental group...

Hippy Dippy... Another swinging side, this one more jazz influenced. It features horns and rhythm...

BUDDY GRECO

Roses of Picardy... EPIC 9472... Greco comes through with one of his bright, personable readings...

headed for air play. (Chappell, ASCAP) (2:25)

Hallelujah I Love Her So... The old Ray Charles hit is handed a potent performance by the chanter...

CHUCK JACKSON

My Willow Tree... WAND 115... Jackson sells a pretty ballad with a lot of feeling over a classy arrangement...

The Breaking Point... On this side the chanter shouts out the lyrics to a wild rocker...

THE CARTHAYS

Betty-Jo... TAG 446... Here's a mighty cute rocker that gets a strong reading by the Carthays...

So Bad... Group takes off on a bright tune here and sells it with spirit. Flip, however, is a bit stronger...

POLLY PUPPET

Puppeteer... CHALLENGE 9126... Here's the first speeded-up voice in quite a spell. A duet of the little quavery voices...

Puppet Serenade... A smart instrumental featuring a combo with sax and guitar in the spotlight...

JOE TANNER

Lover's Holiday... COLONIAL 7017-V... Good instrumental wax, again featuring guitars and lyric-less voices...

The Battle... An instrumental version of "Joshua Fit de Battle of Jericho." Full of hand-clapping beat and guitars...

ART MOONEY AND ORK

Liechtenstein Romance... DECCA 31318... A melodic Continental-type theme is accorded an attractive instrumental treatment...

EDDIE FISHER

Shalom... ABC-PARAMOUNT 10264... Haunting theme from the new Broadway musical "Milk and Honey" is sung with sensitivity...

Milk and Honey... (Vogue, BMI) (2:17)

LLOYD PRICE

Talk to Me... ABC-PARAMOUNT 10229... The familiar tune is done in classy vocal style by Price against the big string background...

I Cover the Waterfront... (Harms, ASCAP)

THE THREE YOUNG MEN

Walk the World Like a Man... COLUMBIA 42207... Plaintive folk-flavored theme is wrapped up in a dramatic vocal style...

Chime In!... (Empress, ASCAP) (2:00)

JOEY COOPER

Esmeralda... CHALLENGE 9124... He's going to kill himself for the love of "Esmeralda." Disking has a touch of both r.&b. and country...

You That's You... (4-Star & Hollycrest, BMI) (2:03)

THE REGENTS

Liar... GEE 1073... Frantic-type

group warbling stint on a catchy r.&b. effort. Has appeal for r.&b. buyers as well as pop and it could be the successor to their "Barbara Ann" hit. (String, BMI) (2:11)

Don't Be a Fool... (Cousins & Shoe-String, BMI) (2:30)

THE FLAMINGOS

I Want to Love You... END 1099... The Flamingos could get back on the charts with this new record. They sing it powerfully and it's a good tune...

My Memories of You... (Nuway, BMI) (2:22)

BRIAN HYLAND

Every Other Night... KAPP 429... The boy has a bit of a Latin rhythm ballad here from his days on the Kapp label. Side has a nice swing with male vocal chorus backing...

She's My All-American Girl... (World, ASCAP) (1:57)

AL MARTINO

Another Time, Another Place... CAPITOL 4643... The chanter sells this

SINGLES REVIEW POLICY

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

SPOTLIGHT WINNERS are judged to have the strongest sales potential of all singles reviewed during the week and are picked to hit the top 50 of the Hot 100 chart. FOUR-STAR singles are those with strong sales potential. All Spotlights and Four-Star records have been heard and evaluated by the full Reviewing Panel and descriptive reviews are published for these.

THREE-STAR records, having moderate sales potential, are listed thereafter; these frequently will be of interest for disk jockey programming. Other records, with limited sales potential, are listed following the Three-Star records.

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

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

MODERATE SALES POTENTIAL

POPULAR

DASH AND DOT

I Almost Lost My Mind... My First Love Letter... SKYLA 1119.

THE HAYDEN SISTERS

Silent Tears... Mr. Blues... TILT 784-V.

THE BENNIE BOYS

Elmo... Serving Cream... COTTON 104.

IVAN WARD AND THE SWINGSTERS

Baby Sitter... The Clique... SAVOY 1606.

JOANNE ENGEL

Hurry Back... You're Fine, You're Mine... SUITE 16, 101.

FAYE ADAMS

Step Up and Rescue Me... Cry, You Crazy Heart... SAVOY 1606.

GAYLE COLE

Oh, Tell Me Why... Weary Blues... THUNDER 1043.

JUDY BROWN

First Day of School... Should I... SKYLAZ 1121.

TONY DEE

Make You My Queen... Saturday Romance... DU-WELL 01.

RENE TOUZET

Clementine Pachanga... Pachanga Different... GNP 167.

BRUNO AND HIS BRUNOS

Midnight Sun... Too Much Ghianti... VESUVIUS 1042.

ARTHUR LYMAN GROUP

Honolulu Nites... John B... HIFI RECORD 5040.

attractive tune from the Broadway show "Kwamina" with feeling over lush ork support. Worth exposure. (Chappell, ASCAP) (2:10)

Pardon... (Southern, ASCAP) (3:03)

THE DORIES

They Go Ape... DORE 556... Teen-slanted ditty is handed a bright reading by the group aided by some cute gimmicks. Could get action. (Hillary-Little Darlin', BMI)

Don't Jump... (Hillary-Little Darlin', BMI)

JAN HOWARD

Bring It on Back to Me... CHALLENGE 9125... Bright rocker receives a solid performance from the lass over rhythmic support. Good tune and good vocal make it a possibility. (Pamper, BMI) (1:58)

My Baby's in Berlin... (Pamper, BMI) (2:40)

JIMMY NORMAN

I'll Never Be Free... RAY STAR 781... The familiar standard gets a fervent reading by the chanter against a pounding triplet beat. He's a shouter and he's well backed by a big arrangement. This could move. (Laurel, ASCAP) (2:23)

Love Sick Feeling... (Hidle, BMI) (2:12)

PETER SCOTT PETERS

Fallout Shelter... LUTE 6020... The label, which had a smash with "Alley-Oop," has another off-beat side. The theme, admittedly is a sensitive one but the spoken lyric is cleverly written. Side has something and should be watched. (Kavelin, BMI) (2:33)

Moon Flight... (Kavelin, BMI) (2:16)

BILLY DIXON AND THE TOPICS

Trance... TOPIX 6002-V... A minor-flavored, medium-beat ballad. The boys give it an enthused reading against a fancy, flourishing fiddles arrangement. Interesting side with novelty touches. (Tomorrow's, BMI) (2:33)

I Am All Alone... (Tomorrow's, BMI) (2:27)

TIM WHITSETT

I Don't Care... TREBCO 703... Catchy rhythm-rocker is sung with verve and infectious beat. Strong appeal for r.&b. as well as pop market. Watch it. (Gulfway, BMI) (2:10)

Scalywag... (Treco, BMI) (2:00)

SI ZENTNER

Up a Lazy River... LIBERTY 55374... The Carmichael-Arodin tune gets a bright, brassy instrumental performance, with a strong, rolling beat. (Peer Int'l, BMI) (2:01)

Shufflin' Blues... (Showcase, BMI) (2:26)

KENNY DANA

Hurricane... It's Been So Long... SHELL 309-V.

ART NEVILLE

Too Much... That Rock and Roll Beat... INSTANT 3236.

FREDDIE LARK

St. Louis Women... Angel From Above... THANX 52.

DON STERLING REED

The Seventh Day... Don't Want to Be Lonely... FABULOUS 1007.

PAUL KNIGHT

Once a Fool... Fortune Teller... PLANTET 1070.

ART (TURN) CARAMAN

Falling For You... Eternity of Love... DASA 101.

THE SAXONS

You Are the One... The Power of Love... JIM DANDY 1002.

RONNIE SUMMERS

St. James Infirmary... Girl of My Dreams... BAMBOO 514.

THE CORVAIRS

Something Wild... Darlin'... CROWN 004.

PETER BUCK

That's Enough... The Clock... DREW-BLAN 1005.

THE TREASURES

I Walk With an Angel... Story of Love... CROWN 005.

LOUISE O'BRIEN

On the Outside Looking In... The Girl at the Brandenburg Gate... COLUMBIA 42216.

JUDI KELLY

Come Back to Stay... Blue Eyes... RUSH 2002.

DON HOSEA

Since I Met You... Hu Huh... SUN 368.

FREDDIE NORTH

Someday She'll Come Along... Don't Make Me Cry... PHILLIPS 3574.

THE DAYLIGHTERS

Bear Mash Stomp... This Heart of Mine... NIKE 10010.

DAN TERRY AND ORK

Good Feeling Blues... Flying Home Mambo... CINEMA 101.

GIANNI FALLABRINO ORK

Estrellita... Rhapsody to an Angel... VESUVIUS 1041.

BOB BAIN

Fandango... Soft Rock... RIVIERA 700.

THE WANDERERS

Somebody's Else's Sweetheart... She Wears My Ring... CUB 9099.

DICK ST. JOHN

Sha-Ta... Gonna Stick By You... LIBERTY 55380.

ROSCOE

Skinny Louise... Kathy... FOUR WINDS 1007.

BARRY GORDON

She's Got Soul... Sad Little Girl... MERCURY 71878.

THE SALVADORS

Daddy Said... A-E-I-O-U... NIKE 9038.

THE CALVEYS, FEATURING GINO ROMANO

I Need Love... The Wind... COMMA 445.

FRANK SLAY AND ORK

Cincinnati... Flying Circle... SWAN 4085.

JOANIE SOMMERS

Makin' Whoopee!... Seems Like Long, Long Ago... What's Wrong With Me?... ONE BOY. WARNER BROS. 5507.

THE SHELLS

Baby, Walk On In... Sweetest One... JOHNSON 112.

GEORGE YOUNG

Autumn Lovers... Indian Summer... CHANCELLOR 1066.

JOE RICHIE

Across the Bay... Let Me Not Be Wise... BUDDY 121.

RONNIE SAVOY

Your Cheatin' Heart... Jungle Love Call... MGM 13042.

I. GEORGE

Bella Bella Ventura... Corazon de Melon... DECCA 31315.

JUDDY LEE

I Trusted You... Two Hugs With a Kiss in the Middle... CAM 3.

JOHNNIE SHEPHERD

How Blue My Heart... Boom-Boom-Bommerang... TILDEN 3001.

STRONG SALES POTENTIAL

COUNTRY & WESTERN

JUSTIN TUBB

Your Side of the Story... STAR-DAY 560... Tubb performs effectively on this medium-beat ballad. The gal has told only her side of the break-up but he vows not to tell on her. Good, satisfying wax. (Starday, BMI) (2:08)

How's It Feel... Another weeper, this time in a slower tempo. Flip is a bit stronger. (Starday, BMI) (2:06)

BILL CLIFTON

Bring Back My Blue-Eyed Boy to Me... STAR-DAY 561... Here's some good old-time bluegrass material with a flashy banjo and fiddle sound behind the good, nasal vocalizing of Clifton. This can grab play in the territories. (Starday, BMI) (2:40)

Cannonball Blues... Real nice old-time country side in the blues tradition. Good guitar backing. (Starday, BMI) (2:02)

JAZZ

BABY FACE WILLETTE

Swingin' at Sugar Ray's... BLUE NOTE... Here's a swinging side that could go pop as well as jazz. It features some first-class organ work and a driving horn over rhythm backing. Good juke stuff. (Groove, BMI)

Somethin' Strange... (Groove, BMI)

RHYTHM & BLUES

LITTLE MACK

I'm Happy Now... CHECKER 991... Mack chants up a storm here in a fine shouting effort. The blues is aided by a good, down-to-earth band arrangement. This could spur activity in the r.&b. marts. (Arc, BMI) (2:26)

Don't Leave Me Now... Here's an interesting bluesy tune which has touches of Ann-Margret's "I Just Don't Under-

(Continued on page 42)





**CAPITOL RECORDS PROUDLY ANNOUNCES THAT IT WILL RELEASE VIC DAMONE'S FIRST CAPITOL SINGLE MONDAY, OCTOBER 23. "SOMETHING YOU NEVER HAD BEFORE" c/w "TENDER IS THE NIGHT" #4645**



# THE NATION'S TOP TUNES HONOR ROLL OF HITS

TRADE MARK REG.

FOR WEEK ENDING OCTOBER 22

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	3	HIT THE ROAD JACK	By Percy Mayfield—Published by Tangerine (BMI)	5
2	8	RUNAROUND SUE	By Ernie Maresca-Dion DiMucci—Published by Just-Mubon (BMI)	3
3	6	BRISTOL STOMP	By Mann-Appell—Published by Kalmann (ASCAP)	4
4	7	YOU MUST HAVE BEEN A BEAUTIFUL BABY	By Warren-Mercer—Published by Remick (ASCAP)	5
5	2	CRYIN'	By Roy Orbison-Joe Melson—Published by Acuff-Rose (BMI)	7
6	1	TAKE GOOD CARE OF MY BABY	By King-Goffin—Published by Aldon (BMI)	8
7	18	SAD MOVIES (Make Me Cry)	By Loudermilk—Published by Acuff-Rose (BMI)	3
8	11	MEXICO	By Boudleaux Bryant—Published by Acuff-Rose (BMI)	4
9	20	BIG BAD JOHN	By J. Dean—Published by Cigma (BMI)	2
10	4	THE MOUNTAIN'S HIGH	By St. John—Published by Odin (ASCAP)	7
11	14	THIS TIME	By Chips Moman—Published by Tree (BMI)	4
12	13	YA YA	By Dorsey-Robinson—Published by Fast-Barich (BMI)	3
13	15	I LOVE HOW YOU LOVE ME	By Mann-Kolber—Published by Aldon (BMI)	2
14	5	LITTLE SISTER	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	8
15	10	LET'S GET TOGETHER	By Richard M. Sherman-Robert B. Sherman—Published by Wonderland (BMI)	3
16	17	THE WAY YOU LOOK TONIGHT	By D. Fields-J. Kern—Published by Harms (ASCAP)	3
17	25	THE FLY	By Madara-White—Published by Woodcrest-Mured (BMI)	2
18	21	LOOK IN MY EYES	By Barrett—Published by Atlantic (BMI)	3
19	9	MICHAEL	By Dave Fisher—Published by United Artists (ASCAP)	12
20	16	BLESS YOU	By B. Mann-C. Weil—Published by Aldon (BMI)	4
21	26	SWEETS FOR MY SWEET	By Pomus-Schuman—Published by Brenner-Progressive-Trio (BMI)	2
22	22	(Marie's the Name) HIS LATEST FLAME	By Doc Pomus-Mort Schuman—Published by Elvis Presley (BMI)	7
23	29	DON'T BLAME ME	By McHugh-Fields—Published by Robbins (ASCAP)	2
24	—	TOWER OF STRENGTH	By Hilliard-Bachrach—Published by Famous (ASCAP)	1
25	—	YOU'RE THE REASON	By Edwards-Imes-Henley-Fell—Published by American (BMI)	1
26	28	MY TRUE STORY	By Adams-Rene—Published by Lescay (BMI)	9
27	23	ONE TRACK MIND	By M. Rene-B. Lewis—Published by Lescay (BMI)	6
28	—	(He's My) DREAMBOAT	By John D. Loudermilk—Published by Acuff-Rose (BMI)	1
29	—	STICK SHIFT	By Bellinger—Published by Hilde (BMI)	1
30	27	TAKE FIVE	By Paul Desmond—Published by Derry (BMI)	2

### RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

- HIT THE ROAD JACK** — Ray Charles, ABC-Paramount 10244.
- RUNAROUND SUE**—Dion, Laurie 3110.
- BRISTOL STOMP**—Dovells, Parkway 827.
- YOU MUST HAVE BEEN A BEAUTIFUL BABY**—Bobby Darin, Atco 6206.
- CRYIN'**—Roy Orbison, Monument 447.
- TAKE GOOD CARE OF MY BABY**—Bobby Vee, Liberty 55354.
- SAD MOVIES (Make Me Cry)**—Lennon Sisters, Dot 16255; Sue Thompson, Hickory 1153.
- MEXICO**—Bob Moore, Monument 446; Li'l Wally and the Harmony Boys, Jay-Jay 250.
- BIG BAD JOHN**—Jimmy Dean, Columbia 42172.
- THE MOUNTAIN'S HIGH**—Dick and Deedee, Liberty 55350.
- THIS TIME** — Troy Shondell, Liberty 55353.
- YA YA**—Lee Dorsey, Fury 1053.
- I LOVE HOW YOU LOVE ME**—Paris Sisters, Gregmark 6.
- LITTLE SISTER** — Elvis Presley, RCA Victor 7908.
- LET'S GET TOGETHER**—Hayley Mills, Vista 385.
- THE WAY YOU LOOK TONIGHT** — Lettermen, Capitol 4586.
- THE FLY**—Chubby Checker, Parkway 830.
- LOOK IN MY EYES**—Chantels, Carlton 555.
- MICHAEL** — Highwaymen, United Artists 258.
- BLESS YOU**—Tony Orlando, Epic 9452.
- SWEETS FOR MY SWEET** — Drifters, Atlantic 21127.
- (Marie's the Name) HIS LATEST FLAME**—Elvis Presley, RCA Victor 7908.
- DON'T BLAME ME** — Everly Brothers, Warner Bros. 5501.
- TOWER OF STRENGTH** — Gene McDaniels, Liberty 55371.
- YOU'RE THE REASON** — Bobby Edwards, Crest 1075; Hank Locklin, RCA Victor 7921; Joe Smith, Fairlane 21006.
- MY TRUE STORY** — Jive Five, Beltone 1006.
- ONE TRACK MIND** — Bobby Lewis, Beltone 1012.
- (He's My) DREAMBOAT**—Connie Francis, MGM 13039.
- STICK SHIFT**—Duals, Sue 745.
- TAKE FIVE**—Dave Brubeck, Columbia 41479; George Cates, Dot 16271.

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## MUSIC AS WRITTEN

Continued from page 6

two weeks at the Embers Club, Indianapolis, in November, on the same bill with **Julius La Rosa**. . . In the face of the World Series hubbub, **Victor Borge**, aided and abetted by New York Philharmonic pianist **Leonid Hambro**, missed a shade of hitting 9G in a single performance at the 3,700-seat Music Hall Wednesday night, October 4. . . **Ella Fitzgerald**, plus the **Paul Smith Trio**, attracted a good three-quarter house to Music Hall Friday night (6).

**Lou Epstein**, manager of the **Jimmie Skinner Music Center** downtown, is recuperating at his home here from recent brain surgery. . . **Dick Pike**, general manager of **WNOP**, Newport, Ky., dropped a 100-pound door on his foot the other day and busted it—the foot, that is. . . **Woody Woodbury** opens Monday (16) at Grandview Inn, Columbus, Ohio, to remain through the 21st. He does a guest spot Wednesday (18) on the **Ruth Lyons "50-50 Club"** via **WLW-T** and the **Crosley Broadcasting** four-city hook-up. . . **Beverly Hills Country Club**, Southgate, Ky., haven for a countless number of recording artists over its 23-year span, winds up its big-time floorshow policy Thursday (19), due to poor business occasioned by an anti-gambling drive in the county which started some months ago. Beverly will continue operation of its **Celebrity Room**, using single turns on a two-week basis. . . **Alan Mink** is now covering the Cincy area for **Trans-American Distributing Corporation** out of Cleveland. **Bill Sachs**

### Pittsburgh

**Glen Gray** spent October 7 and 8 in Pittsburgh promoting his latest Capitol album, "Shall We Sing?" . . . **Andy Williams**, who comes into the **Holiday House** next month, emceed the **United Fund Show** at the **Civic Auditorium** October 2 with **Andy Griffith** as the star.

**Chico Holiday**, who spend all summer here in various night clubs spent several days promoting his new Coral record, "God, Country and My Baby." It looms as one of the year's surprise smashes throughout the Tri-State area. . . **Joanie Sommers** will co-star with **Mort Sahl** at a one-nighter October 24 in **Carnegie Music Hall**. . . **Bill Motzing**, a trombonist with the **Pittsburgh Symphony Orchestra**, has joined the **Nick Lomakin** record stores staff as a side job.

**Ben Herman**, head of **Standard Distributing Company**, reports promising sales on the first two **Pittsburgh Symphony LP's** waxed for the **Command** label. One album features **Brahms' Second Symphony** and the other **Rachmaninoff's Second Symphony** with **William Steinberg** conducting. **Leonard Mendlowitz**.

### Philadelphia

**Aldo Ridarelli**, a foreman at **Electro-Nite Carbon Company** here for 22 years, resigned to become road manager for his son **Bobby Rydell**. . . **John Govsky** introducing a new label—**Flo Records**. . . **Walt Davison** and **Joseph Bove**, booking agents in suburban **Folsom**, have formed their own waxery, **Causeway Records**. . . **Atco Records** has picked up the local waxing by maestro **Marty Portnory** of "Exodus," the only Latin tempo arrangement of the screen theme. . . **AFM** local at nearby **Quakertown, Pa.**, marked its 50th anniversary with the public invited to a **Festival of Bands** staged at **Menlo Amusement Park** in **Perkasie, Pa.** . . **Local CR Records** introducing the **Lavenders**, an area combo, in the new dance craze, "The Slide." . . **Woodcrest Music, Inc.**, sets up shop here for music publishing and promotions. . . **ASCAP** filed suit for copyright infringement against **Casa Milano**, midtown music room. . . **Ed Cotlar** handling the area promotions for the new releases of **Billy and the Patios** on **Lite**, **Alberto Cortez** on **Moonglow**, **Paul Knight** on **Planet**, and the **Sweet Sick-Teens** on **RCA-Victor**. **Maurie H. Orodener**.

### St. Louis

**Dick Gregory** opened a two-week run (9) at **Crystal Palace**, cabaret theater in **Gaslight Square**. His performances are at 8:30 and 10:30 p.m. Monday through Thursday with an additional midnight show Friday and Saturday. . . **Dakota Staton** also opened a six-night stint (10) in **Gaslight Square** at **Jorgie's**.

Appearing here in "the battle of the century" (14) were **Ruth Brown**, the **Coasters**, **Jackie Wilson**, **Jerry Lee Lewis**, **Chris Kenner** and the **Vibrations** in **Kiel Auditorium Opera House**. . . **Mort Sahl** is scheduled to make his first appearance here at the **Opera House** at 8:30 p.m. October 25. Also on the program will be **Joanie Sommers** and the **Bob Florence Trio**.

The **Dick Clark Caravan of Stars** will be in **St. Louis** October 27 for shows at 7:30 and 10:30 p.m. Heading the group will be **Clark**, **Paul Anka**, **Chubby Checker**, **Linda Scott**, **Duane Eddy**, the **Shirelles**, **Clarence (Frogman) Henry** and the **Jive Five**.

## FOLK TALENT & TUNES

Continued from page 6

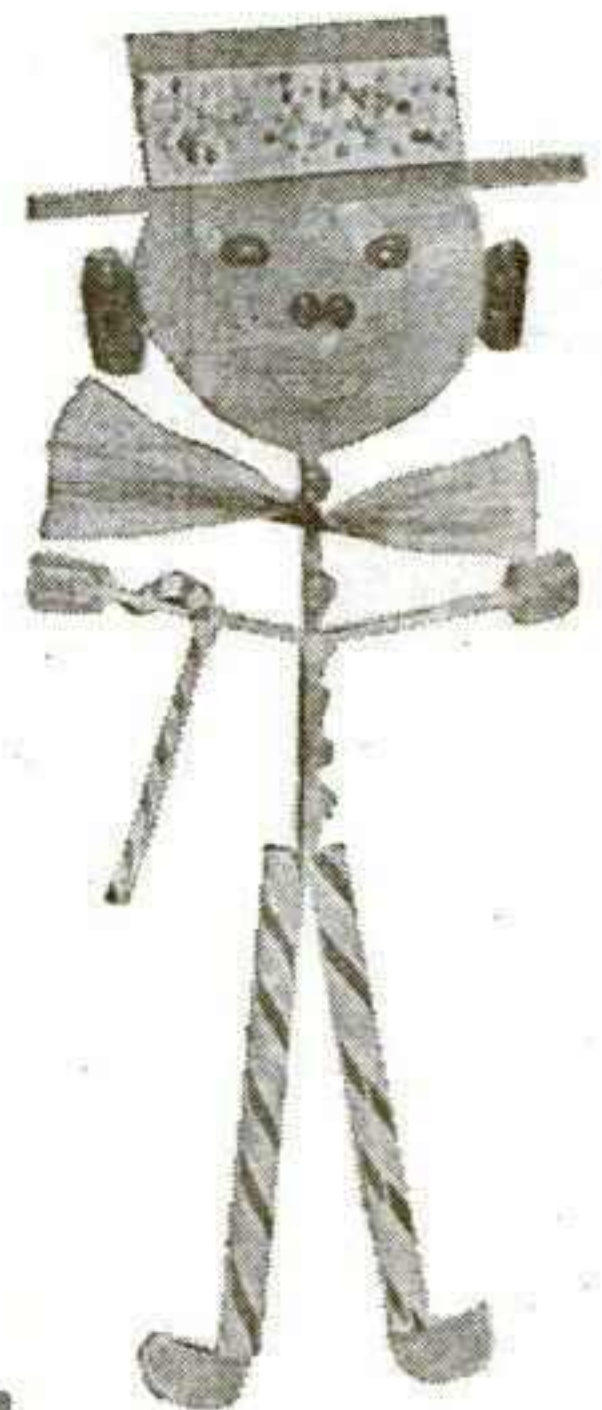
**Briarcliff Music** and released on a new label, **Russ Records**. Deal was consummated October 2 between **Stryker** and **Charles Wright**, Dallas agent, representing writer-producer **Irvin Russ**. . . **Buddy Wright**, country deejay at **WSIV**, **Pekin, Ill.**, has inaugurated a regular Saturday night barn dance show for presentation at **Mackinaw Dells**, near **Pekin**, using "Grand Ole Opry" talent on a monthly basis. First show October 7 had as guest talent **Floyd Robinson**, **Hilous Butrum** and **Bob Williams**. Local talent included **Buddy Wright**, the six singing **Allen Sisters**, and other area acts. The next show, October 21, will highlight **Ernest Tubb** and **His Texas Troubadours**. Arrangements are being made to air the show on one of the area radio stations, according to **Randy Furnace**, **WSIV** program director. **Wright** and the **Allen gals** were slated to hop into **Nashville** October 13 for a recording session.

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• **Reviews of New Albums**

the pick of the new releases:

**SPOTLIGHT ALBUMS OF THE WEEK**

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

**GERRY MULLIGAN PRESENTS A CONCERT IN JAZZ**

Verve 8415—The big sound of the Gerry Mulligan Concert Jazz Band comes roaring across in this second album on Verve. The five compositions that make up the repertoire are rather typical of the type of book the band plays when presenting a concert. Three of the country's finest young jazz composers are represented in George Russell, Gary McFarland and, of course, Gerry himself. This album, like the first one, is high in both quality and excitement, and should be a must for most modern jazz buyers.

**THE ESSENTIAL CHARLIE PARKER**

Verve 8409—Some of the finer offerings cut by Parker late in his career, they are eminently satisfying. The altoist is cast in a number of settings, from string backgrounds to group alternately, featuring such as Miles Davis, Red Rodney, John Lewis, Johnny Hodges and Ben Webster and numerous others. Book fold package contains historical notes and photos. Strong merchandise.

**THE ESSENTIAL BILLIE HOLIDAY**

Verve 8410—Original tapes of the Billie Holiday Carnegie Hall concert have been well up-dated for this new packaging. Some of the best trademarks of all are here, including "I Cover the Waterfront," "My Man," "Yesterdays" and "It Ain't Nobody's Business." Author-critic, Gil Millstein reads selections from Lady Day's story—co-edited by Bill Diffy, between her songs. The background group includes Roy Eldridge, Coleman Hawkins, Buck Clayton, Al Cohn and Tony Scott. A real collector's piece, with an interesting, offbeat cover.

**PERCEPTIONS**

Gunther Schuller. Verve 8411—A new full-length composition by J. J. Johnson, played by Dizzie Gillespie, with an orchestra of 21 men led by Gunther Schuller, should help make this new set a winner. The compositions, titled "Perceptions," is in today's moody, introspective school, but it does give Dizzy a chance to show off sensitive work, and the brass section is excellent. Should sell well.

**SUNDAY AT THE VILLAGE VANGUARD**

Bill Evans Trio. Riverside RLP 9376 (Stereo & Monaural)—One of the finest Bill Evans albums to be released yet. The master modern pianist plays with the utmost delicacy, taste and imagination. He also gives much solo spotlight to his late bassist Scott LaFaro, whose playing is enormously rewarding. Fitting in beautifully on ballads, and kicking the group when the tempo calls for it, is drummer Paul Motian. The set was recorded on location in New York's Village Vanguard night club. There are six tracks in all.

**THELONIOUS MONK WITH JOHN COLTRANE**

Jazzland JLP 946S (Stereo & Monaural)—The highly popular and musically productive combination of John Coltrane and Thelonious Monk make up three tracks of this new LP which should be a must for most modern jazz buyers. Monk and Trane are joined by Shadow Wilson and Wilbur Ware on drums and bass for three tracks. The rest of the album (another three tracks) is composed of alternate masters from a previous Riverside LP "Monk's Music" featuring other jazz stars along with Coltrane and Monk.

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**And MY BABY"**  
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- PORTRAIT OF THE WALTZ**  
 Capitol SA 8566 (Stereo)
- MYSTERIES OF THE NIGHT**  
 Capitol SA 8567 (Stereo)
- MUSIC OF REFLECTION**  
 Capitol SA 8568 (Stereo)

**MUSIC OF THE IMAGINATION**  
 Capitol SA 8569 (Stereo)—Capitol has packed on these seven LP's a virtual library of the most popular short classical works in the repertoire, as performed by some of the most redoubtable artists from their stable, under the over-all title of "Melodies of the Master." The result is a series that should have the broadest public appeal, including considerable attractiveness as gift items, since they should be appreciated by youngsters starting to collect classics as well as those who go for a lighter approach to serious music.

Artists include the Hollywood Bowl Symphony, Royal Philharmonic, Los Angeles Philharmonic, Capitol Symphony, Pittsburgh Symphony, Philharmonia Orchestra, Sinfonia of London, and Leopold Stokowski Symphony, and such soloists as pianist Leonard Pennario, Moura Lympany, Rudolf Firkusny and John Browning, du-pianists Whittemore and Lowe, organist Virgil Fox, violinists Nathan Milstein and Michael Rabin, and guitarist Laurindo Almeida.

The music has been grouped into a different category for each LP. Vol. 1 (Romance) contains, among others, Liszt's "Liebestraum," and the theme from Tchaikovsky's "Romeo and Juliet"; Vol. 2 (Spain) features Ravel's "Bolero" and Falla's "Ritual Fire Dance." Vol. 3 (Dances) includes two Brahms "Hungarian Dances" and Paderewski's "Minuet"; Vol. 4 (Waltz) has some by Johann Strauss, Chopin and Tchaikovsky; Vol. 5 (Mysteries) include Nocturnes by Chopin and Grieg and Tchaikovsky's "None But the Lonely Heart"; Vol. 6 (Reflection) has Schubert's "Ave Maria" and Dvorak's "Goin' Home"; and Vol. 7 (Imagination) contains Rimsky-Korsakoff's "Flight of the Bumble Bee" and Khachaturian's "Sabre Dance."

**MOUSSORGSKY: BORIS GODOUNOFF (EXCERPTS)**

George London, Baritone, Columbia Symphony Orchestra (Thomas Schippers). Columbia MS 6273 (Stereo & Monaural)—Even those not normally opera fans will be moved by George London's powerful and dramatic performances in excerpts from "Boris Godounoff." The American baritone wowed Moscow audiences with this rendition. Four excerpts make up the entire disk, but these include the Hallucination and Death Scenes, which are especially outstanding. The Monologue from Act II also is impressive, while the Prologue and Coronation Scene are an orgy of sound to thrill any hi-fi bug. A major classical entry.

**RAVEL: CONCERTO FOR THE LEFT HAND; MOZART: CONCERTO IN E FLAT MAJOR FOR TWO PIANOS**

Robert and Gaby Casadesus, Pianists, The Philadelphia Orchestra (Eugene Ormandy). Columbia MS 6274 (Stereo & Monaural)—A new recording by Robert Casadesus is always an event and this new album is a happy one. With the support of the Philadelphia Orchestra the pianist tackles the Ravel Concerto for the Left Hand, with fine results. Originally penned for Paul Wittgenstein, it remains a genuine tour de force, and Casadesus plays it with excitement. The Mozart Concerto for Two Pianos is played with charm and warmth by the pianist and his wife Gaby, again with excellent work by the Philadelphians. A strong classical item.

**NUTCRACKER SUITE BETWEEN BIRTHDAYS**

Peter Ustinov and Andre Kostelanetz. Columbia MS 6164 (Stereo & Monaural)—A delightful mating of music and recitation on this LP. The brilliant and highly amusing series of Ogden Nash short poems give voice to the mood of the Tchaikovsky music from the "Nutcracker" and "Children's Album." They are full of that particular Nash brand of humor that should appeal to all civilized adults and children. Peter Ustinov's reading of the Nash poesy is magnificent and the Andre Kostelanetz adaptation of the music is perfect.

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New York Philharmonic (Bernstein) Columbia MS 6271 (Stereo & Monaural)—A vibrant and appropriately liquid reading of Debussy music. Bernstein elicits from his orchestra the lush, sensual feeling inherent in the French composer's best material. Besides the "Afternoon of a Faun," two of Debussy's better known "Nocturnes," "Nuages" and "Fetes," are handled with depth and understanding. Prime collector fare here.



**BRUNO WALTER CONDUCTS BRUCKNER: SYMPHONY NO. 4 (THE ROMANTIC); WAGNER: TANNHAUSER OVERTURE AND VENUSBERG MUSIC (2-12") (LP)**

The Columbia Symphony Orchestra, Occidental College Concert Choir. Columbia M2S 622 (Stereo & Monaural)—This is a handsome boxed set of two disks, carrying splendid performances of the Wagner and Bruckner compositions. Sound and other engineering phases are excellent and Walter does his usual quality job. This should sell very well.



**RESPIGHI: FESTE ROMANE; SIBELIUS: SYMPHONY NO. 7**

The Philadelphia Orchestra (Eugene Ormandy). Columbia MS 6275 (Stereo & Monaural)—Another classical blockbuster from the Philadelphia Orchestra conducted by Eugene Ormandy. Two highly dramatic works that jump alive, thanks to exciting and exacting performances and excellent stereo reproduction. The high tension of the Respighi symphony poem, and the brooding depths of the Sibelius symphony are explored with equal impact.



**Children's**

**THE ALVIN SHOW**

Alvin, Simon, Theodore with David Seville. Liberty LST-7209 (Stereo & Monaural)—Alvin, Simon and Theodore Chipmunk bow as TV personalities this month with their mentor, David Seville, and this album is being set for release to coincide with the show's opening. There's a lot of fun packed into these grooves, with stories, skits and songs featuring the stars of the show. Three other Chipmunk albums have done good business and this can be expected to follow suit.



(Continued on page 40)

**Belgian Newsnotes**

• Continued from page 23  
charges since dealers have to pay, at the Chambre Syndicale, 44-fr. per record. This price is also paid by N. V. Grand Bazaar of Antwerp, the firm that bought the records which were ultimately resold to the N. V. Super Market. Dealers are buying directly at the N. V. Super Market rather than from the distributors. In doing so, the N. V. Super Market seriously disturbs the dealer-distributor relationship. Many dealers have already stopped ordering and have asked distributors to take back their stock.

In a letter to dealers, several record firms, such as Fonior, Discotrade and Gramophone have already communicated the following points:

1. Fonior (as well as the two others) never sold to this Super Market, directly or indirectly.
2. Firms never did a massive or abnormal furnishing to this N. V. Super Market, nor to the warehouse (the Grand Bazaar of Antwerp) who bought the records for the Super Market.
3. Taking measures in close cooperation with the Chambre Syndicale against this Super Market in order to defend the interest of the dealers and to guarantee the future of our products.
4. Firms resolved to cease furnishing records to any firm that should encourage such methods.

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- FAVORITE C&W LP
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**SUE THOMPSON**  
**SAD MOVIES**  
(Make Me Cry)  
HICKORY 1153

Picked Across the Country as "Best New Single Record of the Week"  
**MAN NEEDS A WOMAN**  
by  
**RINK HARDIN**  
JUBILEE 9-1001

A BILLBOARD SPOTLIGHT & Showing ACTION in Various Markets!  
**WELL I ASK YA**  
b/w Daralena  
**TONY ROSSINI**  
Sun #366  
639 Madison Memphis, Tenn.

**JAMIE**  
IT'S HAPPENING!  
**'I WONDER'**  
(IF YOUR LOVE WILL EVER BELONG TO ME)  
**THE PENTAGONS**  
Jamie #1201  
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**FLYING BLUE ANGELS**  
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**A LITTLE BIT OF SOAP**

**The Jarmels**  
LAURIE 3098

**DEAN MORGAN**  
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"OUCH! YOU'RE BREAKING MY HEART" and "WHAT'S UP BUTTERCUP"

20th-Fox 272

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**"THREE STEPS FROM THE ALTAR"**

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**NEW RELEASE**

PICKED TO BE HOTTER THAN "GONZO"  
**James Booker's "TUBBY"**  
Parts 1 and 2  
Peacock 1908

3 SIZZLING SPIRITUALS  
"THE 5 BLIND BOYS"  
"CAN'T SERVE THE LORD"  
b/w  
"CONSTANTLY ABIDING"  
Peacock 1838

"MIGHTY CLOUDS OF JOY"  
"I'LL BE ALRIGHT"  
b/w  
"MY RELIGION"  
Peacock 1839

"SENSATIONAL NIGHTINGALES"  
"THE STORM IS PASSING OVER"  
b/w  
"PEOPLE I USED TO SEE"  
Peacock 1840

**Peacock Records, Inc.**  
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OR 3-2611

1961

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**"SITTIN' AND DRINKIN'"**  
**CHRISTINE KITTRELL**  
veejay 399

**Vee-Jay**  
Vee-Jay's Greatest Year!

**Reviews of New Albums**

The pick of the new releases:

**SPOTLIGHT ALBUMS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

Continued from page 39

**Comedy**

**SICK NO. 2**

The Sickniks. Amy (No number)—Although the basic idea of this package (and its album cover) may be considered by many to be in bad taste, it is done so skillfully that the album should chalk up considerable sales in the teen market. The imitations by Jordan and his fem partner, Sandy Baron of Frank Sinatra, Bobby Darin, Ed Sullivan, Groucho Marx, etc., are outstanding. Selections include the "uncensored" version of "Presidential Press Conference," "Frankenstein."

**(MOMS) MABLEY AT THE PLAYBOY CLUB**

Chess LP 1460—The smart comedienne has carved a niche for herself in the charts recently with two albums currently riding the crest. Here's the third, part of which was cut at the Uptown Theater, Philadelphia, with the balance recorded at Chicago's Playboy Club. The audience is very much alive and Moms keeps them in stitches all the way. This can easily be a repeater of the earlier successes.

**Folk**

**ROBERT JOHNSON—KING OF THE DELTA BLUES SINGERS**

Columbia 1654—Johnson is a legend to blues aficionados. He died at an early age, leaving a slim stock of recordings. His performances are in the primitive country style of the Delta, which produced many great artists of this genre. The material is very down to earth, haunting and sombre in quality. Collectors will love the album which has arresting cover art.

**SPECIAL MERIT ALBUMS**

**Classical**

**IGOR STRAVINSKY CONDUCTS 1961**

Columbia MS 6272 (Stereo & Monaural)—The repertoire here includes "Movements for Piano and Orchestra" (premiere recording), with pianist Charles Rosen, and "Double Canon for String Quartet," "Epitaphium for Flute, Clarinet and Harp," "Octet for Wind Instruments" and "L'Histoire du Soldat." The compositions, particularly the first, are fresh and harmonically fascinating, and are masterfully performed.

**POP LP'S**

**STRONG SALES POTENTIAL**

**ROY HAMILTON, ONLY YOU**  
Epic BN 610 (Stereo & Monaural)—Chanteur Roy Hamilton offers a generous helping of listening pleasure with his appealing and straightforward renditions of old favorites, including a number of hits attributed to Nat King Cole. Highlights include "Stardust," "Too Young," "Nature Boy," "The Gypsy" and a swinging version of "Route 66." He is ably backed by Sammy Lowe, who also provided the arrangements. In light of Hamilton's previous success on the singles scene, this could be a top selling item, with a push from the dealers.

**ALPHA FROM TERESA**  
Teresa Brewer, Coral CRL 757374 (Stereo & Monaural)—The bubbly Miss Brewer seems well cast in the Hawaiian groove. She turns in a number of familiar tunes—"Little Grass Shack," "Hawaiian Wedding Song," "Now Is the Hour"—among them, all to the proper accompaniment of steel guitar, ukulele and rhythm. A delightful hunk of Island music and the thrush's many fans will dig it

**MUSIC MADE FAMOUS BY GLENN MILLER**  
Various Artists. Warner Bros. 1428—The late Glenn Miller has been honored with a flock of tribute-type packages during the past several years, but this album is good enough to chalk up more sales to loyal Miller fans. Recorded at a concert in Santa Monica, Calif., the LP spotlights nostalgic performances and chatter by former members of the Miller ork, including Tex Beneke, Ray Eberle, and the Modernaires with Paula Kelly. Among the great Miller hits featured are "Moonlight Serenade," "Moonlight Cocktail," and "In the Mood."

**AL JOLSON WITH OSCAR LEVANT AT THE PIANO**  
Decca DL 9095—Here is yet another album of old Al Jolson tapes, this time with Oscar Levant at the piano. They are taken from Jolie's old "Kraft Music Hall" radio shows, and they feature Al and Levant in musical fun and talk. This is not one of

Jolson's best albums but it should still thrill those fans to whom Jolie was the greatest.

**ALPHA FROM TERESA**  
Teresa Brewer, Coral CRL 757374 (Stereo & Monaural)—The bubbly Miss Brewer seems well cast in the Hawaiian groove. She turns in a number of familiar tunes—"Little Grass Shack," "Hawaiian Wedding Song," "Now Is the Hour"—among them, all to the proper accompaniment of steel guitar, ukulele and rhythm. A delightful hunk of Island music and the thrush's many fans will dig it

**BLUE MIST**  
Sam (The Man) Taylor and Ork. MGM E3973.

**STAIRWAY TO THE STARS**  
Jack Weigand, Cameo SC 1012 (Stereo & Monaural).

**AIN'T WE GOT FUN KINDA SONGS**  
Somethin' Smith and the Redheads. MGM E 394L.

**HARRY JAMES PLAYS NEAL HEFTI**  
MGM SE 3972 (Stereo & Monaural).

**THE GREAT COMEDY HITS OF YOGI YORGESSON**  
Harry Stewart, Capitol T1620.

**FORTUNE OF HITS**  
Nolan Strong and the Diablos, Fortune 8010.

**CLASSICAL LP'S**

**STRONG SALES POTENTIAL**

**RITA STREICH SINGS LIEDER BY HUGO WOLF**  
Erik Werba. Deutsche Grammophon Gesellschaft 138641—Noted coloratura soprano, Rita Streich, contributes a fine entry of Wolf's Lieder to this category. Among the many songs presented are: "Enter, Great Warrior," "Secret Love," "Elf Song," "Now Let Us Make Peace," and "Cover Me With Flowers." There are other fine recordings of these songs, but this well-performed, top quality stereo package should receive its share of the market.

**PROKOFIEV'S PIANO SONATAS NO. 7 & NO. 2**  
Sviatoslav Richter and Emil Gilels. Bruno 14049—One of the Bruno label's most attractive recent issues couples performances of two Prokofiev sonatas by Russia's big two of the keyboard, Richter and Gilels. The former's famed rendition of the propulsive No. 7 is already celebrated as a pianistic highlight in another label's version. Thus, this becomes a glamor release which, if exposed, should sell.

**DELIBES: COPPELIA BALLET SUITE—CHOPIN-DOUGLAS: LES SYLPHIDES**  
Berlin Philharmonic Orch. (von Karajan). Deutsche Grammophon 136257 (Stereo)—Two of the most familiar of all ballet scores are given graceful renditions by the Berlin Philharmonic batoned by Herbert von Karajan. The warm, fluid performances are characteristic of the orchestra's best work. It's forthcoming tour of this country later this year could help sales.

**DVORAK'S SYMPHONY NO. 2**  
London Symphony Orchestra (Monteux). RCA Victor LSC-2489 (Stereo & Monaural)—Pierre Monteux adds a memorable rendition of Dvorak's "Symphony No. 2" to the catalog. Moving and introspective, it ranks with the best available. Though not as familiar as the composer's "New World," it is one of his three best-known symphonies and faces far less rigorous competition. Good commercial potential.

**CELLO SONATA, OPUS 40 (SHOSTAKOVICH)—ARPEGGIONE SONATA (SCHUBERT)**  
Daniel Shafran, cello. RCA Victor LM 2553—A unique release, this provides outstanding performances of top quality works not already over-presented in the catalog, since only one other version of each is available. The fine Russian cellist, Daniel Shafran, appeared in this country last winter and impressed with his lyrical tone. His rendition of the Schubert is hauntingly lovely, and he offers a fascinating performance of the Shostakovich work. The combination of factors makes this an important release.

**DEBUSSY IMAGES I. CHILDREN'S CORNER, SUITE BERGAMASQUE, DANCE**  
Jorg Demus, pianist. Deutsche Grammophon 138663 (Stereo)—Highly sensitive and moving performances of Debussy piano music are offered on this imported German set. Jorg Demus performs some of the most imposing and familiar Debussy piano literature in the "Children's Corner," "Reflects dans l'eau," and "Hommage a Rameau," from "Images Part 1," and "Clair de Lune" which is the third part of "Suite Bergamasque."

**RICHARD STRAUSS' ELEKTRA (2-12")**  
Various artists. Deutsche Grammophon Gesellschaft 138690-91 (Stereo)—One of the rare complete versions of the Strauss opera, this one figures to carve a name for itself for this reason. At the moment, it is certainly one of the only stereo recordings available. The packaging is done in boxed fashion and a booklet presents much data on the composer and his work, in German, French and English translations. Featured soloists include Inge Borkh, Marianne Schech, Jean Maderia and the renowned Dietrich Fischer-Dieskau.

**VERDI: REQUIEM (2-12")**  
Moscow Philharmonic Orch. and the State Academic Chorus (Markevitch). Parliament PEP 154-2—An impressive recording of the Verdi Requiem as performed by Galina Vishnevskaya, soprano; Nina Isakova, mezzo-soprano; Vladimir Ivanovsky, tenor, and Ivan Petrov, bass. Recorded in the U. S. S. R. with the Moscow Philharmonic Orchestra under the baton of Igor Markevitch, the massive work is given an excellent reading. The two-record package has some still competition from other fine recordings available, however, there are only two other stereo versions. Thus, this set stands a good chance of capturing sales.

**LOLLIPOPS AUA WIEN**  
The Boskovsky Ensemble. Vanguard VSD 2096 (Stereo & Monaural)—Following the critical huzzahs stirred up by a similar collection of works by the same ensemble, it seems likely that its success should be repeated by this release. The works are charming trifles written for dancing in the days when Vienna had a perpetual ball.

**MODERATE SALES POTENTIAL**

**BEETHOVEN: DIABELLI VARIATIONS**  
Deutsche Grammophon, Gesellschaft 138713 (Stereo).

**BARTOK: CONCERTO NO. 1 AND RHAPSODY FOR PIANO AND ORCH.**  
Geza Anda, Berlin Radio Symphony Orchestra (Fricsay). Deutsche Grammophon, Gesellschaft 138708 (Stereo).

**MOZART VIOLIN CONCERTOS IN D MAJOR, K.218 IN A MAJOR, K.219**  
Wolfgang Schneiderhan, Berlin Philharmonic, Deutsche Grammophon Gesellschaft 138678 (Stereo).

**MENDELSSOHN SYMPHONY NO. 4 IN A MAJOR, OP. 90 SYMPHONY NO. 5 IN D MAJOR, OP. 107**  
Berlin Philharmonic Orch. (Maazel). Deutsche Grammophon Gesellschaft 138684 (Stereo).

**A CHOPIN PIANO RECITAL**  
Jorge Bolet. Everest SDBR 3079 (Stereo & Monaural).

**BEETHOVEN SYMPHONY NO. 7 IN A MAJOR OPUS 92**  
London Symphony Orchestra, J. Krips. Everest SDBR 3088 (Stereo & Monaural).

**SEMI-CLASSICAL**

**HOMAGE TO PERCY GRAINGER**  
Eugene List. Vanguard VRS 1072.

The Best Comedy is on

**DOOTO**

All The Way!  
**"MEXICAN JOE"**  
DAVID CARROLL and his orchestra  
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# JAZZ LP'S

★★★★

**STRONG SALES POTENTIAL**

★★★★ **BRIGHT AND BREEZY**  
 The Red Garland Trio. Jazzland LP 485 (Stereo & Monaural)—A rich and winging program, full of pacing, movement above all, the eminently satisfying chordal voicing of Garland's piano. Garland mixes a slow, reflective, "What's New," with a more breezy, upbeat "Blues in the Closet," by Oscar Pettiford, among others. Sam Jones on bass and Charlie Persip on drums are heard in a fine supporting role and occasionally in their own spots. Pleasing program has considerable pop appeal as well.

★★★★ **WE PAID OUR DUES!**  
 The Charlie Rouse Quartet, The Seldon Powell Quartet. Epic BA 17018 (Stereo & Monaural) — Two long-trained horn men, both of whom have appeared extensively as sidemen, have a chance here to show off their solo styles. Each works three tracks and each is backed by standard rhythm, which means it's blowing pretty much all the way. Powell has a driving, honking, exuberant style while Rouse takes a more reflective, soft and breathy route. Fans will find good examples of both in the half dozen bands.

★★★★ **HUB CAP—FREDDIE HUBBARD**  
 Blue Note 4073—Young Hubbard impresses here as an important writing and performing talent. His attack on the trumpet is full of fire and virtuosity, and he's abetted by Julian Priester on trombone; Jimmy Heath on tenor, Cedar Walton on piano, Larry Ridley, bass, and Philly Joe Jones on drums.

★★★★ **GREEN STREET**  
 Grant Green. Blue Note 4071—Grant Green is a guitarist who sounds better every outing. Not only is he superior to many guitarists around today by virtue of

his technique, but he also possesses imagination and musical creativity. On this new album he displays an ability to perform in many moods from simple blues to involved original compositions. Although Green is rather unemotional with his music, his technique is sweeping on such tracks as "Round About Midnight," "Grant's Dimensions," and "Green With Envy."

★★★★ **SO MUCH GUITAR!**  
 Wes Montgomery. Riverside RLP 9382 (Stereo & Monaural) — Guitarist, Wes Montgomery, has another highly pleasing LP in this eight track tour of his solo artistry. Accompanying the fly-fingered performer are pianist Hank Jones, drummer Lex Humphries, bassist Ron Carter and conga drummer Ray Barretto. Material is drawn mostly from standards with "I Wish I Knew," "While We're Young," and "One for My Baby" all fine show cases for the Montgomery touch.

★★★★ **NATURALLY!**  
 Nat Adderley Quartets. Jazzland JLP 9478 (Stereo & Monaural)—Julian (Cannonball) Adderley's brother Nat, does a unique and highly individual job on this LP. The coronetist plays eight tunes with a brace of different rhythm sections. On one side the piano, bass, drums team of Joe Zawinal, Sam Jones and Louis Hayes supply the time. On the other Wynton Kelly, Paul Chambers and Philly Joe Jones do the honors. Both sides abound with tasteful, relaxed blowing, and some enterprising performer might find "Seventh Son," an instrumental on this LP, a potent piece of pop material.

★★★ **MODERATE SALES POTENTIAL**

★★★★ **FREE FORM**  
 Joe Harriott Quintet. Jazzland 949 (Stereo & Monaural).

★★★★ **SETTLIN' IN**  
 Dick Morgan Trio. Riverside RLP 9383. (Stereo & Monaural).

★★★★ **THE TRIO**  
 Riverside RLP 9380 (Stereo & Monaural).

★★★★ **SWING'S THE THING**  
 Al Sears. Prestige-Swingville 2018.

★★★★ **HOME COMING!**  
 Elmo Hope Sextet and Tri. Riverside RLP 9381 (Stereo & Monaural).

## SPECIALTY LP'S

★★★★ **STRONG SALES POTENTIAL**

### FOLK

★★★★ **MARTHA SCHLAMME AT THE GATE OF HORN**  
 Vanguard VSR 9091—Miss Schlamme's loyal following should be pleased with her latest package, recorded at Chicago's nitery, The Gate of Horn. Aply backed by guitarist Frank Hamilton, the canary is in expressive, warm vocal form on a group of varied folk themes, ranging from the "Israeli Hafinjan" to the French "Le Cycle Du Vin." A solid quality package for the folk market, with an appealing photo of the artist on the cover.

★★★★ **THE CRUEL MOTHER**  
 Alfred Deller. Vanguard VRS 1073—There is a group of folk music fans who will grab Alfred Deller's latest LP as soon as it is released. These will not be disappointed in this one, which contains 14 relatively unfamiliar English ballads and folk songs, two dating back to the Middle Ages. Deller transforms them into works of art. Those unfamiliar with his strikingly different counter-tenor voice should be given a demo of a band or two, possibly the title selection.

### CHRISTMAS

★★★★ **BEHOLD! THREE WISE MEN COME OUT OF THE EAST**  
 The Trappist Monks of the Abbey of Gethsemani. Columbia MS 6289 (Stereo & Monaural)—The Trappist Monks have been recorded at least three times previously by Columbia, and last year, too, they provided an early and interesting Christmas entry. The current chants are said to be Cisterian rather than Gregorian in style, but this is less important than the striking beauty of many parts of the record, and the faultlessness of their rendition. Not for everyone's taste, perhaps, but a good recommendation for those seeking something different in a Christmas album. Complete texts are included.

### COMEDY

★★★★ **THE OTHER SIDE OF LEE TULLY**  
 Jubilee JGM 2036—The label has had a

successful history in the comedy field with Rusty Warren and earlier "Over Sixteen" album sellers and here's another good comedy bet, and its not even on the blue side. Tully is a good stand-up workman who has created some amusing patter routines bearing such titles as "White House Confidential," "Surgery Can Be Fun," "Shakespeare Out of Town," etc. The lad delivers them well, even though the canned laughter on the platter doesn't sound convincing. In spite of this drawback, the album has its funny spots.

### INTERNATIONAL

★★★★ **MAZOWSZE**  
 The Polish Song and Dance Company. Monitor MFS 360—Lovely performances of folk-oriented songs and ballads by the famous Mazowsze song and dance company of Poland. The group sings these clever songs with warmth and tenderness, displaying a delightful, and happy style. The recording is excellently done. Group will be making its first appearance in North America this season, which should help sales of the album wherever they appear.

★★★ **MODERATE SALES POTENTIAL**

### INTERNATIONAL

★★★★ **EXODUS TO THE WORLD**  
 Regina Ben-Amittay. MGM E3968.

★★★★ **JIMMY SINGS ALI BABA**  
 Jim Apostolou. Aristophone LGR-507.

### SPOKEN WORD

★★★★ **GHOST STORIES**  
 Haunted House and Frankenstein. Ball Cam 1313.

### FOLK

★★★★ **BUD DASHIELL AND THE KINSMAN**  
 Warner Bros. 1429.

★★★★ **THIS IS YUGOSLAVIA**  
 Emil Davor. Bruno SBR 32003 (Stereo).

### RELIGIOUS

★★★★ **THE MILLIE PACE TRIO (VOL.2)**  
 With Bob Summers and Guitar Ensemble. Christaln S-373 (Stereo & Monaural).

★★★★ **THE RALPH CARMICHAEL BRASS CHOIR**  
 Christian S-389 (Stereo & Monaural).

### LATIN AMERICAN

★★★★ **CUBAN JAM SESSIONS IN MINIATURE "DISCARGAS"**  
 Cachao y su Ritmo Calient. Panart 2092.

### SACRED

★★★★ **THE REVELATORS QUARTET SOUTHERN STYLE GOSPEL (VOL. 4)**  
 Christian S-497 (Stereo & Monaural).

### COMEDY

★★★★ **THE SIDE SPLITTING PERSONALITY OF EDDIE LAWRENCE**  
 Coral CRL 757371 (Stereo & Monaural).

### 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 on such factors as performance, material, artist's name value, recording quality, etc.

**SPOTLIGHT WINNERS** are judged to have the strongest sales potential of all 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.

# HOT ARTIST !!!!! HOT NEW HIT!!!

## Lonnie Donegan

# "THE WRECK OF THE JOHN B."

and  
"Sorry But I'm Gonna Have To Pass"

2123

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## • Reviews of New Singles

• Continued from page 34

stand." Mack again scores with a good vocal with a solid answering style band back-up. (Arc, BMI) (2:12)

### SPIRITUAL

**PROF. ALEX BRADFORD**  
★★★★ Hold Out — CHOICE 23 — Bradford comes through with a meaningful performance of a powerful message here, as he tells about his faith. A strong side for the market. (Gary Kramer, BMI) (4:00)

★★★★ Jesus Keep Me Near the Cross — Another potent and sincere reading by Bradford, this time of a slow tempo spiritual effort. Both sides should have strong appeal. (5:05)

### THE SOUTHERN TONES

★★★★ He That Believeth You Can't Convince the World — MYRL 1203 (EP) — A good value for stations programming gospel and spiritual material. (Spiritual-Starlite, BMI) (2:32) (2:29)

★★★★ Wait on the Lord (Part 1 & 2) — (Spiritual-Starlite, BMI) (2:04) (2:50)

### POLKA

**L'L WALLY AND THE HARMONY BOYS**

★★★★ Mexico — JAY-JAY 250 — Here's Bob Moore's big hit done in true polka style by the Harmony Boys. The trumpets and accordion show through in fine style here. This can grab plenty of action on the boxes. (Acuff-Rose, BMI) (2:08)

★★★★ E J Marie — Here's the Italian oldie "Eh Marie," done in waltz style by L'l Wally's crew. It's done in English, Italian and Polish and it makes fine fare for the boxes in the proper markets. (Jay-Jay) (3:06)

### CHILDREN'S

#### ORIGINAL TV VOICES

★★★★ Meet the Flintstones — GOLDEN 680 — Top-rated network cartoon TV show characters are spotlighted in amusing novelty song. Strong kiddie item.

★★★ Rise and Shine.

#### JACK MERCER, MAE QUESTEL

★★★★ Lonely Tooth (Popeye's Songs of Health) — GOLDEN 664 — Popeye is still popular figure on TV, via syndication, and this waxing, featuring voices of the cartoon characters, should be solid item in low-priced (29 cents) kiddie market.

★★★★ Ah-Choo! (Popeye's Songs of Health) — Same comment.

#### YOGI BEAR

★★★★ Have a Hap-Hap-Happy Christmas — GOLDEN 650 — A simple Christmas item for the kiddies, sung by Frank Milanac. Material is simply arranged and likely to appeal.

★★★★ Give a Goody for Christmas — Similar in quality to the flip.

## ★★★ MODERATE SALES POTENTIAL

### JAZZ

#### THE HORACE SILVER QUINTET

★★★ Fifth McNasty (Part 1) — ★★★ Fifth McNasty (Part 2) — BLUE NOTE 1817.

#### HANK CRAWFORD

★★★ Playmates — ★★★ Easy Living. ATLANTIC 5016.

### COUNTRY & WESTERN

#### JIMMY MARTIN

★★★ There Was a Love — ★★★ I Can't Will, I Do Believe. DECCA 31311.

#### JOHNNY AND JONIE MOSBY

★★★ You Can't Hurt Me Anymore — ★★★ Dear Okie. TOPPA 1047.

#### FREDDY ROSE

★★★ 77 Louisiana Fiddles — ★★★ Merry-Go-Round. FLAT-GIT-IT 1610.

#### AL BRITT

★★★ Should I Be the One — ★★★ I Love You (My Darling). LLUVIA 5053.

#### STELLA JENNINGS

★★★ What Did You Do? — ★★★ Prison of Blues — MIDAS UN-03.

#### LARRY NOLEN

★★★ Hey Mr. Heartache — ★★★ Pretend We're Sweethearts — RENNER 214.

#### ROCKY DENMAN

★★★ Prefending — ★★★ One-Sided Heart — WESTERN STAR 1313.

### RHYTHM & BLUES

#### HOWLIN' WOLF

★★★ The Red Rooster — ★★★ Shake for Me. CHESS 1804.

### CHILDREN'S

#### PHILIP FOX (DENIS THE MENACE)

★★★ That's What I Want for Christmas — ★★★ When Christmas Comes Around Each Year — GOLDEN 649.

#### KURT KNUDSEN

★★★ The Fox and the Grapes (I) — ★★★ The Fox and the Grapes — GOLDEN 66 A.

#### JIMMY CARROLL AND ORCH.

★★★ Super Snooper (Quick Draw McGraw's Pals) — ★★★ Blabber Mouse (Quick Draw McGraw's Pals) — GOLDEN 665.

### SPIRITUAL

#### ZENA AYO

★★★ Somebody He Can Use — ★★★ How Great Thou Art — ALLEGRO 1601.

#### THE SKYLIGHT SINGERS

★★★ When I'm Gone — ★★★ Don't Wonder About Him — PEACOCK 5-1835.

#### THE SONGSTERS OF HARMONY

★★★ The Last Mile — ★★★ Upon This Rock — RENNER 5001.

### INTERNATIONAL

#### MARA DEL RIO

★★★ Noite "Ncantata" — ★★★ Comme Se Fa (L'Ammore). VESUVIUS 1039.

### NOVELTY

#### LUDWIG VON DRAKE

★★★ Green With Envy Blues — ★★★ I'm Ludwig Von Drake. VISTA 386.

## LIMITED SALES POTENTIAL

### POPULAR

#### BUDDY WINNFIELD

Fine Young Southern Gentleman — Love, Oh Love, Oh Carefree Love — THUNDER 1061.

#### ZENO GOSS

Doll Doll — Prisoner of Love — THUNDER 1025.

#### JAN MORRIS

My Jimmie — Have I Stayed Away Too Long — THUNDER 1044.

#### CARA STEWART

If I Told You — At the End of a Dream — ROXIE 246.

#### LEONARD BROTHERS

Long Long Time — Strange as It Seems — MICHELE 711.

#### DENNY EZBA AND THE GOLDENS

Mary Diane — Brighter Tomorrows — RENNER 213.

#### THE COACHMEN

So Blue — Erie Canal — THUNDER 1060.

#### RONNIE TOBER

Who Taught You How — She Used to Be Mine — GUY 102.

#### MARTY MARTEL

Someday You'll Be True — Between the Devil and the Deep Blue Sea — D 1494.

#### JERRY RAINES AND THE VIKINGS

Tell Me — I Hear You Knocking — DREW 1001.

#### JOHNNY JOE

Why Do I Cry Over You — Lonely Log Cabin — ABS 128.

#### GARY (HAPPO) MULVANEY

Every Little Thing I Do — Lookin' — TEEN-TIME 1001.

#### CECIL CAMPBELL

Hawaiian Skies — 50th State Hula. WINSTON 1002.

#### HAPPY JACK DAVIS

Steady Roll — Ten Cents Stew. LLUVIA 5052.

#### FRANK CUNIMONDO QUINTET

Suddenly — I Didn't Plan It This Way. UNIVERSAL 8.

#### BILLY BOWNDNS

I Got a New Babe — You'll Cry a Little Bit. VAMALCO 507.

#### JIM NESBITT

Husband-in-Law — New Frontier. RUSH 2003.

#### NORRIS THE TROUBADOUR

We'll Build a Bungalow — Mint Julep Bloomin' Like a Tulip. MAYHAMS 115-120.

#### ROGER SMITH

Land of Liberty — I Get Rainy River Blues. SALAMANCA (No number).

#### BROKEN ARROW AND THE TOMAHAWKS

You're a Million Miles Away — I Get Rainy River Blues. SALAMANCA (No number).

### COUNTRY & WESTERN

#### JIM HADLEY

Night Bird — Zeb Turney's Gal. BUDDY 120.

## Spanish Newsnotes

• Continued from page 23

awarded with the first "gold disk" given by Philips in Spain.

### TV

Sarita Montiel, Gene Kelly and Fred Astaire were the top stars of a big show originated in Madrid and broadcast through the TV Spanish network the night before Columbus Day.

The French label Bel Air is being released in Spain on Iberofon, "Exodus" sung by Rika Zarai.

### New Disks

"La Yoz De Su Amo." will soon be launched. "La Novia" by Dean Reed and Connie Francis singing in Spanish "Nosotros" and "La Novia de Otro" (Someone Else's Boy) were released by Hispavox. Columbia launched four Andy Russell hits when the Mexican-American crooner visited Spain and was presented as a permanent rival of top American stars on radio, TV and clubs. . . . Decca released "El Otorinolaringologo" a smash hit of the Machucambos — creators of "Pepito," for many months a hit in Europe. Odeon offers the new Lucho Gatica's single with "Moliendo Cafe" and "Enamorada" recorded in Mexico with Jose Sabre Marroquin.

## Indie Firms Watch 49c Singles

• Continued from page 2

is the important thing. Unfortunately, too many people have lost respect for that little record today. Lowering the price won't help build any impression of value for the record."

Marvin Schlachter of the Scepter-Wand axis says, "They (Victor) are in for a big surprise. They'll have to do more than two and a half times the volume to make the same profit. And when you consider even the extra money it costs to ship the additional records, it becomes a tough operation. As an experiment, it might work for one record, but I can't see it working our permanently."

"If the general price level came down to that, it would be rough. But we'd still have a chance. After all, you have to remember that since we're small, we're more versatile and flexible. We can move faster with a trend and we can deal in ways they can't. We'll always have a chance although the lower price would make it harder."

Les Cahan, head of Beltone Records, is not worried — "Not now anyway," he asserted. "When they put Presley on the 49-cent label, then I'll really worry. Right now we'll just have to wait and see how they operate with the label. Frankly, it's like the tension in the world today. If you think about it you go nuts. It's the same way with the record business. I just try not to think about these problems so I won't go nuts."

Bernie Lowe of Bernard Lowe Enterprises (Cameo, Swan, Parkway, etc.), feels the Victor price is unrealistic, but that "price, adjustment itself is not unreasonable. I think 69 cents would be an ideal price," he declared. "The indie label could probably pare costs to the

## Mexican Newsnotes

• Continued from page 22

of Peerless Records, came back from Germany, where he visited DGG and Telefunken.

### Disk News

The Platters will appear for the third time in Mexico, as the main attraction of the show at the Social Ritz. . . . RCA prepares an unusual Christmas record, sung by 12 stars on their artist roster. . . . Rock in its "wild" and its "soft" style dominates sales in steadily growing proportions. RCA is cutting a great number of r.&b. selections with new groups, among them Los Sinners, Los Baby Rocks, Gino Silvestre and His Crazy Boys, Los Jokers, Los Cactus, etc. . . . Musart Records are going to cut an LP with outstanding orchestral selections from the Capitol catalog, among them Ray Anthony, Billy May, Harry James and Paul Weston.

## Eire Newsnotes

• Continued from page 23

time" on September 28, the Irish National Anthem, "The Soldier's Song" was played by mistake. Many protests were received, both from Northern Ireland and Britain. In London, a B.B.C. spokesman said: "The record is what we call restricted. It was played in error by Lionel Gamlin when he was introducing the program for children."

The popular "Downbeat Club," emceed by Noel Andrews, has ended its present run of sessions. Judging by letters to the National Press, many are hoping for the show's early return.

Davco Records of Florida, have mailed me a deejay copy of "Will You Remember Mine" (Merlene Garner), and I have secured some radio exposure for the disk. I welcome waxings from various U. S. labels, as there are several programs here that could do with them.

point where he could sell distributors at 32 cents cents, but I can tell you 27 cents would be very rough. If this move is copied by others — and I don't think it will be — we could have a lot of upset."

Meanwhile, other majors are studying the move with interest with no announcements regarding plans immediately forthcoming.

## Southwest Retailers

• Continued from page 4

ing to keep right on stocking singles, even though the albums and the hi-fi and the TV servicing are now the backbone of his business. Singles have a customer-drawing power, and it would be cutting off the nose to spite the face to drop them.

### Dealer Troubled by Top 40

As a group, Atlanta dealers seem as troubled by Top-40 radio play as they are by rivalry at other retailing levels. Radio is a mixed blessing. It popularizes the records, but also kills many sales by overplay, dealers feel. Two dealers frankly depend on local radio lists before ordering — "although we check with our distributor, first."

One dealer felt the Top-40 stations had in a sense enslaved the manufacturers. "If the kids don't hear the singles on radio or on the juke box, they don't buy it. It doesn't matter how good it is. Manufacturers ought to break out of the noose, start promoting along other lines in one city, and if a hit starts to build there, then branch out. They are too dependent on the broadcaster."

Another dealer, commenting along similar lines, said album sales are not tied down to the radio play like the singles. Manufacturers have developed followings for album lines, and the albums aren't played to death over the air like the singles.

Atlanta dealers generally have found the going rather sluggish. "We haven't had a really big break-out in months. 'Big Bad John' came the nearest."

### Baltimore, Washington Cheerful

The outlook was more cheerful in Baltimore and in Washington. Dealers in these cities do not rely as heavily, apparently, on radio pick hits as in cities farther south. They say they keep current on Billboard Music Week charts, on recommendations of salesmen for regular and one-stop distributors. Dealers who are part of a chain operation, like the Todd Discount Stores which have full-size record departments, keep branch stores informed of breakouts in other cities. In fact, one of the Todd personnel said: "We are in distribution ourselves, almost like a one-stop, selling to local outlets as well as our counter customers."

Said one Baltimore dealer: "There's plenty of money around, but people haven't started spending yet. It's still summer in the record business." Less optimistic dealers say they are all waiting and hoping for that "world-shaking something" that simply hasn't come along since Elvis and the rock burst on the pop singles scene.

## N. Y. Radio Scene

• Continued from page 3

Bug With Me" by Billy Bland, "Every Leaf That Falls" by Cathy Carroll, Jimmy Dean's "Big Bad John," "Standing in the Need of Love" by Clarence Henry and "Boston Rocker" by Bob Luman.

Among the newer releases last week which received heavy play by WABC deejays, reports program supervisor - jockey Sam Holman, were "Just Out of Reach" by Solomon Burke "School Is In" by U. S. Bonds, and excerpts from "The Nat. King Cole Story" LP.

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# Milwaukee Looks for Good Fall Returns

**By BENN OLLMAN**  
MILWAUKEE — Last quarter prospects for 1961 shape up strongly, despite a summer of meager pickings, according to most Beer City coinmen. Reports reveal that September's receipts were marked by a solid increase. Game route collections, however, continue to dwindle. This year the industry has hopefully waited for "something new and legal" to come along to revitalize the games business. To date several promising contenders have appeared—but the games field still suffers from chronic malnutrition. Pool tables, according to opera-

tors, are the only units that continue to earn steady profits. Bowlers rank high on the list of profitable games; but takes are not as consistent as pool games. A three-ball game made by Gottlieb that rewards skillful players with an extra toss has earned some recent popularity.

**Programming Switch**  
"The switch back to good music is proving to be a tremendous help to the juke box business," says Otto Hadrian, Otto's Distributing Company. "Rock and roll records did a lot of harm to most locations. My spots prefer the old standards and now that the record compa-

nies are pressing them again, people are playing the juke boxes more often. Rock and roll music has no meaning to the tavern and restaurant patrons."

Stereo, adds Otto Hadrian, has not provided lasting benefits to the juke box business.

"It's the biggest joke in the business," he says. "It doesn't mean a thing in the average tavern. You can't hear stereo properly unless you sit quietly and listen to it. But people don't react that way in a public place. Besides, if you've got a good juke box location, you

*(Continued on page 45)*

# Mid-South Ops See Take Better Than '60

**By ELTON WHISENHUNT**  
MEMPHIS—The economic picture for operators and distributors in the Mid-South this fall appears that it will be better than last year at this time.

Phonograph and game collections are about the same now, but are picking up percentage-wise and operators expect by year's end to have an increase over last year. The slow pick-up in business is attributed in part to the late start of the harvest season in the Mid-South.

"Business now is comparable to this time last year," said George

W. Sammons, president of Sammons-Pennington Company. "But it is picking up fast now. We had some good action last week and the week before."

Sammons, distributor in contact with many operators in Memphis and the Mid-South, said business begins to perk about September 1, but began in mid-September this year due to a late start in the harvest of soybeans, rice and cotton.

"We will have a wonderful year," said Sammons. "All three crops—soybeans, cotton and rice—are good. Projecting our thinking into the future, I can see it

will be an excellent fall for business."

### Stereo and 33's

Operators in Memphis have not taken much to stereo or 33 singles yet. Some are using stereos on their routes, but not in large amounts. The same situation applies to 33 singles.

Operators report the shuffleboard is still their best amusement game. Some are having success with pins in this area, but not as much as in the past. Some restrictions on them—such as anyone under 18 cannot play them and

*(Continued on page 44)*

## DENVER BUSINESS

# Ops Note Slight Increase, With Juke Gain 5%; Games Up 10% Over 1960

**By BOB LATIMER**  
DENVER—Sailing into an exceptionally pleasant fall, juke box and amusement machine operators here are reporting returns slightly ahead of last year's collections.

Juke box collections are up for September approximately 5 per cent over September, 1960, and amusement machines are up better than 10 per cent. Such operators as Frank Hubre of Century Supreme Music Company, Johnny Knight of Skyline Music Company, and Sam Keys of Apollo Music

Company credit the increase to a generally optimistic outlook on the part of businessmen and the sort of weather which keeps people out and doing things.

**Stereo Sales**  
Denver's five largest distributors, including Mountain Distributors, Draco Sales Company, Modern Music Company, R. S. Jones Company and Midwest Music Company, are selling 95 per cent of their new phonograph volume in stereo models—but as has been the case in other parts of the country, only a tiny fraction of the stereo

phonographs are being installed in true stereo. Instead, operators either connect up only one side of the stereo system, or buy ordinary monophonic records, which, of course, do not take advantage of the full output of the stereo channels.

The situation is due entirely to the fact that the selection of stereo records is far too limited for the average operator's pace, according to Mike Savio of Draco Sales Company. "For an example, we recently got in a five-record album

*(Continued on page 44)*

# 'Same as Last Year,' Say St. Louis Coinmen

**By JOHN HICKS**  
ST. LOUIS—There has been no drastic change in collections from juke boxes and games in this area this fall in comparison with the corresponding period of last year, operators agree. A spot survey of operators here revealed that collections have ranged from "slightly off" to about the same to "slightly better," but no operator was pessimistic about the remainder of the year or of the future of the industry.

Jack Gorelick of J. Rosenfeld Company put it this way: "Collections are not as good as last year. There was a slight decline in 1959 and business has not picked up materially since then." Ed Randolph of Central Distributors also reports that business has been slow, "but this also was the case last year."

Louis Morris, president of Morris Novelty Company, was more specific. He stated that collections for the year are behind about 15 per cent. Jerry Nissenbaum of Wonder Novelty Company said that their receipts recently have been about the same or slightly better than last fall. The effect of cooler weather in the St. Louis area has

helped in driving people indoors and thereby they spend a little more, Nissenbaum said.

**Little Effect**  
In the music end of the coin machine industry, there appears to be no great influx or dependency on stereo and 33 r.p.m. singles in the St. Louis area. One operator said when these innovations are introduced at a location, collections will pick up the first few weeks but then will taper off to about normal play.

Another said that the emphasis was on stereo when it first came out but this is not true any longer. He said there has been no loss of business, but stereo just does not stimulate the customer enough to drop additional coins in the juke boxes.

The 33 singles are not out in any great quantity here, however, there is a good deal of the Artists and Albums of the Week packages around.

Tony Koupal, owner of M.A.R.K. Coin Machine Sales Company, said stereo and 33 singles help but the percentage is problematic. Sidney Morris of J. S. Morris and Sons stated that the play stimulus of

stereo and 33 singles depends on the location.

Sidney Morris also said the com-

*(Continued on page 44)*

## OPS REPORT STATUS QUO IN ROUNDUP

NEW YORK — Juke box and amusement game collections this fall are just about on a par with a year ago, according to reports from Billboard Music Week correspondents in 10 major market areas. Stereo records and 33 singles, which were expected by some operators to give the industry a shot in the arm, have so far, failed to have any appreciable effect on collections. Consensus among operators seems to be that while business has been off, it hasn't gotten any worse this fall, and probably will improve somewhat during the last quarter of 1961. Reports from the BMW regional correspondents appear elsewhere on the page.

# Confidence Marks W. C. Ops' Reaction

**By SAM ABBOTT**  
LOS ANGELES — Music and games takes are down at this particular time here, but operators are confident that gross revenues will increase before the end of the year. At the distributor level, sales of new equipment were reported as "fairly strong."

Walt Hemple of First National Music in the San Fernando Valley summed up the situation this way, "If you had asked me a month ago, I would have had a different story." Hemple explained that the opening of the schools, necessitating clothes for the children, and the opening of the hunting season had combined to cut down his grosses. The gross, however, for the route is the highest it has ever been—but so is the number of pieces of equipment.

In the Glendale area, Merle Holmes of Valley Vendors said his games revenue was slightly ahead

of this time last year. The money from music machines, he explained, was holding its own.

**Resort Collections**  
In the Big Bear mountain area, Jack Gutshall said his gross was down approximately 20 per cent despite the fact that the resort pulled more people than ever before. "The resort areas got more people this year than ever before but they spent no money for games or music," Gutshall explained. The area is in a transitional stage at this time with this operator expecting the situation to change for the better when the winter crowds pour into the area.

Six-ball pool tables and bowlers were named as the top money-makers in the game field by both Hemple and Holmes. In Gutshall's resort area, the various types of guns and the 22-foot shuffleboards were the top grossers.

*(Continued on page 49)*

# Business Slumps in Cleveland; Gradual Gains Hold Out Hope

**By RUSS MUSARRA**  
CLEVELAND — With a generally poor summer over, a dozen operators report that business is finally beginning to pick up, although it is as much as 50 per cent lower for some than it was last year.

"Lousy!" was Mrs. Helen Dugan's description of the business picture for Dugan Music, which has had the worst year in its 29-year history. Music and game collections have been down as much as 50 per cent in some locations, Mrs. Dugan said.

She is pulling out all 33 single records because they haven't stimulated play. Best game for Dugan is the coin-operated pool table,

which has left both ball and shuffle bowlers at a standstill.

**Down 20 Per Cent**  
Nate Pearlman, co-owner of L & N Music, Inc., reports both game and coin collections down about 20 per cent this fall. Pearlman hopes for brighter prospects as employment picks up.

L & N uses 45's in most of its boxes, Pearlman said, with only about 5 per cent of its locations using 33's. Big ball bowlers get most play of L & N games. Pearlman finds the city a better market than the suburban areas.

On a brighter note, business is up about 10 per cent for Cadillac Music and Amusements Company,

*(Continued on page 44)*

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## Dallas Area Feels Cautious Optimism; Good Stereo, 33 Juke Side Results

By O. R. ALLEN

DALLAS — According to distributors, coin-machine business in the Dallas area seems to be only slightly better than it was at the start of fall last year.

Tommie Chatten, sales manager for State Music Distributors, sees things about the same as last year. He said that flipper-type games and shuffle alleys are the games which are going over best in this area.

Chatten sees no new legislative problems in the immediate future. In fact, he was optimistic over the future for coin machines following the recent success of Abe Susman, owner of State Music Distributors, in getting the State tax law on coin machines equalized.

One of the results of this tax change, Chatten pointed out, is that now the tax is being taken off "the top of the machine." In other words, the machine is paying the tax instead of the operator.

Jack Eskew, manager of Commercial Music, looked at the beginning of fall with the same cautious optimism as did the others interviewed. He said that the stereo and 33 record situation was about the same as last year—they just can't get enough hit tunes on either type.

### Game Picture

As for games that are going over in this area, Eskew said that shuf-

file alleys and bowling alleys are still good. He also added that regular five-ball marble tables are quite popular.

He said that sales of new equipment has picked up within the last month.

Jim Browning, over at Coin Machine Exchange, sees business as better than last year. In fact, he said that for some operators it is up a lot.

### More Records

Browning was also optimistic about stereo and 33 records. He said that AMI, which furnishes his company with records, has a good selection and that operators are finding that both types are increasing play. He added that there are a lot more records available than last year and that they are better records, with better artists coming out all the time.

B. H. Williams, at the B & B Vending Company, sees business up a little on both games and music, although he said there was no demand for stereo and 33 singles. Williams said that ball bowlers and shuffle alleys are going over well in this area.

He sees the sale of new equipment as probably down from last year. He said that although it has picked up since June, the first of the year is usually the best barometer of the entire year and that sales were off at the beginning of the year.

## Boston Trade Struck by City Redevelopment

By CAMERON DEWAR

BOSTON — Estimates on music and games collections range all the way from as much as 15 per cent off from last year through about the same to a few who report conditions a little better. Quite a number of Boston operators have been hit by the big redevelopment going on in the city. Many so-called blighted areas are being cleared out and many locations are going with the change. There is now the added problem of transferring licenses and authorities seem to be getting sticky about that.

The most popular games in the district appear to be shuffles, which always have been big attractions here. Bowlers, where there is enough room, are also good and pool tables go over well in a number of spots. Boston had had its legislative problems and fees are about as high as they can go, but locally there are no immediate moves for legislation of any kind.

There is very little action hereabouts in new location types. Most operators are diversifying rather than attempting to open up new types of locations. Many have gone into cigarettes and as many more are, if not already in some form of vending, are looking in that direction. Music is a poor bet in shopping centers and discounts, but kiddie rides do a brisk business. However, there appears to be more or less a monopoly on this with a very few operators who got into this angle at the beginning.

### St. Louis Same

Continued from page 43

pany's collections have been a little better than last year. He attributes this to more changes in ownership of locations and the stress on making the business establishments more elaborate.

### Games OK

By and large, the same games that were going fairly good last year are holding up again this year. Basically, it is the five-ball and bowler machines that are the mainstay.

"That is the trouble," Gorelick said. "What we need are games that are different." Louis Morris also said that play on games is generally down.

Other conditions affecting the coin machine industry in the St. Louis area remain about the same. There has been no legislative problem threatening the industry nor has there been any significant changes or trends in commission arrangements.

### New Locations

Operators here as well as elsewhere are always out for new locations, men in the field related, but these are not confined to any particular business establishment.

Joseph McCormick of Musical Sales Company said that business is good and George Schroeder of George Glass Distributing Company also reports that sales to operators are very good.

McCormick said that sales have picked up because of Rock-Ola's compact Princess lines. The machines are down in price which is of interest to operators, and they are built to provide 33 and 45 play records and other features, he said.

Schroeder said business at George Glass Distributing Company was very good. Operators are continuing to buy new music equipment and as a sub-distributor of games, the company is doing a fair amount of business, he adds.

Nissenbaum also pointed out

## Denver Business Up Slightly

Continued from page 43

of Mitch Miller sing-along music," Savio said. "This was grabbed up immediately by every operator who has stereo installations, simply because it was a top-notch group of selections, with plenty of pulling power on location. Most operators complained, however, that they need many more releases, and a wider choice of artists, before the stereo equipment will pay the sort of dividends it should."

### 33 Speed

Largely the same conditions hold true with 33 r.p.m. records. Here, while it is true that most phonographs are being sold with 33 speed, the scarcity of worthwhile numbers on 33 records makes the operator decide to buy the 45 disks instead. There are very few instances in which an operator will choose 33 over 45 if he can get the same numbers in both speeds. The general feeling seems to be that 33 has a long way to go, according to the average operator.

The game picture shows increasing popularity of participation type games, mostly bowlers, and shuffle alleys, with pin games running a distant third. Because of the over-all tighter money situation, and because there is plenty of choice in participation games so that two or more can play, these machines are showing better collections than any other type of amusement equipment.

There is a definite shortage of used games of all types, however, through the entire area, indicating that operators are "beefing up" locations with amusement machines wherever possible.

No significant changes in commission arrangements have occurred in Denver for the past five years. During that time front-money contracts, or space leasing, has just about vanished from the area. Around 90 per cent of the total phonograph locations in Denver, and other major Colorado cities are pegged at 50-50, with a

few 60-40 locations where 20 play machines with accumulated chutes are concerned. Location owners, by and large, appear to be satisfied with the 50-50 split although operators, of course, voice the perennial complaint that the cost of equipment, records, labor etc., is going up but that they must be content with the same cut.

### Distributor Sales

Distributors everywhere report that sales are "holding their own" in most instances equal to those of last year at the same time, and in a few isolated areas, down a few percentage points. It is obvious some distributors report, that operators who are worried about slow collections have attempted to rectify the situation by buying new equipment, usually with a fair amount of success. All Denver distributors are looking into more liberal financing plans, spending more time with location owners on the route, in the effort to keep the market active.

Among the most conspicuous new location types which have developed in Denver in the past year have been coin-operated laundries and coin-operated dry cleaning plants, where customers find themselves with considerable amount of time on hand, after depositing their clothing, and slipping in a coin.

New shopping centers, springing up in every direction, have created more phonograph and amusement spots, as have more than 20 bowling alleys, built during the past 12 months. Highway discount centers to date have not penetrated the Denver market, operators agree.

The general picture is one of much more optimism that prevailed earlier — when disappointments were more likely to be the case. "I expected it to be a bad year, but actually, returns have kept up with 1960" was the comment most often made by Colorado operators.

## Business Slumps in Cleveland

Continued from page 43

owner Charles Comella reports, with a summer lull beginning to subside.

### Stereo Push

Comella is giving stereo a big push, he said, for it offers listeners real music for the first time and the 33's are less difficult to get with greater variety.

High-scoring, bonus-giving bowlers are Cadillac's most popular game. New suburban locations have been the biggest part of Cadillac's growth this year.

Sanford and Robert Levine, heads of the Atlas Music Company, report a 5 to 6 per cent increase in business this fall, but they declined to make further business comments.

### Lease Arrangements

According to C. M. Music boss Charles E. Metro, ball bowlers are topping games, but shuffles get good action, too. Metro said that 75 per cent of his machines are now on lease arrangements. The firm has made only two new purchases this year, placing these machines in best locations and moving older ones down the line.

Edward Kenney, owner of Kenney's Amusements, notes a 10 per cent increase in this fall's music and game collections. He's not pushing stereo—only 10 per cent of his boxes are so equipped. Also finds 33's hard to get.

Popularity among Kenney's games is with shuffle bowlers. He said he rotates his best machines

that in addition to the five-ball and bowlers that are remaining as mainstays in games, there has been an increase in play on bumper pool tables.

around his circuit of locations every 90 days. Front money demands seem to be on the increase, Kenney reported, but he expects them to diminish as business gets better.

Samco Amusement boss, Sam Soloman, reports a 6 per cent increase in music and game collections. He also finds the merchandising of 33 stereo packages a good stimulus for play but too hard to get.

"All records sound the same after two beers," James W. Burke, Modern Music head said, explaining why he wasn't pushing stereo on 33's. Burke reported an upward—no estimate—trend in his music collections.

Alfred Attewell, Attewell Music Company boss, sees a good year ahead, with a 10 per cent increase over last year. Collections for September were nearly 15 per cent over those in August and Attewell has found some new and better locations for some poor ones he discarded.

### Suburban Market

Robert Rothenberg of J. L. Music reports a 10 to 12 per cent drop in this fall's music collections, with a slightly larger decrease in games. Rothenberg expressed no faith in 33's, but said the firm finds stereo is stimulating play. J. L. has found a good but slow market for music in the suburbs.

Music and game collections are about the same this year as last at Lescook Amusements, H. Frank Lescook reported. The stereo picture looks bright, he said, but 33's are difficult to get. Lease arrangements are catching on fast for Lescook. The firm stays mainly within the city limits, but there have been some recent prospects for expansion in the outlying areas.

## Phila. Business 'Like Last Year'; Ops Cry for New Novelty Games

By GEORGE METZGER

PHILADELPHIA — Collections from games and music are pretty much the same this year as they were at the same point of 1960, most coinmen agreed.

However, they saw a trend coming that might cause collections to go up "just slightly" before the end of the year.

There was a cry from most every coinman for "new games."

Such leading industry voices as

### Mid-South Ops

Continued from page 43

anyone under 21 in places where beer is sold cannot—have reduced play.

Allen Y. Keller, Central Amusement Company, reports the shuffleboard is holding up well for him. His collections are slightly down, but he expects a business pick-up to put 1961 over 1960 in revenue.

There is nothing new in commission arrangements between operators and location owners in the area. It is still a 50-50 split. Some operators, to provide locations, lease restaurants and provide persons to operate them.

There are few new type locations. Some big wholesale mart type stores have provided some for operators in the suburban area.

Drew Canale, Canale Amusement Company, reports his collections about the same, expects a slight pick-up as the fall goes on.

### New Equipment

Distributors are selling about as much new equipment now as at this time last year, in some cases slightly less, others slightly more, for an average of about the same.

Charles McDowell, general manager of Southern Amusement Company, said new equipment sales are "a little down from this time last year. Our biggest demand is for good late model novelty games and pinballs.

"The sale of new equipment now is not as good as it could be."

He, like Sammons, foresees an economic pick-up in the area which will be better than 1960.

David Rosen, of the firm that bears his name, and Albert M. Rodstein, president of Banner Specialty, said they think a new novelty game would do wonders for the business.

### Novelty Business

"After all, this is a novelty business and there hasn't been new novelties out for quite a while," Rodstein said. "What we need is something different."

Rosen echoed almost the same words. He added that all the manufacturers have been doing for a while now is repeating old gimmicks.

Rosen pointed out that new areas are opening up all the time for operators to use as game and music stops. He said juke boxes are being accepted more and more in the better locations.

### New Locations

Example of new kinds of locations are the large discount stores, variety stores and giant bowling lanes that are opening. The stores are especially ripe for kiddie rides, most operators agreed.

As for commissions and front money, there has been no change in the area.

Some coinmen place the fault right on the operators. "They just don't do a job of selling," one of them remarked. "If they would only try they could no doubt get a better deal at many locations."

### Merchandising

Another said the secret lies in merchandising. "If they would only start merchandising their business they would do much better," he said. "I have and it paid off."

It is no secret that the cost of machines is going up all the time. But as one operator put it, although the capital investment keeps getting greater, so does the return.

There seems no trend toward the purchasing of more new equipment on the part of the operators. It is pretty much the same ratio of new-used equipment as always.

Those who export all agreed that this market is holding up very well. They seemed to think it is better now than it was a year ago.

# Man Ops Submit Plans for Service, Business, Buying Pool

HAMBURG — West German phonograph operators are moving to organize operating co-operatives as a solution to ever-mounting overhead.

The various German co-op schemes have these points in common:

1. Merging all servicing functions in any given area, the consolidated servicing organization taking charge of all phonographs in the area.
2. Consolidation of certain administrative and business functions here applicable and practical.
3. Unified music programming.

4. Pooled purchasing of phonograph records and equipment.
5. "Rationalization" of trade practices.

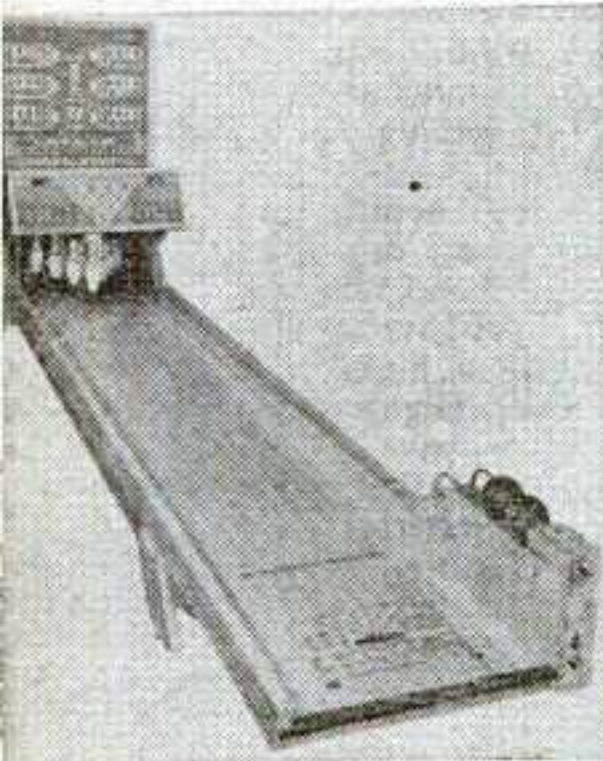
Most of the co-op schemes now under consideration would organize operators by geographical area. Operators would simply merge their enterprises into a single organization, and would share in the co-operative according to what they put into it in the way of equipment and locations.

A single servicing organization would then be created to handle all phonographs belonging to the co-op in the given area, and one-stop operations would become the order of business.

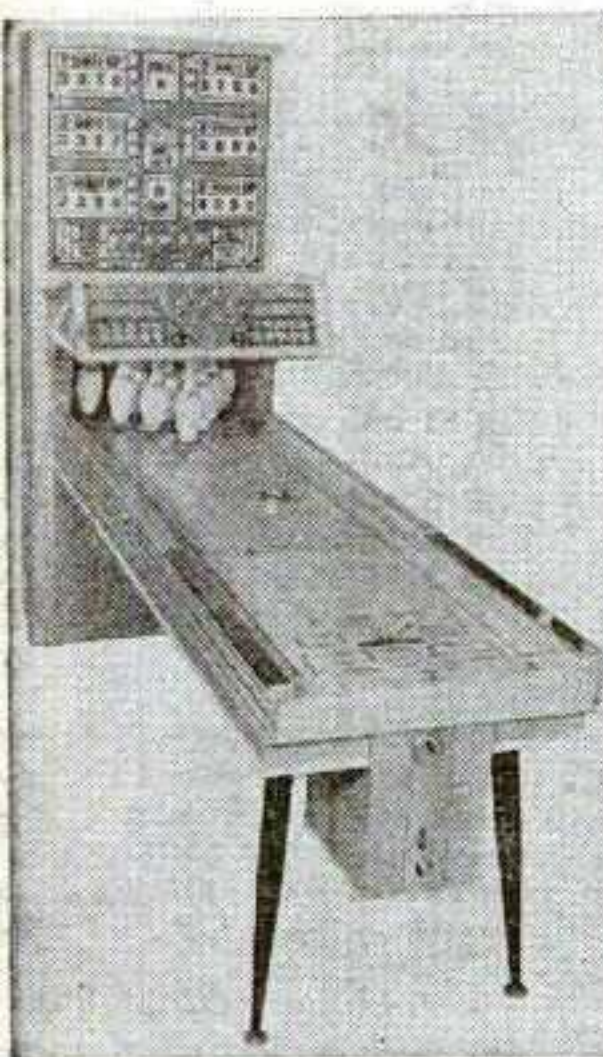
However, this would be only the beginning, and the Germans discern many possibilities within the framework of the co-op idea. Obviously, if a single service organization would suffice for a given geographic area, so would a single business and administrative organization.

And music programming could

# United Gives Bonus on Two New Games



7 Star Bowling Alley



Stardust Shuffle Alley

CHICAGO—A new game called Bonus is featured in each of United's new models—7 Star Bowling Alley, with seven different ways to play, and Stardust Shuffle Alley, also with the same seven game features.

Seven Star Bowling Alley comes in 13 and 16-foot lengths with four and eight-foot sections available. Stardust comes in the standard eight-and-a-half-foot length.

The game Bonus is similar to regulation except that the player gets an extra shot in each frame if he gets a strike. Perfect score is 570 for 21 strikes.

Other games in both 7 Star and Stardust are Strikes (one ball per frame), Flash (traveling lights for high score), progressive, regulation, advance and spares.

Both the bowler and the shuffle alley have modernized cabinets in attractive multi-color design. Stardust in particular has extensive stainless steel trim and stainless steel front rail.

Delivery on both models is being made immediately.

# U. S. GRAND JURY RETURNING N. Y. MOA RECORDS

NEW YORK—A Federal Grand Jury this week returned to the officers of the Music Operators of New York its books and records. The Grand Jury had been conducting an investigation to determine if the Association had violated any federal anti-trust laws. According to general practice, the return of the books usually indicates that there is insufficient evidence of wrongdoing for an indictment.

be similarly unified. Most music programming, it is conceded, is on a hit-or-miss basis. Ten or 20 operators banded together in a co-op could afford a professional music programming service beyond the resources of any single operator.

But the keenest minds occupied with the co-op planning are looking far beyond the obvious advantages of consolidated servicing and administration and music programming. The major argument in this country concerns pooled equipment purchasing.

A co-op not only could finance equipment purchasing much more advantageously than the single operator, but by pooling purchasing the co-op could save substantially on equipment.

# Milwaukee Round-Up

Continued from page 43

don't need stereo to improve the action."

According to Doug Opitz, Wisconsin Novelty Company, "Stereo died a fast death around here. The average tavern is so noisy that stereo music is completely ignored."

Music equipment purchases are also under last year's figures. Coinmen claim they are buying about half as many new juke boxes as they did during 1960. Demand is up sharply for good used juke boxes and games.

Arcade business has suffered a steep fall. Enforcement of a long forgotten municipal law which prohibits those under the age of 18 from entering arcades unless accompanied by a parent has severely restricted traffic.

What about highway discount centers and suburban shopping development areas as a new type of location? Local operators have shied away from them for two basic reasons, they say: 1. The shopping center promoters generally have already leased out the coin machine concessions prior to the grand opening, and 2. such spots require an abundance of equipment on the order of an arcade.

# United, Inc., of Wisconsin Giving Up Its Wurlitzer Distributorship

MILWAUKEE—After 13 years as the Wurlitzer distributor in Wisconsin and the upper peninsula of Michigan, United, Inc., has given up the line. The territory is being taken over by Sandler Distributing Company, Minneapolis. Sandler is the Wurlitzer distributor in Minnesota and North and South Dakota.

According to Harry Jacobs Jr., United president: "We are definitely not going out of the coin machine business. Our plans call for expanding our music and games routes and placing greater emphasis on some allied interests. We will be available to other coinmen for service and will continue to sell both new and used music and games equipment."

Jacobs this week trimmed his company roster from 12 to six employees. Staffer Erv Hoeth will stay on as a salesman. He will solicit locations for the firm's music

and games routes and will also promote background music.

United, Inc., will retain the Bally game line on a direct factory basis. It also has the State distributorship of the Tape-A-Thon background music equipment line.

**"Different!"**

\* Says OPERATOR D. K.

SEE NATIONAL . . . PAGE 49

Give The **UNITED** Way

# Pickering Charges Unfair Competition On Wico's Stylus

CHICAGO — Pickering and Company, manufacturer of a stylus assembly for Seeburg juke boxes, has filed a suit in U. S. District Court here seeking to enjoin Wico Corporation from marketing a similar model.

Pickering President Walter O. Stanton said that company tests of the Wico stylus assembly indicated it was "not up to Pickering's standards."

Pickering is charging unfair competition and patent infringement, and claiming treble damages.

Pickering President Stanton noted that the Wico product, reportedly imported from Switzerland, is a close copy of the Pickering model that even he has trouble telling them apart on sight.

Wico attorneys indicated that the Pickering suit cites two patent infringements "one of which mentions a product that Wico doesn't manufacture or sell." The other involves a product that "everybody sells and is regularly imported."

Wico attorneys further questioned the validity of the patents involved and said they would file an answer shortly to the Pickering charge.

The Pickering stylus assembly includes a sapphire needle, armature, damping material and mounting and is sold by Seeburg for \$3.75 per pair.

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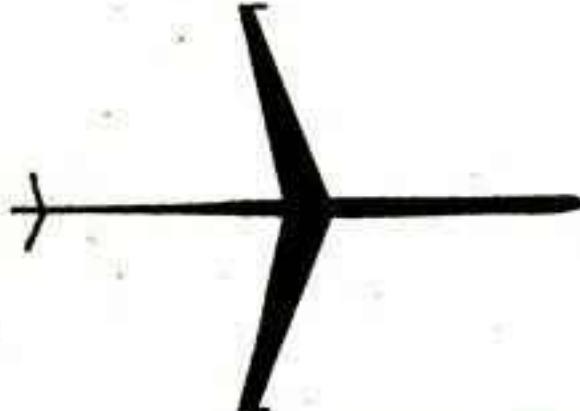
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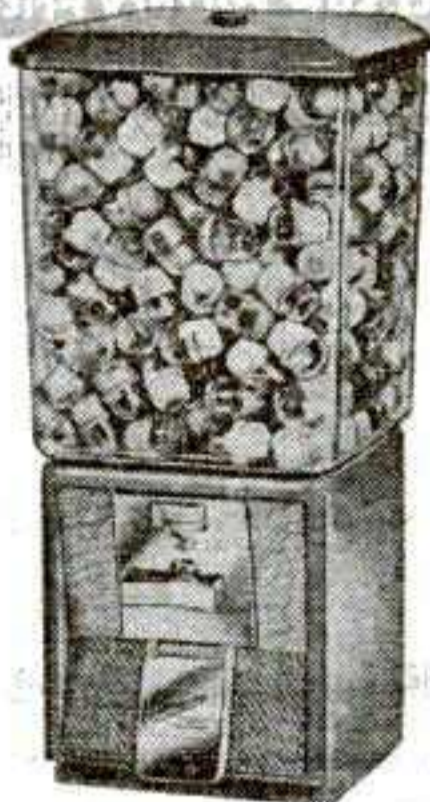
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**NAMA Counsel Credited With Defeat of Coin Machine Tax Bills in 19 State Legislatures**

CHICAGO — So far this year, 19 State per-machine tax bills have been defeated in the various State legislatures, with one still pending, according to Richard W. Funk, legislative counsel for the National Automatic Merchandising Association. No major legislation, adverse to the vending industry, has been passed this year.

Funk explained that NAMA reviewed 1,300 State bills this year, with 500 of them reported in detail to the NAMA membership. The summary was prepared jointly with Sidney S. Kallick, NAMA Western counsel, and John Insalata, assistant NAMA counsel.

As of September 1, a total of 19 State per-machine tax bills had been defeated, with one still pending. Four States had proposed eight bills to ban the vending of cigarettes, but all were stopped, Funk said.

**Taxes Repealed**

Among other advances were the repeal of five important existing local per-machine tax ordinances and the defeat of eight proposed local per-machine bills.

In the public health area, State codes meeting NAMA requirements were enacted in Connecticut and

California and local regulations of similar nature were adopted in Philadelphia, Clayton, Mo., and Kalamazoo County, Michigan.

Funk said that NAMA action prevented the enactment of seven State bills which would have restricted vending. Among these was a Connecticut proposal to shut down all vending machines one day a week, and an Ohio proposal requiring a special cigaret license of \$100 which included licensing of manufacturer salesmen, filing of all location contracts and other nuisance provisions showing lack of understanding of the vending industry.

**Anti-Slug Law**

The introduction in the Congress of important NAMA-sponsored amendments to the federal anti-slug law was rated a major accomplishment by Funk, with favorable results expected possibly before Congress adjourns.

In summarizing the legislative year for vending, Funk pointed to the significant increase of local per-machine tax problems since last spring.

"The increasing importance of the vending business itself, the circulation of background information about vending by city officials among each other, and the continued confusion, in spite of all this, about all types of coin-operated devices and their function are largely responsible for these

increased problems," Funk explained.

**Taxing Mix-Up**

He reported the emergence of county government bodies in search of tax revenues, and the growing conflict of authority in taxing among States, cities and counties as important factors in the legislative picture affecting vending today.

"Theft and robbery of vending machines have increased to such a point this year that two States have countered by considering to make such break-ins a specific criminal offense," said Funk.

"We are beginning an organized effort to acquaint lawmakers with the problems which sales taxes produce for the vending industry, because we foresee hard problems ahead as more States enact additional and broader sales tax levies," he reported.

Funk, who became NAMA legislative counsel early this year, has spent a good part of 1961 in the field, leading NAMA members' efforts to defeat unfair and discriminatory tax and legislative proposals.

Other important proposals which required NAMA action include labeling provisions for sandwiches, candy and beverage ingredients, the review states.

The full report is being sent to all NAMA members and may be requested by other operators who are interested.

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Cashew, Whole	.70
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Mixed Nuts	.57
Baby Chicks	.32
Rainbow Peanuts	.32
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Rain-Bio Gum, 72 ct.	\$ .32
Malt-Elite, 100 ct., per 100	.38
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**Bulk Banter**

The Jason Koritz family, owners of the Marjay Vending Company here, was host to St. Louis area bulk venders, their wives and two officials of the National Venders Association at a party at their home, 562 North Mosley Road, Creve Coeur (St. Louis municipality).

The bulkmen did not get completely away from the business but in general, discussions ranged from children to international affairs. The affair provided an opportunity for many of the wives to meet each other, as well as to meet men in the same industry.

The party was held the evening following the charter meeting (1) of the Missouri State Bulk Vendors Association in dining room facilities of a local motel in St. Louis county. Attending both events were Jane Mason, executive secretary of NVA and sales manager of Leaf Brand Inc., and Rolfe Lobell, Leaf Brand vice-president and a member of the NVA board.

Mark Koritz and his fiancée, Susan Koplar Rosen, assisted his parents Mr. and Mrs. Jason Koritz in hosting the party. The social event rounded out a well-spent day.

Sam Phillips met Andrew J. Pennella when Phillips touring Israel and Europe during the summer. Pennella was then manager of the Sheraton-Tel Aviv Hotel in Israel. Recently, Phillips learned that Pennella has taken over as general manager of the Sheraton-Jefferson Hotel in St. Louis, but he has not had the opportunity to renew acquaintances as yet.

**NAMA Shows  
Good Results**

CHICAGO — National Automatic Merchandising Association's program of promoting activity at the State council level was impressively successful during the past month.

Formation of the Pennsylvania Automatic Merchandising Council, September 16, brought to nine the number of such groups chartered by the national association. More than 60 vending executives throughout the State attended the organization meeting in Hershey.

NAMA staff members also met during the month with council leaders in Louisiana and Maryland to launch a year-long program in  
(Continued on page 47)

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NAMA Results

Continued from page 46

public relations, public health and legislation.

Northwest

A meeting of the Northwest Automatic Merchandising Council, September 16, brought 75 operators from Washington and Oregon to Spokane, Wash., to discuss preparations of a legislative program for 1963.

California Automatic Vendors Association, now a NAMA State council, held its annual meeting in Las Vegas, September 22-23.

The agenda included progress reports on public health, public relations and legislative programs, a vending repairman and routeman school, and a report by NAMA executive director Thomas B. Hungerford on national events.

Panel Discussions

Two panel discussions dealing with the future rule of independent and national operating companies also were featured.

In Connecticut, upwards of 95 operators attended a special conference, September 14, featuring a talk by Attilio Frassinelli, commissioner of the Connecticut Department of Consumer Protection.

Carolina Bulk Vending Assn. Elects New Slate of Officers

CHARLOTTE, N. C. — Leo Winecoff was elected president of the Carolina Bulk Vendors Association at the group's annual meeting, held here early this month.

Elected to the board of directors were Les Smith, chairman, and Armand Brodie, William Dennis, Harry P. Frohman, Frank Batte, Jack Thompson and Leo Winecoff.

Dues of \$5 a month were approved for regular members, with suppliers eligible for membership at an annual fee of \$25.

Bylaws were adopted, and a code of ethics will be presented for adoption at the next scheduled meeting.

procedures required by the State under the new vending-health law which went into effect October 1.

ber bulk operators in the area will be mailed.

The Carolina group is affiliated with NVA, and all members are required to belong to the national association. The CBVA plans to attend the 1962 NVA convention in a group, with at least 25 operators making the show.

The CBVA announced that several of its members have qualified for franchises under a master contract to operate machines on behalf of the North Carolina Association for Retarded Children, the South Carolina Association for Retarded Children and the Tennessee Association for Retarded Children.

Next meeting of the association will be in Charlotte December 10.

Tennessee Bulk Assn. Delaying Initiation Fee Payments Till Jan.

MEMPHIS — The organizing Tennessee Bulk Vendors Association voted at its October meeting to delay initiation fees on new members until January, 1962.

The association, begun in Memphis earlier this year with hopes of expanding State-wide, admitted two new Memphis members at the recent meeting.

They are A. P. Lawing, Lawing Vending Company, and Roy Linyard, Linyard Vending Company.

Legislative Drive

Each member pays \$1 a month dues, which members hope will build into a sufficient fund by the time the 1963 Legislature meets for them to finance a mailing and personal contract campaign which will give them a voice on legislation affecting them.

Purpose of the association is to try to amend present tax laws to make them more practical, especially in regard to the present

necessity of keeping a stamp on each penny gum ball machine, which often is lost by breakage or scraped off by children.

Attending the October meeting were these Memphis vending company owners:

C. D. Gill, J. J. Dearing, Joe Burstyne, J. R. Herndon, Charles W. Holland, Andrew T. Manning, Leonard Robbins, Robert L. Roll, Jimmie Wilkie, J. W. Dawson, Harold Troxel, and the two new members.

The group met for dinner at Ray Gammon's Restaurant, 2374 Summer. They had been meeting at Bill & Jim's Restaurant, 1835 Madison.

The association has not decided where next month's meeting will be. That will be decided later and each member notified. Meetings are scheduled for the first Tuesday of each month.

The association invites other bulk vending operators in Tennessee to join with them in building up the association.

Fifty-Cent Change Making Unit Hikes Laundry Location Take

DENVER — There's no more logical point at which to spot bulk vending machines than those where the customer is already digging for change, according to Lou Malone, head of the big Kap's Vending Company, here.

Malone has made a big thing from coin-operated laundries and dry cleaning plants which have sprung up throughout the Denver area. One of the absolute essentials of these "do it yourself" laundries is a coin changer which changes half dollars into the appropriate dimes and nickels for operating washers, extractors, and dryers.

Since most of the coin changers, for the sake of protection, are mounted on a wall, where they can be bolted securely to the studs or supporting columns, there is usually plenty of room immediately below them for a bulk vending stand.

Malone usually uses triple-head stands, directly below the coin changer, where 19 of 20 women, approaching the coin changer, have just dug into their pocketbooks, and come up with a few pennies and nickels, along with the half dollars and quarters which they wish to change.

If the laundry customer is a mother, and she finds three or four pennies in her change, the chances are that she will immediately invest them in gum, candy mix, charms, or capsules, to entertain the youngsters.

Malone's experience has been that associating a bulk vander directly with the coin changer in such locations can mean as much as 20 per cent better play. Particularly significant is the large number of nickels which a single 5-cent vander usually incorporated with two penny machines takes in. Nickels, of course, are not too useful in a coin operated laundry.

BIG SAVINGS on BALL AND VENDING GUMS

Direct Low-Factory Prices Bubble Ball Gum, 140, 170 G 210 ct. & Giant Size, 28 1/2 lb. Chicle Ball Gum, 130 ct. 36 1/2 lb. Clor-o-Vend Ball Gum, 41 1/2 lb. Clor-o-Vend Chicks, 320 ct. 41 1/2 lb. Chicle Chicks, 320 & 520 ct. 37 1/2 lb. Bubble Chicks, 320 G 520 ct. 29 1/2 lb. Tab (short stick), 100 ct. 38¢ box 5-Stick Gum, 100 packs \$1.90 F.O.B. Factory 150 lb. lots. AMERICAN CHEWING PRODUCTS 26 years of manufacturing experience 4th & Mt. Pleasant • Newark 4, N. J.

Say You Saw It in Billboard Music Week

JUMBO FOOTBALLS \$10.00 per M in 5 M lots. Gold or silver plating. Big and beautiful—perfect vending size—Regular size in gold or silver \$4.00 per M in 5 M lots. SURE LOCK, the perfect capsule. Patent No. 2762411. Outstanding items. Send \$2.50 and receive 100 quality filled capsules. Contains our complete line. FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms. The PENNY KING Company 2534 Mission Street, Pittsburgh 3, Pa. World's Largest Selection of Miniature Charms

Time payments available on Oak machines through all distributors. WE HAVE oaks' "PREMIERE" Ball Gum and Picture Card Vendor. This is the only machine in the world that operates for 2c and as such is a proven profit producer—\$16 gross on every fill. As an added feature, each machine is water-proofed to protect both gum and cards. Perfectly legal in every city in the U.S., the "Premiere" holds 800 cards and 1000 ball gum. OAK MANUFACTURING COMPANY, INC. 11411 Knightsbridge Ave., Culver City, California

BULK MERCHANDISE table with columns for Pack Lbs., Per Lb., and items like Cashews, Mixed Nuts, Spanish Peanuts, etc.

ACCESSORIES table with items like Single Floor Stand, Dbl. Cross Bars for Above, Triple Cross Bars for Above, etc.

Rake Coin Machine Exchange 609-A Spring Garden St., Philadelphia 23, Pa. Walnut 5-2676

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**GOTTLIEB'S NEW CORRAL**

RIP-SNORTIN' HIGH-SPEED ACTION!  
 ROUNDS UP THE PLAYERS—CORRALS THE PROFITS!  
 PUT YOUR BRAND ON THIS ONE NOW—ORDER TODAY!

6-POCKET Slate Top POOL TABLES  
 Completely Reconditioned **\$150**

4 WURLITZER 2300 PHONOS— **\$575** EA.  
 Like New!

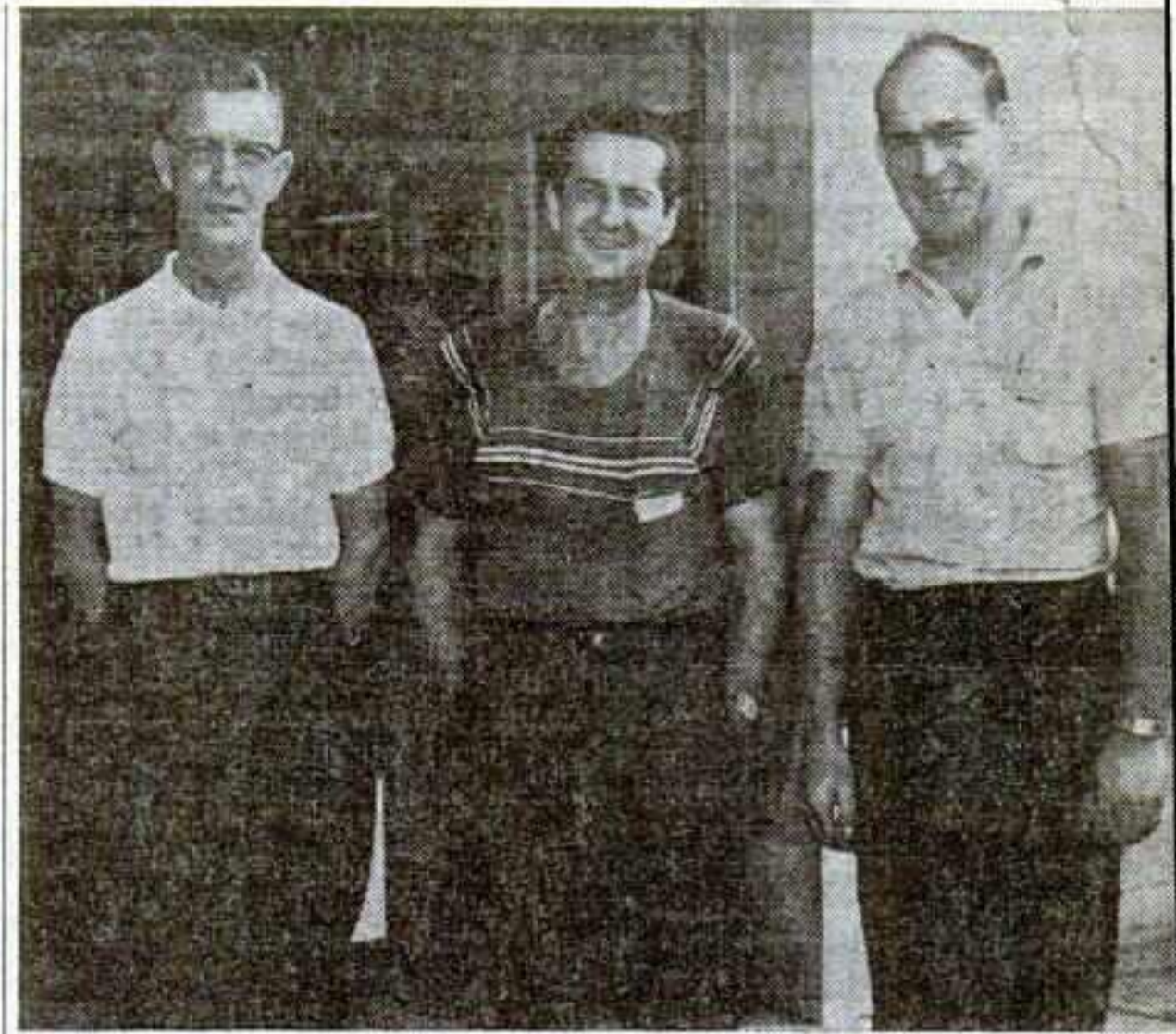
14-foot Small-Ball BOWLERS—  
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 All Gottlieb Games Manufactured from 1950 thru 1961.  
**HIGHEST PRICES PAID!**  
 Write!  
**NATIONAL COIN MACHINE EXCHANGE**  
 1411-13 Diversey, Chicago 14, Ill.  
 Buckingham 1-8211

GIVE TO DAMON RUNYON CANCER FUND



ROYAL'S OFFICE WORK is in the capable hands of Mary Kuehner, Maxine Meale and Wilma Dill. The girls handle the record-keeping for Royal's entire international operation.



SUPERVISING THE BEHIND-THE-SCENE ACTIVITY at Royal are Clarence Anderson, shipping and receiving clerk; Paul Haberthier, shop manager, and Jack Silvernell, assistant shop foreman. The firm's new quarters has an enlarged loading dock that can accommodate up to three trucks at separate levels and has an electric fork-lift truck to facilitate moving.

## Big Crowd at Royal Plant Bash

CINCINNATI — Some 744 adults and what appeared to be twice as many children turned out at the recent open house to cele-

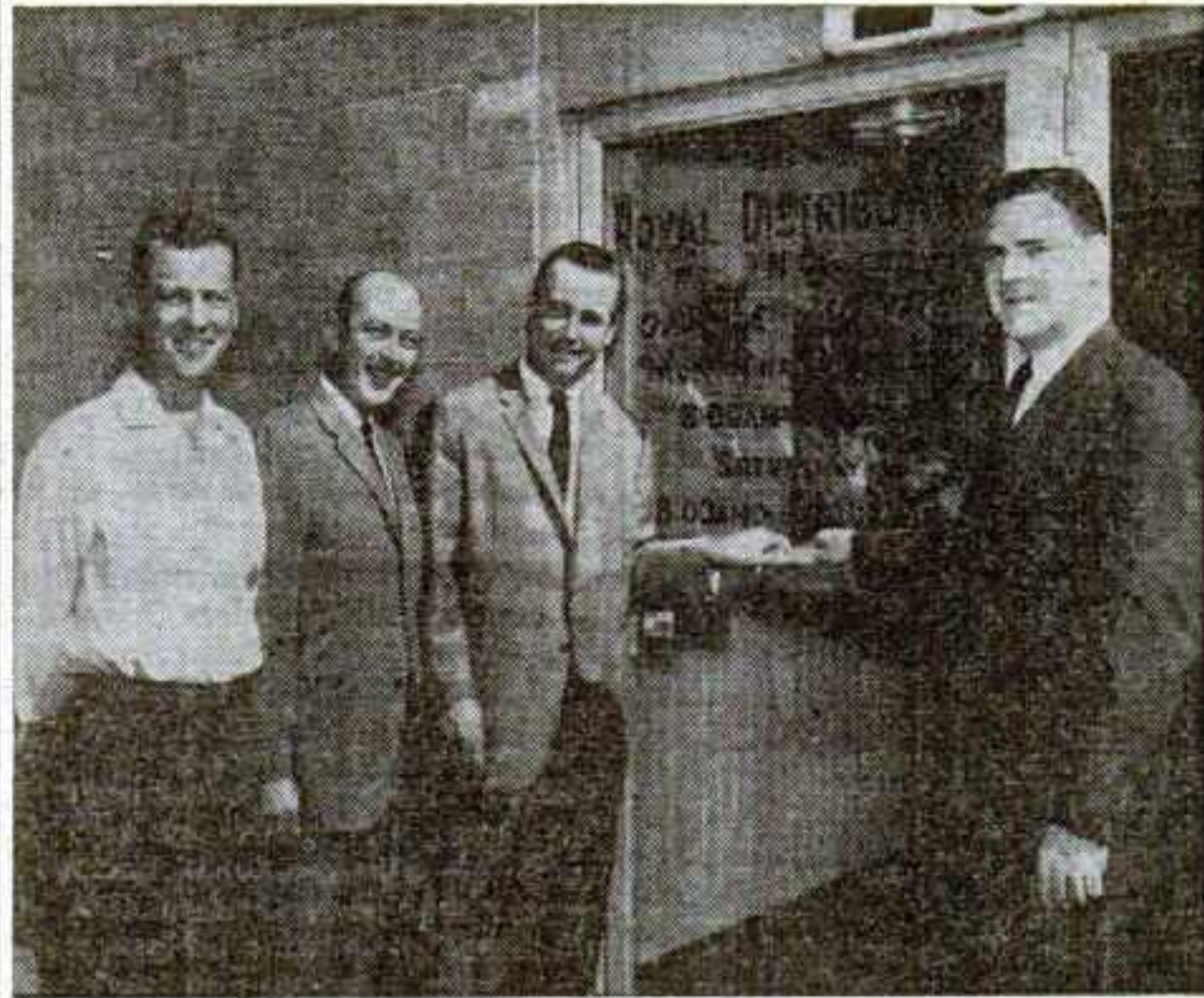
brate the opening of Royal Distributing's new building here.

The youngsters were given a total of 2,367 kiddie rides, courtesy of the house, with Royal employees Thornton Stitt and Al Moermond in charge of the rides.

Winners of major door prizes were: Bill Dornett, Cinco Novelty, a Pro Hockey game; Bob Badgley, Tri-County Vending, Marksman Gun; Lowell Clark, Clark Candy and Tobacco, Tim Buc Too, and William Frodge, Ripley, O., Skill Ball.

Other door prize winners were: Jim Donnelly, Carl Keller, Dick Ditmer, Bill Frodge, Rickey Ditmer, Nancy Sapatin, Joe Craig, Dick Stillmaker, Mrs. Joe Parisi, Charles Dearth, M. Wonderly and Robert Borad.

Clarence Anderson, in charge of the bar, reported that the guests consumed 1,880 bottles of soft drinks, 900 bottles of beer and 27 fifths of other liquids.



HAROLD HOFFMAN (right), manager of Royal Distributing Company, stands in front of the firm's new quarters opened recently. It contains some 22,000 square feet of floor space and has complete parts, showroom, service, and record one-stop facilities under one roof. Looking on with Hoffman are (left to right) Paul Himberg and Matt Maley, salesmen, and Clint Shockey, sales manager.

### UPRIGHT SPECIALS!!

- |   |                                 |
|---|---------------------------------|
| Midway Joker Ball.....\$165.00            | Auto-Bell Galloping             |
| Auto-Bell Horoscope .... 175.00           | Dominoes .....\$100.00          |
| Keeney Red Arrow ..... 325.00             | Auto-Bell Wagon Wheel.. 75.00   |
| Auto-Bell Mermaid ..... 125.00            | Auto-Bell Circus Days.... 75.00 |
| Auto-Bell Super Circus ... 125.00         | Games' Double Shot..... 95.00   |
| Keeney's Criss Cross Diamond.....\$150.00 | Keeney's Touchdown .... 150.00  |

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THE MUSIC IS PERSONALIZED AT

COLLEGE GRILL

PRESENTS

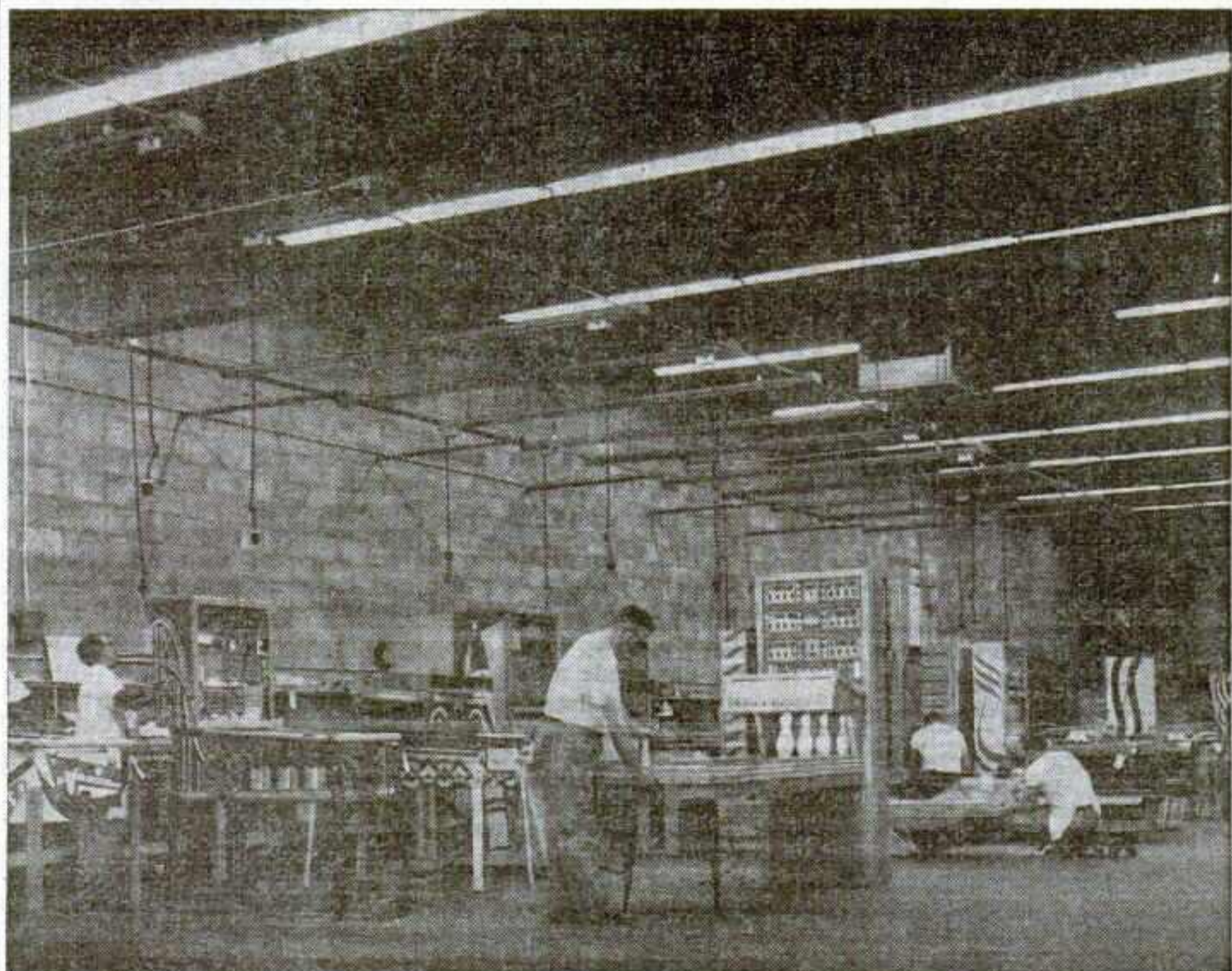
Artist of the Week

IN CAMBRIDGE MASS.

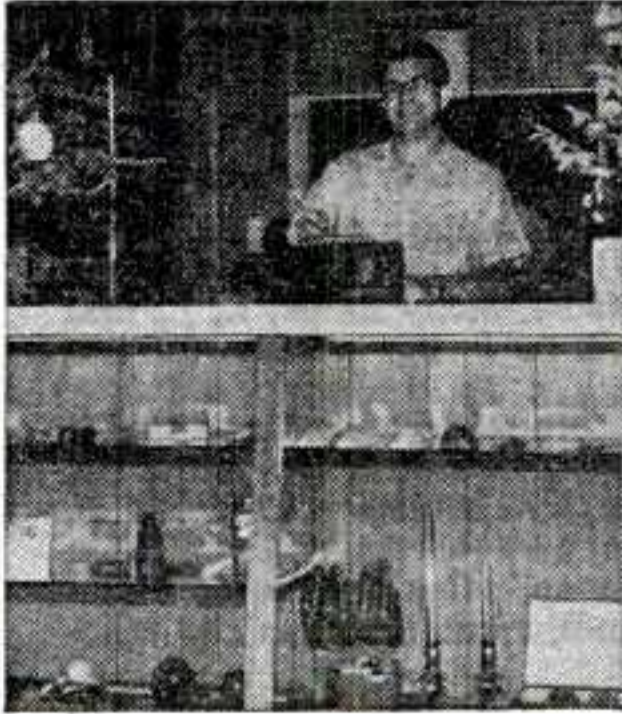
This popular spot proudly presents Seeburg's great Artist of the Week music "personally." So do top locations everywhere. Customers know they can always hear the newest 33 1/2 albums in matchless stereo hi-fi. Location and operator both profit most.

**SEEBURG**  
 ...personalized for every location

The Seeburg Sales Corporation, Chicago 22



NEW SHOP AREA FOR ROYAL DISTRIBUTING COMPANY, CINCINNATI, has ample room for the firm's large-scale activities. Here new games are uncrated, checked and shipped out. Used equipment is brought in, reconditioned and shipped out. Royal now ships all over the world and represents some 14 coin machine manufacturers. Note the modern over-head trolleys with electrical outlets.



ROYAL IS ONE OF THE FEW coin machine distributors that also is a complete one-stop under the same roof. Paul Smith, assistant manager, and Jack Pierce, manager, handle the record department. Al Fowler (right) heads Royal's sizable parts department.

# EUROPEAN NEWS BRIEFS

## Eng. Makers Greet Common Market

BRUSSELS—Entry of Britain into the European Common Market will vastly stimulate British production of coin machines, primarily phonographs and games. This prediction is made by European coin machine trade experts who are here observing negotiations to affiliate-Britain with the Common Market. British trade circles are openly jubilant at the vistas they see now opening for the long-retarded United Kingdom coin machine manufacturers.

While some segments of British industry are concerned about losing the Commonwealth market, these misgivings are noticeably absent among coin machine manufacturers. There is considerable resentment among British producers that the U. K., in the coin machine field, is caught in a competitive vice between the United States and Continental competition, mainly the West Germans.

A British trade source complained, "We have magnificent electronics and engineering industries. We produce high-quality coin machines of all types, but we have simply been unable to find a market. But membership in the Common Market should solve our problem; at least it will enable us to compete on equal terms with our Continental competitors for the Continental market."

## Dutch Finding Service Imperative

AMSTERDAM—Servicing is being emphasized as a selling point in the hotly competitive Dutch juke box market. All major U. S. and West German manufacturers competing for the Dutch market are going overboard to promote their boxes through servicing.

For example, the West German firm of N.S.M., which produces the Fanfare juke box, brings technicians from client firms in Holland to the N.S.M. plant at Bingen for servicing instruction. This practice has been adopted generally by U. S. firms with suitable facilities on the Continent.

AMI not only offers servicing courses but makes a fetish of issuing elaborate servicing manuals printed in six languages. This emphasis on servicing is the outgrowth of the fierce operator versus location ownership rivalry which has persuaded most Continental operators that they can stay in business only by improving servicing.

## Locations Hit SACEM Payments

PARIS—French juke box locations are opening a drive to reduce copyright royalty payments to SACEM, the French performing rights organization. Locations, which in France are liable for royalty payments, complain that present fees have proved to be exorbitant. The association of Hotel Proprietors, which is representing locations, contends that the present scale was established as an experiment, and has proved unworkable in practice.

SACEM originally received between 20 and 30 per cent of gross box collections, but this scale proved disastrously unfeasible, and the copyright society agreed to reduce the scale by 25 to 30 per cent. However, according to the hotel association, even the reduced scale is excessive. SACEM has been under criticism recently for spending too much money on administration and investing the organization's funds in business enterprises.

## Ops Advise Careful Programming

FRANKFURT — West German operator associations are advising their members to concentrate on better music programming as an alternative to the investment in expensive boxes. Locations are being told bluntly that the present economics of juke box operation make it impossible for operators to supply locations with both flashy boxes and the latest top tunes.

Better a more modest box with expert music programming, the locations are advised. German operators are becoming increasingly partial to the 100 and even 40-selection boxes over the 200-selection models. The smaller boxes are much cheaper to keep stocked in top tunes, and, when properly programmed, they gross better in relation to the investment than prestige boxes.

## Bavarian Ops Award Koehler a Pin

MUNICH — The Bavarian Operators Association has awarded Alfred Koehler a gold pin commemorating his 30 years of activity in the coin machine trade. Koehler, 73, is a long-time officer of the Bavarian Association. The pin is the first such award ever made by the Bavarian operators' organization. In Hamburg, another veteran of the German trade, Franz Treuten, is observing a double anniversary—his 40th year as an operator and this 30th year as a member of the Hamburg operators association. Treuten was one of the founders of the Hamburg association and served as its chairman for many years.

## Two New German Payout Machines

COLOGNE—Winkler GmbH of Cologne is introducing two new payouts on the German market, Metromat and Veromat Super. The machines have six main features, according to Winkler: A timing delay device guaranteeing equal chances for each play; 10 plays prepaid; quality engineering; foolproof mechanism; greater play appeal; top earning pull. Guenter Wulff Apparatebau also is marketing two new payouts, Saturn and Rotomat-Ideal. Rotomat-Ideal operates electrically.

SEE  
**AMI**  
**COLOR**  
**INSERT**  
**OPPOSITE**  
**HOT 100**



Count on Valley Quality to Protect Your Profit!  
See your distributor or write:  
**VALLEY SALES CO.**  
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## KIDDIE RIDE SPECIALS

7 Lee Carousel, 2 Horse, Merry-Go-Rounds,  
Only \$175.00 each

6 Lane, 2 Horse, Merry-Go-Rounds,  
Only \$175.00 each

Here is your chance to get the most profitable of all rides at a price that is real low.

Terms: 1/3 down.

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## FOR SALE

- C.C. Princess B/A .....\$895.00
- C.C. Red Pin S/A ..... 395.00
- C.C. 6 Game S/A ..... 495.00
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- C.C. Classic B/A ..... 295.00
- C.C. Rocket Shuffle 1 Player. 65.00
- C.C. Rocket Shuffle 2 Player. 95.00
- Bally Lucky Shuffle S/A ..... 295.00
- Bally Super Deluxe ABC S/A .. 225.00
- Bally ABC S/A ..... 150.00
- Bally Champion B/A ..... 295.00
- Bally Strike B/A ..... 165.00
- Un. Jumbo B/A ..... 325.00
- Un. Handicap S/A ..... 195.00
- Un. Regulation S/A ..... 150.00
- Un. Vogue ..... 125.00

## MUSIC

- A.M.I. Continental 200 Stereo ..... Call or write
- A.M.I. Lyric 100 Stereo ...\$795.00
- A.M.I. K100A Stereo ..... 695.00
- A.M.I. J120E Stereo ..... 625.00
- A.M.I. H-200 ..... 425.00
- A.M.I. G-200 ..... 245.00
- Seeburg KD-200 ..... 395.00
- Seeburg V-200 ..... 245.00

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COIN MACHINE EXCHANGE, INC.  
2423 Payne Ave., Cleveland 14, Ohio  
Phone: Superior 1-4600

When answering ads . . .  
Say You Saw It in  
Billboard Music Week

## L. A. Round-Up

Continued from page 43

Stereo and 33 singles are being accepted by the operators but without any degree of enthusiasm. Gutshall said that he could never get the tunes that he wanted—and when he could, it was too late. Hemple explained that he had only a few stereo machines, not enough to "worry about."

### Commissions Static

A check showed there have been no changes in commission arrangements and no new types of locations to come along and pick up the slack. Gutshall had a music location on the fringe of a shopping center and it was "very good" for a short time. Hemple's experience in this type of location was that the machine was filled with ice cream sticks and matches.

All distributors contacted said that new equipment was selling. At Paul A. Laymon, Inc., Charles Daniel attributed the increase in phonograph sales to the recent debut of the Rock-Ola Princess. The leader in the games field is the 16-foot ball bowlers.

William R. Happel of Badger-Seeburg reported new equipment sales good. With his firm, Happel said, the games selling the best were the bowler and shuffle alley. He explained that new sales, however, had not reached any record because operators' takes vary.

### Replacement Market

Hank Tronick at C. A. Robinson Company gave this report, "Our business over all is very good. We cannot point to any one item, as outstanding. We are a replacement market. An operator will buy any good game that will make him money and progressive operators realize they have to change. The games selling the best are bowlers, shuffle alleys, pool tables, and shuffleboards."

At the R. F. Jones Company, which came into this area five months ago with the AMI and Rowe lines, Ed Wilkes, assistant branch manager, said that new equipment sales were strong, particularly in vending.

He added that practically every operator was buying the 33 machines with the automix, taking advantage of the accessory that sells for less than \$50. Also selling, according to Wilkes, was the 16-foot bowler, which can be extended to 20 feet.

Joe Ash says . . .

CONTACT ACTIVE FOR **PINBALLS**

THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD!

Exclusive Gottlieb Distributor for Eastern Pennsylvania, South Jersey and Delaware.

**ACTIVE AMUSEMENT MACHINES CO.**

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You can ALWAYS depend on ACTIVE ALL WAYS

\* "Terrific!"  
\* "Different!"  
\* "Money-Maker!"  
\* That's What Distributors and Operators Coast-To-Coast Are Saying About



The First Completely New Shuffleboard In 100 Years!

Guaranteed To **OUTPULL, OUTPERFORM and OUTPROFIT** Any Machine You've Owned!

Completely revolutionary from top to bottom with every feature you've wanted. And, you'll be amazed at the low investment and carrying capital required . . . ACTUALLY LESS THAN YOU NOW SPEND!

WRITE NOW! Find out how you get more for less with National's **ASTRO-LITE**. You'll receive with absolutely no obligation a multi-color brochure plus National's unique **PROFIT-PLAN!**

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31 MAIN ST., EAST ORANGE, N. J.

YES! I am interested in learning the full story on your **ASTRO-LITE** Shuffleboard.

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Distributor  Operator  
 Other

When answering ads . . .  
Say You Saw It in  
Billboard Music Week

# Pennsylvania MOA Meet Set For Nov. 4 at Gettysburg

HARRISBURG, Pa.—The Pennsylvania Amusement Machine Operators Association will hold its annual banquet on Sunday, November 14 at Gettysburg, Pa. The affair will be held in the Holiday Motel West, right at the Gettysburg interchange of the Pennsylvania Turnpike. It will start with cocktails at 4 p.m. and dinner two hours later. Leon Taksen, manager of the State AMOA, said music would be provided by a name orchestra and

there will also be top-notch entertainment. Most coinmen in the State—operators and distributors alike—are expected to attend. It will be the highlight of the year for their industry in Pennsylvania. New officers for the coming year will be installed at the banquet by the State AMOA. Nominations were made at the regular October meeting of the group held in the Penn Harris Hotel here. Write-in votes will also be allowed.

# VINTAGE COIN MACHINES IN SUFFOLK EXHIBITION

NEW YORK—An exhibition of vintage music and vending machines—from 1826 to 1910—will go on display at the Suffolk Museum and Carriage House, Stony Brook, L. I., next week. The coin-operated units will be in the museum for two months.

Included in the display will be a tobacco vending machine built in 1826, a coin-operated violin, an 1892 hurdy-gurdy, and an old prototype of the juke box, which plays a 27-inch disk.

The coin machines are on loan to the museum from Frederick Fried, whose hobby is collecting antique coin machines—including amusement games, music machines and vending units.

Fried, art director for Bonwit Teller (the New York specialty store), has been a serious collector of antique coin machines for several years. His collection includes the Editor Ear Tube (circa 1896) and Puck, an early coin gaming device that played music while the patron was operating the machine.

Fried is a member of the Music Box Society and the National Association of Watch and Clock Collectors. He has written an (unpublished) encyclopedia of coin machines, which covers vending, music, amusement and gaming devices.

# See German Ops Pleased With ARTO

Continued from page 2

but this intent is clearly implied in the prospectus.

A trade source commented, "The intention is to break the monopoly exercised by GEMA in all aspects, including AMRA. We do not believe that the present copyright organizations are entitled to create a monopoly position in the music industry to the detriment of all concerned."

### Linked to Probe

Trade sources generally link the ARTO gambit with the Bonn Parliament's probe of GEMA, and with the probe of the Federal Cartel Office. (Bundeskartellamt) in certain alleged cartel practices of GEMA.

The Bonn Parliament has been probing the very aspects of GEMA which ARTO is pledged to rectify. Inadequate royalty payments to composers-authors and excessive administrative costs.

GEMA, in rebutting ARTO claims, takes note of criticism that its administrative costs are out of line. GEMA makes no effort to justify its administrative expenditures but merely notes that ARTO offers no guarantee that it will lower these charges.

The Bonn Parliament probe was instigated by a number of composers-authors who complained GEMA is diverting an excessive amount of copyright collections to administrative costs. There appears to be widespread dissatisfaction among German composers-author with the 50-50 split on mechanical rights collections.

This, at any rate, appears to be the premise upon which Ariola proposes basing ARTO. The diskery gambit with ARTO parallels moves by German juke box operators to break away from dependence on GEMA for their music.

Negotiations with GEMA for a new juke box operator contract have been stalemated since January, and the issue is now before an arbitration panel. However, the operators are continuing to survey proposals for the production of records independent of GEMA.

The ARTO scheme apparently would be welcomed by the operators, and, in fact, there is reason to believe that the phonograph industry is placing powerful support behind the Ariola gambit.

Trade opinion is that the juke box operators are a powerful bargaining factor in the creation of ARTO. West Germany's 60,000 juke boxes not only provide a large disk market, but the phonographs exercise demonstrably vast influence in promoting top tunes on the German market.

All these factors are appreciated by GEMA and help account for the alarm within GEMA's ranks generated by the ARTO scheme.

## \*"Money-Maker!"

\* Says DISTRIBUTOR M. Y. SEE NATIONAL . . . PAGE 49

# WURLITZER 2500

ULTIMATE IN Automatic MUSIC

# Cox & Simpson Buy Williams Music; Always Better Service Is New Name

STUTT GART, Ark.—Two coin machine men with total experience of 31 years last week bought out Williams Music Company here, one of the oldest routes in the State, for a reported \$25,000.

Bill Simpson and Elton Cox made the purchase of equipment at approximately 30 locations from Floyd Williams, who is retiring after 35 successful years in the business.

Cox was formerly service manager for Jackson Amusement Company here and Simpson was route manager for the same company.

### Name Changes

Cox and Simpson changed name of the company to A.B.S. Music Company. (A.B.S. stands for Always Better Service.)

The men said they hoped soon to install two-way radio service, and in addition to save overhead expense on vehicle operation.

Cox and Simpson also announced updating of the route with purchase of a good deal of new

equipment for it. They said they would build the company "into a desirable business of the type that Stuttgart will be proud of it."

Cox and Simpson are members of Arkansas Music Operators Association.

# Harold Young Buys C&D Amusement Co.

CARUTHERSVILLE, Mo.—Broadway Amusement Company last week bought out C & D Amusement Company at nearby Hayti, Mo., for a reported \$25,000.

Approximately 47 pieces of equipment changed hands. Former owner of C & D is Joe Dawson, who also owns Savings Oil Company, which has some 20 service stations in the State. Dawson said he would devote his time to that business.

The route purchase makes Young the largest operator in this Missouri area.

"Profit-Makers" From

# chicago coin

- PRO HOCKEY
- TRIPLE GOLD PIN
- PRO BASKETBALL
- CONTINENTAL

CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY, CHICAGO 14

BUY WITH CONFIDENCE

<p><b>BOWL-A-RAMAS</b> 6 like-new 20" size. Call for special price.</p> <p>150 V-83 COCA-COLA BOTTLE VENDORS, complete, unshopped, \$85.00 ea.</p> <p><b>UNITED, CHICAGO COIN, BALLY</b> 80 Small Ball Bowlers, 11" &amp; 14" Lengths, \$125.00 ea.</p> <p><b>CANDY &amp; GUM VENDORS</b> National, 6 col., 54" x 45" Stoner, 6 col., 140s, 54" x 104" 185 DuRenier K4, 8 sel., 54" x 104" 195 Shipman, 6 col., 54" x 95</p>	<p>N.W. Sw., 16 col., all prices Rowe, 7 col., 54" x 104" 125 Stoner, 7 col., &amp; Gum, 54" 145 Stoner, 6 col., 54" 125 Mills, 5 sel., 54" 65 Shipman 2-Sel. Gum &amp; Mint, 54" 20 N.W. 1 1/2 Tab Gum, 8 sel. 15 N.W. 5 1/2 Pkg. Gum, 5 sel. 15 U-Select, 72 bar, 54" 65</p> <p><b>CIGARETTES</b> Continental, 20 sel. \$195 Stoner, 22 sel. 130 Smokeshop, 18 sel. 125 Keener, 9 sel. 75 National, 9 col. 95 National 9 M 110 National 9 ML 125 National 11 ML 165 DuRenier, 11 col. 125 Rowe Ambassador, 14 col. 160 Mercury, 9 col. 95 Mercury, 11 col. 125 Lehigh, 10 col. 118 Lehigh, 12 col. 125</p>	<p><b>MISCELLANEOUS VENDORS</b> Stoner 4-Sel. Pastry... \$125 Vendo 210 Milk 425 Kwik-Kafe MM 22 Bulk Milk, 3 sel. 495 Wittenburg Refrig., 24 sel. 695 Wittenburg Hot, 24 sel. 695 Avoca Coffee &amp; Choc. 195 Cole Fire Ball Coffee &amp; Choc. 225 Bevomatic Coffee &amp; Choc. 275 Hebel Coffee &amp; Choc. 225 Spacarb, 3 sel. 295 Spacarb, 4 sel. 395 Cole, 6 sel. 395 Cole, 3 sel. 325 Rowe Lenox 2000 Cream 595 Vendo Mod. 59 Ice 125 Hebel 5-Sel. Ice Cream 295 Pop-Sex Popcorn 85 Automatic Pop Corn 125 Stoner 500 D Coffee 325 Apco, 4 flavor, cold 295 Apco, 6 flavor, cold 395 Bally Model 597 795</p>
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Distributors for WURLITZER, UNITED, GOTTLIEB & MIDWAY.

# CLEVELAND COIN MACHINE EXCHANGE

2029 PROSPECT AVE. CLEVELAND 15, OHIO  
All Phones: Tower 1-6715

M. S. GISSER Sales Manager

THE MUSIC IS PERSONALIZED AT

JOE BURTON'S PRESENTS Artist of the Week IN NEW ORLEANS

33 1/3 STEREO THAT WONDERFUL FEELING B-B-G

This popular spot proudly presents Seeburg's great Artist of the Week music "personally." So do top locations everywhere. Customers know they can always hear the newest 33 1/3 albums in matchless stereo hi-fi. Location and operator both profit most.

# SEEBURG

...personalized for every location

The Seeburg Sales Corporation, Chicago 22

# DOUBLE-PLAY DISKS

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

CRYING AND CANDY MAN	ROY ORBISON Monument 447
LITTLE SISTER AND (Marie's the Name) HIS LATEST FLAME	ELVIS PRESLEY RCA Victor 7908
DON'T BLAME ME AND MUSKRAT	EVERLY BROTHERS Warner Bros. 5501
(He's My) DREAMBOAT AND HOLLYWOOD	CONNIE FRANCIS MGM 13039
FOOL #1 AND ANYBODY BUT ME	BRENDA LEE Decca 31309
EVERLOVIN' AND A WONDER LIKE YOU	RICK NELSON Imperial 5770
WHAT A PARTY AND ROCKIN' BICYCLE	FATS DOMINGO Imperial 5779



## Vendcity, Ltd., Seeburg Distributor in West Canada

CHICAGO—Seeburg has named Vendcity Equipment Ltd., Vancouver, B. C., its distributor for the provinces of British Columbia, Alberta, Saskatchewan and Manitoba.

Vendcity will handle the complete Seeburg line of juke box and vending equipment in all four provinces. The outlet will also handle Seeburg's background music equipment in British Columbia, Alberta and Saskatchewan.

Douglas W. Keough, Vendcity president, said that offices will be opened in Calgary and Winnipeg, in addition to the present outlet in Vancouver. All will handle a complete stock of parts and service as well as records.

Keough also announced the following appointments: R. H. Prescott, executive vice-president; D. H. Evans, vice-president in charge of operations; Gordon Sutherland, general sales manager; Murray Gordon and Vern K. Holm, sales representatives covering the juke box and vending lines. Background music sales personnel will be named later.



NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION celebrated its 25th birthday with an informal office party September 14. Preparing to cut the cake are Nate Leverone, founder-chairman of Automatic Canteen Company of America and NAMA's first president, 1936-1945; assisted by Clinton Darling, executive director of NAMA from 1936 to 1960.

## WANTED JUKE BOX MECHANIC

Write: BOX 1016  
c/o Billboard Music Week  
390 Arcade Bldg. St. Louis 1, Mo.

## THE PRICE IS RIGHT

Send For  
New  
Listings  
Today

ARCADES—GAMES—  
BINGOS—RIDES—  
MUSIC, ETC.

## DAVID ROSEN

Exclusive A M I Dist. Ea. Pa.  
855 N. BROAD STREET, PHILA. 23, PA.  
PHONE—CENTER 2-2903



JACK COHEN (right), winner of a free trip to Florida, courtesy of A. C. Automatic Service, Inc., stands with George George, head of Monroe Coin Machine Exchange, after getting the good news. Monroe is the distributor who submitted Cohen's name to A. C. Automatic for its monthly drawing. Cohen is a veteran of some 30 years in the coin machine business, and for 20 years has been president of the Phonograph Merchants Association, Cleveland.



MEMBERS OF RICHARDSON AMUSEMENT COMPANY, Macon, Ga., pose with one of three Princess phonographs they bought to enter the Rock-Ola Lucky Seven Contest. Every operator who buys three or more Princess phonos gets an electric-eye Polaroid Land camera kit. The operator who submits the photo of the best-looking juke box installation wins an all-expense-paid trip to Las Vegas. Standing are O'Neal Powell, Hugh Davidson, servicemen; E. E. Richardson and Eddie Richardson, owners, and Bobby Edwards, serviceman.

## Joe Ash Returns From W. C.

PHILADELPHIA — Joe Ash, president of Active Amusement Machines here, has returned from a trip to Santa Monica, Calif., where he visited Harry Williams of Southland Engineering and looked over the firm's Western Trails kiddie ride.

On the way home, Ash visited the D. Gottlieb Company in Chicago and spent time with other manufacturers.

SEE  
**AMI**  
COLOR  
INSERT  
OPPOSITE  
HOT 100

Chicago Area  
Headquarters for  
Parts and Accessories  
for all  
**VALLEY POOL TABLES**

**IMPORTERS**  
SEND FOR  
**FREE**  
56-PAGE ILLUSTRATED  
1961  
CATALOG

**FIRST**  
COIN MACHINE  
EXCHANGE  
Joe Kling & Wally Finke  
1750 W. NORTH AVE • CHICAGO 22, ILLINOIS • Dickens 2-0500

**BELAMEX for EXPORT**

- PHONOGRAPHS Seeburg—Rock-Ola—Wurlitzer—AMI
- BALLY BINGOS
- GOTTLIEB PINBALL MACHINES
- BOWLERS
- SHUFFLES

We know the requirements of all foreign countries. Our service and co-operation are the best available. Our prices are most competitive.

FOR PRICES AND DETAILS  
CABLE:  
BELAMEX, NEW YORK

OR WRITE: **R. H. BELAM COMPANY, INC.**  
23 EAST 26th STREET NEW YORK 10, NEW YORK

ANOTHER  
REASON  
WHY THE  
**ROCK-OLA**  
Princess  
PHONOGRAPH  
IS YOUR BEST BUY

NOW!  
Feature your own Star!

Feature the recording artist of your own choice in each location. Easy to install. Change as often as you wish.

look to ROCK-OLA for advanced products for profit

**FOR SALE •**  
**PRICES REDUCED**  
**PHONE • WIRE**  
**WILL ACCEPT TRADES**

- 25 Good Six Pocket Pool Tables with slates—\$50 & up.
- 10 Late Shuffle Alleys—Bally—Club—Deluxe Club—Official Jumbo—Chicago Coin Pro—Six Game—Red Pins.
- 5 Bikini—New.
- 10 Beauty Contest
- 25 Big Ball Bowlers.
- No reasonable offer refused for Bally Challengers—Champion ABC Bowling Lane—CC King Bowling League.
- Western Trail—New.
- Candid Camera—New.
- Skill Cards.
- 10 Eastern Mark II Cigarette Machines.

SEND FOR COMPLETE LIST OF VENDING MACHINES

**REDD DISTRIBUTING COMPANY, INC.**  
126 Lincoln St., Brighton, Mass. AL. 4-4040

## BARGAINS FOR THE WEEK

GAMES  
GAMES  
GAMES  
500 OF THEM.  
Including One Lot of 30  
or 35 Low-Priced  
Shuffle Alleys.  
WHAT DO YOU NEED?  
SPECIAL This Week—  
Wurlitzer 2150, \$325.00  
Write or Call Us Collect.  
MAin 1-3511

Write for Our Circular on Full Line  
of Coin-Operated Machines.

**Central**  
DISTRIBUTORS, INC.  
2315 Olive Street, St. Louis 3, Mo.  
Phone: MAin 1-3511; Cable: Cendist

**FREE**

Electronic Tube Catalog, listing thousands of receiving, transmitting, special purpose industrial tubes and semi-conductors at unusual savings. An important reference source and pricing guide for purchasers of electronic tubes. Write today for Free Catalog.

UNITED NATIONAL LABS

99 President St., Passaic, New Jersey

**"Terrific!"**

\* Says DISTRIBUTOR J. O.

SEE NATIONAL . . . PAGE 49

**ATLAS . . . MUSIC - - VENDING**

**MUSIC—Reconditioned**

A.M.I. E-120	\$165	A.M.I. K-200	\$660
A.M.I. G-200	245	SEEBURG L-100	465
A.M.I. F-120	245	SEEBURG 220-SH	695
A.M.I. G-120	295	SEEBURG 222	795
A.M.I. I-200E	545	ROCK-OLA 1446	195
A.M.I. J-200	595	WURLITZER 2300-S	595

**VENDING—Reconditioned**

WITTENBERG REF., 24 SEL.	\$795	ROWE L-1000, 4 FLAVOR	\$ 595
STONER D-500 COFFEE	295	APCO 6 FLAVOR, ICE	1145
STONER D-13 HOT DRINK	595	APCO 4 FLAVOR, ICE	1095
SEEBURG 800 E-2 CIGARETTE	245	SMOKESHOP, 18 COL.	180
SEEBURG 800-E1 CIGARETTE	195	CONTINENTAL CORSAIR "20"	185

Distributors for  
**AMI — ROWE**

1/2 Dep., Bal. C.O.D. or Sight Draft



A Quarter Century  
of Service

**ATLAS MUSIC COMPANY**

DIV. OF AC AUTOMATIC SERVICES, INC.

2122 N. WESTERN AVE., CHICAGO 47, ILL., U. S. A. ARmitage 6-5005



THE PENNSYLVANIA COIN MACHINE TRADE got a look at Rock-Ola's new Princess phonograph "back in their own backyard," so to speak, when Mickey Anderson Jr., decided to tour the area with a pick-up truck, holding a series of showings along the way. Anderson Jr. (center) stands with Brothers Don and Dave Aiello, Ridgeway, Pa., who bought one of the new machines.



**Midwest**

**MILWAUKEE MENTIONS**

Walter Koelbl has been added to the S. L. London Music Company sales staff. He will call on operators in the Wisconsin and upper peninsula territory with the firm's line of Seeburg music and games equipment. Koelbl was most recently with United, Inc., and also Paster Distributing Company.

Otto Hadrian, Otto's Distributing Company, back recently from a vacation trip, reports his health holding up very well. . . . How about Dick Weber, P. & P. Distributing Company routeman? He put in his six months of Army training service and returned to civilian life. The day after he went back to his job at P. & P. he got his notice that he was being placed on active duty.

Jerry Glassman, Radio Doctor's Third Street's counter man, has been in and out of Mount Sinai hospital lately. . . . Business has been running ahead of last year, according to Sam Hastings, Hastings Distributing Company. Both route receipts and the wholesale end of the business have shown improvement.

Fall fishing up in Northern Wisconsin lakes has been good, reports Leo Dinon, H. & G. Amusement Company. He caught a couple of nice sized muskies while up there last week. . . . Boatman Clarence Smith, Milwaukee Amusement Company, has been taking advantage of the lovely fall weekend weather. Last weekend he cruised up the Wolf River and his plans call for another trip up the Wisconsin River to enjoy the beautiful fall foliage.

Operators continue to favor the old standards for juke box programming, according to Stu Glassman, downtown Radio Doctor's disk buyer. Record shoppers this week included Harry Kososki, Niagara; Frank and Ruth Sawejka, Beaver Dam, and Ernie and Arnie Feight, Rhinelander.

**West**

The newly-passed 4 per cent sales tax in the Denver area is expected to have little effect on juke box collections, according to local distributors. While the tax, of course, means that more change will be used in paying sales taxes on every retail purchase, the mere fact that the tax exists will mean that more dollars will be broken into coins, making nickels and dimes more available for amusement machine and juke box entertainment.

Pete Geritz, prexy at Mountain Distributors, has returned to working a full day in his Rock-Ola distributing headquarters, after several months of "taking it easy" following two serious operations.

Robert Latimer.

OPERATE  
**UNITED**  
**Shuffle Alleys**  
and  
**Bowling Alleys**  
WELCOME EVERYWHERE  
★  
UNITED MANUFACTURING CO.  
3401 N. California Ave., Chicago 18, Ill.

**FOR SALE**  
**GAMES**  
Mermaid . . . . . \$110.00  
Wagon Wheel . . . . . 95.00  
Hi-leah . . . . . 295.00  
Williams 30 . . . . . 105.00  
Straight Flush . . . . . 125.00  
Jig-Saw . . . . . 95.00  
Barrel-O-Fun . . . . . 495.00  
Shawnee . . . . . 255.00  
Circus Days . . . . . 65.00  
**PHONOGRAPH**  
AMI Stereo 200 . . . . . \$765.00  
Seeburg C . . . . . 195.00  
Seeburg G . . . . . 285.00  
Seeburg R . . . . . 335.00  
Seeburg Wall Boxes, 3W2 39.50  
Seeburg Wall Boxes,  
200 Sel. . . . . 59.50  
AMI Wall Boxes, 120 & 80 36.50  
AMI Wall Boxes, 200 Sel. 59.50  
Call, Write or Cable  
Cable: LEWJO  
Newly appointed distributor for  
Smokeshop in Indiana.

**Low Jones** Distributing Co.  
Exclusive Wurlitzer Distributor  
1301 N. Capitol Ave. 329 W. Ninth St.  
Indianapolis, Ind. Covington, Ky.  
Greater Cincinnati  
Tel.: ME1950 5-1593 Tel.: AX 1-6969

**FAMOUS DAVIS GUARANTEE**

**SEEBURG**  
222SH . . . . . \$795  
201DH . . . . . 695  
KD200 . . . . . 425

**CIG. VENDORS**  
Seeburg E-1 . . . . . \$249  
Eastern 22-Column . . . . . 99

**AMI**  
Continental 200-Sel.,  
like new . . . . . \$749

Terms: 1/2 deposit required

**WORLD EXPORT**  
**DAVIS** Corp.  
Exclusive Seeburg Distributors  
738 East Erie Blvd.  
Syracuse 3, N. Y., U. S. A.  
Phone: GRanite 5-1631

**SURE SHOTS FOR LONG RUN PROFITS . . .**



**Williams**  
COIN-OPERATED  
**POOL TABLES**

**Williams**  
DELUXE  
**90**  
MODEL

50" x 90" OVERALL SIZE

also  
Deluxe 75 model  
43" x 75" overall size

Both Deluxe 90 and Deluxe 75  
Have All These Features:

- brightly polished chromium plated castings around all pockets
- lively rebound cushions
- hand rubbed mahogany veneer finish
- formed Formica rails
- separate cue ball return within easy reach from upright position
- first quality balls size 2 1/4" — cue ball size 2 3/8"
- twin dime or 25¢ push chute
- recessed removable drawer

Supplied with  
4 best quality cues

See the Standard Model 75 —  
low priced — a quality table.  
All models have slate tops  
covered with regulation billiard cloth.

Place Your Order Today!



Contact Your Nearby Williams Distributor.

**WILLIAMS ELECTRONIC Mfg. Corp.** 4242 W. FILMORE ST. CHICAGO 24, ILL.

2 1/2 Times  
More  
Circulation  
Than the Next  
Magazine!

**TOTAL PAID CIRCULATION**

OF THIS ISSUE OF BILLBOARD MUSIC WEEK

**21,351**

**BILLBOARD MUSIC WEEK**

THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY

Good things happen when you



**LUCKY HOROSCOPE**

5c, 10c, or 25c Play

- ✓ National Coin Rejector in each chute
  - ✓ Two Coin Returns
  - ✓ Easy to Load—Holds approx. 1,000 tickets
- Size: 18" x 8" x 6" Wgt. 20 lbs.

**MID-STATE CO.**  
Phone: Dickens 2-3444

2371 Milwaukee Avenue  
Chicago 47, Illinois

# Talented & Hip Record Programmer Picks Ala. Juke Box Location Hits

By BOB LATIMER

MONTGOMERY, Ala.—Centralized programming by a single person is the only answer where routes have expanded so greatly that collectors have little or no opportunity to study each location's music tastes on an individual basis, according to Isaac Cohen, of Cohen Amusement Company, big vending and music firm here.

Even though he operates a large stereo dealership, an FM radio station, and a complete record shop, Cohen doesn't trust his own judgment when it comes to making up a music menu. Instead, he decided several years ago to confine programming to one expert. It took several years to find such an expert, in the person of Mrs. Ruby Dudley. A native of the area who has had wide background experience in every facet of music, she spends plenty of time away from the juke box in sampling the effects of newly introduced records, Mrs. Dudley decides what will be programmed on the routes.

Originally, Cohen did his own music-menu programming, then, as the organization grew, he began turning this responsibility over to route collectors. This system functioned adequately enough until volume had grown to the point where route collectors were so busy that they only had time to change the records, make whatever adjustments repairs were necessary, and get on to the next route.

### Policy Change

Even though expansion has been continuous, Cohen hasn't felt justified in hiring extra personnel for the routes, merely to provide more music programming time. So, instead of expecting route collectors to handle programming along with their record changing and collections, Cohen simply decided to do the programming in the office.

Mrs. Dudley followed several other women who took a crack at this sort of duty, a long-range program which Cohen expected when he first made the changeover.

"Some people have a feel for what the public will buy in the way of phonograph music and others haven't," Cohen said. Mrs. Dudley can listen to a number critically, and immediately determine at which location it is most likely to tick. She is usually right. By the same token, she is good at determining where the record won't get a profitable play."

### Visits Locations

Part of this ability, of course, is based on the fact that Mrs. Dudley has visited every location at prime time during the evening when it is most likely to be full of customers, and when she can talk to customers, hear their reactions to records,

and make actual notes, which go into the planning phase later on.

A mature woman with no family-rearing problems to contend with, Mrs. Dudley enjoys this facet of her work immensely, and doesn't hesitate to explore every possibility.

### Location Requests

In programming, she makes extremely heavy use of location owner requests, a practice which is almost non-existent in many areas. In Montgomery, she has many requests on hand every week from location owners, all of which go on to cards, representing each juke box on the coin-amusement company's route. Every record requested is not only furnished to the location owner, but each route man makes an issue out of it when he brings it into the location owner.

The file card helps to keep a record on which location owners are active in suggesting specifics, and which ones are not.

Naturally, Mrs. Dudley makes every effort to enlist real co-operation on the part of location owners who have no recommendations to offer, and after two years, has been successful in getting this sort of aid.

### Variety of Tastes

Planning for Montgomery means simply that certain locations prefer old favorites, some show an almost complete lack of interest in the chart leaders, others want a surprisingly large percentage of Western tunes, and still more prefer all instrumentals.

During June, for example, almost record-breaking returns were being received on two all-instrumentals, "Last Night" and "Can't Sit Down." At the same time some 17 country numbers were being programmed over 30 per cent of the route, all of them requested, and some of them repeats, being put back on the spindle after a few month's layoff.

### Tests Records

Mrs. Dudley admits that she is "never too proud to listen to the record salesman" who get around frequently and are quick to report what they have learned. She never takes any recommendation at face value, either listens to the record herself, or spots it in one of the better locations, and observes reactions of customers, before making up her mind.

The big Alabama juke box firm changes an average of five records every two weeks, although there are some locations who take 10, and hold back five, for spares if any of the original five do not show the returns expected.

This is an individual arrangement which has worked out well in extremely popular night spots, taverns, bars, etc., and where the location owner can be trusted to change the record himself, thus saving the collector an extra trip.



(Courtesy Nat'l Cartoonists Society)

SEE  
AMI  
COLOR  
INSERT  
OPPOSITE  
HOT 100

GIVE TO DAMON RUNYON CANCER FUND

\*\*\*\*\*

NEWEST **SEEBURG**

## ARTIST OF THE WEEK

ten selection 33 1/2 stereo album record packages

\*\*\*\*\*

WEEK OF OCTOBER 9

**BILLY VAUGHN**

Orange Blossom Special and Wheels (Dot)

**JERRY BUTLER, ESQ.**

(Vee Jay)

\*\*\*\*\*

WEEK OF OCTOBER 16

**MITCH MILLER**

Your Request Sing-Along With Mitch (Columbia)

**DEE CLARK**

(Vee Jay)

The Seeburg Sales Corporation • Chicago 22

\*\*\*\*\*

## Gottlieb Names Stiebel Distrib

CHICAGO—Gottlieb has named L. Stiebel Games Company its distributor for Kentucky and National Coin Machine Exchange its outlet for all of Indiana. Announcement came last week from Nate Gottlieb.

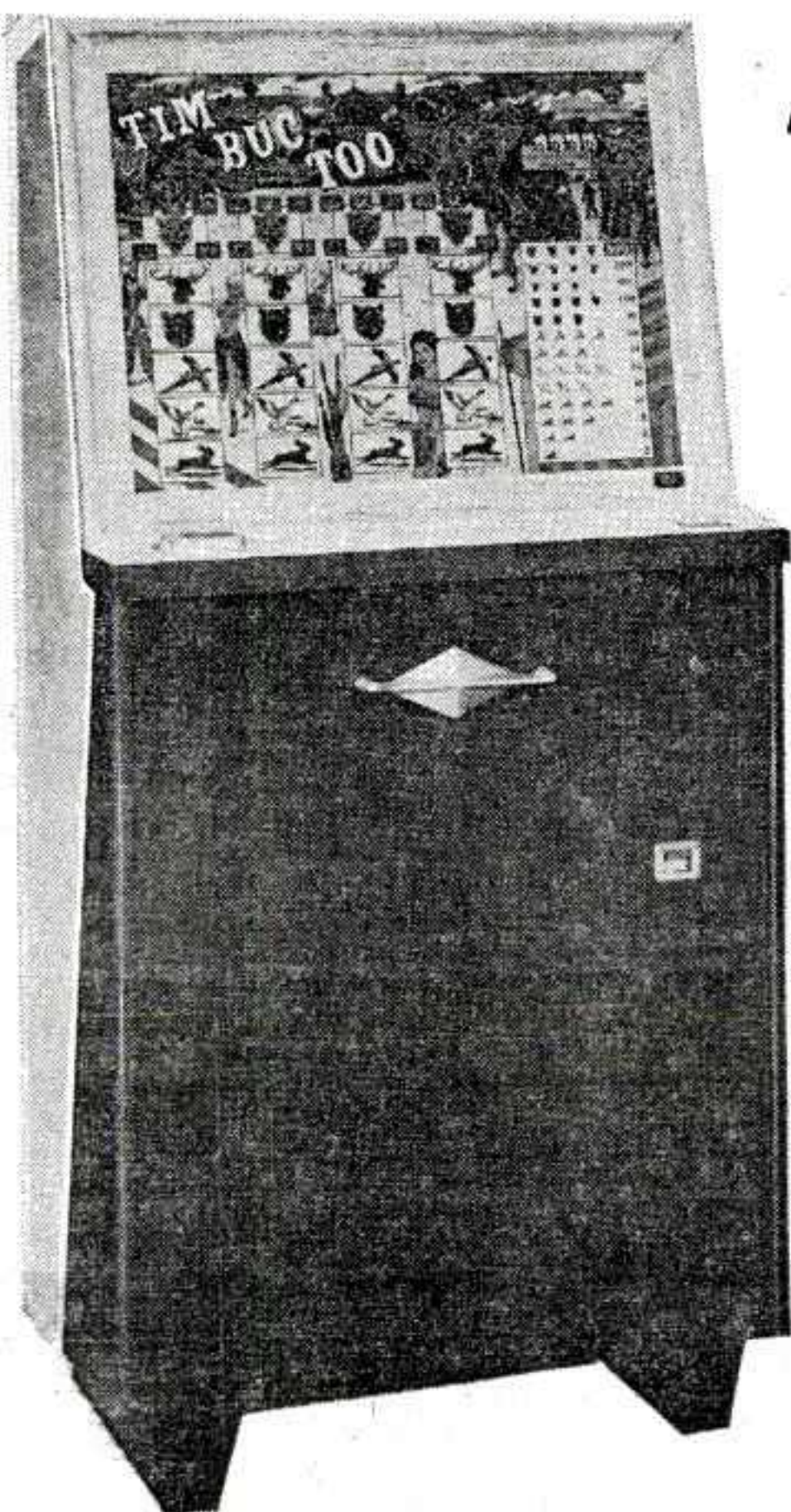
Stiebel, headed by Walter Waldman, has its headquarters in Louisville. National Coin Machine Exchange, headed by Joe Schwartz, has offices in Chicago and is already the Gottlieb distributor for Illinois and part of Indiana. In addition to Schwartz, National is headed by Mort Levinson, sales manager, and Ronald Schwartz, Joe's son.

National intends to utilize a sub-distributor in the Indianapolis area. Ronald Schwartz will also travel the Indiana territory.

The new territories taken over by Stiebel and National were formerly handled for Gottlieb by Southern Automatic Music Company.

## Kaye Becomes Grandfather

NEW YORK — Irving Kaye, president of the Irving Kaye Company, Inc., became a grandfather for the first time Wednesday (11). Parents are Mr. and Mrs. Howard Kaye. The younger Kaye is general sales manager of the firm. Their daughter has been named Gail Sherry Kaye.



# 116 Ways To Score

With a NEW FEATURE

## LIGHT-THE-NAME

# TIM-BUC-TOO

Height—57"  
Width—28"  
Depth—16"  
Ship. Wt.—170#

GAMES, INC.  
UPRIGHT ORIGINATORS

Manufacturers  
**GAMES, INC.**  
2950 NORTH CAMPBELL AVENUE, CHICAGO 16, ILLINOIS  
Phones: COrnell 7-8800



**Popular OK Feature**

**Famous Red Letter Games**

**4-Way Pick-A-Play Buttons**

**Magic Screen**

All the profit-proved Bally bingo features crammed into one brilliant game . . .

plus new 4-Way Pick-A-Play Buttons to attract biggest extra coins play.

Up earning-power in bingo spots by getting Bally CAN CAN busy for you now.



**CHROME-FLASHED  
CABINET**

**TUFF-KOTE  
PLAYFIELD FINISH**

See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS

## Collections Show Upward Trend After Dismal Summer

By HAL REEVES

ROIT — Although music collections were off 30 per cent this summer, they have taken a sharp upward trend in the last two weeks, according to Art Suave, veteran Detroit juke box field operator. "There is no activity in Stereo," reports Harold Christiansen, manager of Angott Distributing Company, which incidentally operates the area's biggest one-stop operator with a few stereo units. "It doesn't mean much," he says. "Stereo accounts for only 5 per cent of the business," Christiansen says. "No one in the State seems to want it. Operators are doing nothing to profit. In our opinion this is not a way to increase money in the business. We don't feel stereo is going to make any more money for

an operator. We feel that good selection with a monophonic installation and proper speaker set-up is best for any commercial location."

Reports on 33 single sales indicate a very slight increase in movement, with more phonographs going out equipped to handle them. However, it appears that local operators are getting the machines in anticipation of use, and not doing much programming in 33 at this time.

### Game Leaders

In the game field, pool tables and bowling games are easily the leaders here. Local strict regulations, with the ban on pinball, for instance, account in considerable part for the special situation in this city. There are reports of some new legislative activity in various up-State Towns, but nothing definite at the State level. There are some reports of possible liberalization of

legislative rules to assist the industry.

Basic commission arrangements seem to be stable here. The general rule on music is a 50-50 split with no minimum or guarantee, according to operators. Lease type arrangements are not much favored here, except possibly to protect the operator's loan to a location. The loan arrangements, incidentally, are apparently becoming more important. The minimum or guarantee basis not popular for games either.

Distributors are reluctant to admit sales are down, but the average report is "A little below expectations for the year, but, general conditions considered, they have not been bad."

It is evident that the uncertainty of local economic conditions has hit both music and games operations fairly hard here, and any important improvement will be closely related to the future of the auto industry.

### Shopping Centers

Major trends toward games and music in shopping centers have not become very prominent here until very lately. They are, of course, in various stores in the centers themselves and have been for years. But two new discount houses are currently getting games installations—the Miracle Mart on West Eight Mile Road, with about five units, mostly kiddie rides, and a new store in Flint, where a battery of some 20 is being put in.

These include bowlers, kiddie rides, guns, and arcade equipment. The installations are being made by Nationwide Playgrounds, Inc., of Chicago, with equipment purchased from King-Pin.

With types of games subject to varying local regulations, and shopping centers usually located in small municipalities rather than the major cities, the development of this trend cannot safely be predicted at present.

**THE MUSIC IS PERSONALIZED AT**

**PLAYBOWL PRESENTS Artist of the Week IN INDIANAPOLIS**

This popular spot proudly presents Seeburg's great Artist of the Week music "personally." So do top locations everywhere. Customers know they can always hear the newest 33 1/2 albums in matchless stereo hi-fi. Location and operator both profit most.

**SEEBURG**  
...personalized for every location  
The Seeburg Sales Corporation, Chicago 22



DAVID ROSEN, Philadelphia distributor of AMI music machines and Rowe vending machines, believes in keeping his name that of Rowe-AMI before the public, as indicated by the signs on his new truck.

when answering ads . . .

Say You Saw It in Billboard Music Week

# Gottlieb's CORRAL

**Means High-Speed Action! Player Appeal! Profit!**

Corral is your key to a real rip-roarin', fence bustin' money-maker. Fast player-appealing action plus its sensational new cabinet design means more coins in the cash-box.

**See it at your distributor today!**

- Making rollover sequence 1-10 scores special and lights each number for additional specials.
- Wagon Wheel rollover button scores number spotted.
- Bottom rollovers score number made plus spotted number on Wagon Wheel in center playfield.
- Roto-Targets score numbers or 100 points for bulls-eye.
- Alternating light pop bumpers for high score.
- Popular "Score-to-Beat" Panel.
- Match feature.

**D. Gottlieb & Co.**  
1140-50 N. Kostner Avenue • Chicago 51, Illinois

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb FLIPPER SKILL GAME



WALTER GREINER, Sales Manager, Northwestern Corp., commenting on his company's advertising in Billboard Music Week for the past 28 years, says:

**THOUSANDS AND THOUSANDS OF SALES HAVE RESULTED..."**



WALDO E. BOLEN JR.  
President

"... in a breakdown of inquiries which our coded ads have pulled over the past year... Billboard Music Week showed up extremely well..."

"... Over the past 28 years... Billboard has been very instrumental in supplying us with leads..."

"... needless to say... thousands upon thousands of sales have resulted from these inquiries..."

**OPERATORS  
STAY OUT  
IN FRONT—  
Receive...**

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

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

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

★  
Make sure your name is on the **Northwesterner** mailing list.  
Write Today.

**Northwestern**  
CORPORATION

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

Shown are reproductions of typical Northwestern Corp. advertisements.

**Northwestern**  
**SUPER 60**

- NO BREAKING
- NO CRUSHING
- NO MISSING



Learn why other operators find the **SUPER 60** their favorite capsule vender. Getting the **Northwesterner**? It's a newsy magazine. Ask to see on our mailing list. It's free!

WIRE, WRITE OR PHONE.

**Northwestern**  
CORPORATION  
2914 E. Armstrong St. Morris, Ill.  
Phone: Whitney 2-1300

*Northwestern*

THE NORTHWESTERN CORPORATION  
INCORPORATED 1933

TELEPHONE WHITNEY 2-1300  
MORRIS, ILLINOIS  
September 18, 1961

Mr. Dick Wilson  
Billboard Music Week  
188 West Randolph  
Chicago 1, Illinois

Dear Dick:

Welcome back to the Midwest once again, Dick.

I should appreciate your getting down to Morris in the near future as I have some additional copy changes to work in our weekly ads.

Also, you'd be keenly interested in seeing a breakdown of inquiries which our coded ads have pulled over the past year. I might say that Billboard Music Week showed up extremely well in this study.

In fact, over the past 28 years, 1933-1961, Billboard has been very instrumental in supplying us leads which we immediately pass on to our distributors for handling in their respective territories. It is needless to say that thousands upon thousands of sales have resulted because of these inquiries.

We'll be showing our latest equipment at the N.A.M.A. Convention to be held at the McCormick Place in Chicago. You might have your artist work up a few rough layouts and bring them along.

Sincerely,

*Walter Greiner*  
W. R. Greiner, Sales Manager

WRG:bb

FOR OVER 50 YEARS THE WORLD'S FINEST MERCHANDISE VENDING EQUIPMENT

**SPECIAL NOTE TO OPERATORS:**

You're sure of the most and the best in bulk vending equipment every week in...

**BILLBOARD  
MUSIC WEEK**