

BILLBOARD MUSIC WEEK

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

NAB Would Have FCC Scrap 'No Plugs' Ruling

WASHINGTON—The National Association of Broadcasters, networks and indie station groups last week asked the FCC to scrap its proposed rules for plug announcements. They asked the agency to substitute annual reporting of all outside financial interests owned by broadcasters, such as record companies, et al. (Billboard Music Week, July 10.)

In general, the Federal Communications Commission's suggested rules and examples covering all types of plugola over the air were called illegal, impractical and unreasonable at last week's deadline for comment.

NAB says that if the agency feels it must require disclosure on the air to "let the public know" who benefits indirectly from mention of a product or service, responsibility for

announcement should be limited to the licensee, the network or whoever determines program selection. NAB also suggests that wording be at broadcaster discretion, as it is in the case of payola, rather than FCC's suggested bald formula: "X has a financial interest in the proceeds from Y."

Outside Interests

Most of the comment noted that the attorney general suggested annual reporting of broadcaster's outside financial interests to the FCC during the quiz-payola fracas early in 1960. Also broadcasters say that although there is not much plugola, even the few instances requiring announcement would cut into programming time with more interruptions.

ABC suggests that the agency get

(Continued on page 30)

MAG-DISK ANSCHLUSS

Periodicals Turn New Leaf In Ties With LP Producers

NEW YORK—The flirtation of national magazines with the record business has reached a simmering stage, with such publishing giants as Time-Life, Inc., and Fawcett Publications casting an inquisitive view at the world of wax.

Late last week it was learned that Sports Illustrated, a subsidiary of Time-Life, is seriously considering a venture into the disk field. Ray Ammarell, business manager, stated that a final decision had not yet been made, but that the matter could be decided within one month.

It had been rumored that Sports Illustrated had already produced eight or nine packages, and that talks had been held with the Columbia Club relative to their distribution. Ammarell stated that no packages had been completed, but that some talks had been made. Should the publication decide to go ahead with the project, it would specialize in disks of sports material—some of these would be of an instructional nature and others would be

highlights of great sporting events. A sort of "You-Are-There" idea, Ammarell indicated. He also said that some thought was being given to distribution via a club but that dealer sales were also envisioned.

Life magazine, meanwhile, has concluded a deal with Si Rady, head of Bing Crosby's Project Records, whereby Rady will produce an LP to be included in the forthcoming book, "Life's Treasury of American Folk Lore and Legend." Contents of this volume, based on a series which has been appearing in the magazine, will be compiled by Herbert Brean, Life editor. Music for the album will consist of 18 songs, two for each of nine categories of folk music. Rady will assemble the music by culling the Moe Asch Folkways catalog for heretofore unreleased material. Emphasis will be on authentic material as performed by established authorities.

Life will offer the volume, including the LP, in

(Continued on page 5)

Columbia Playtime 45 A Hit With Operators

By REN GREVATT

NEW YORK — Playtime Records, a new, special line of single records being issued by Columbia Records for juke box use only, have received a reaction "better than we ever dared hope for," according to Columbia vice-president in charge of marketing, Bill Gallagher.

The records, which will not be available in stores, were first issued July 17 and since then have been tested for reaction among many operators. They are available as

monaural 45's and stereo 33's and consist of material specially selected for juke appeal among those not ordinarily flipped by the rock beat.

No name artists are being featured at the moment, but rather, the selection is based on the best kind of sound for the tavern trade. Initial disks already out are by such artists as the Banjo Barons, Frankie Carle, Al Conti's Quartet and Teddy Lee and the Midnight Suns.

According to Sal Forlenza, national promotion manager for Columbia, the disks are available to one-stops at 45 cents each. Operators, however, can buy them direct from the Columbia distributor nearest them, if they choose, at the same price.

(Continued on page 32)

Philips Handles EMI's First Low-Price Pop LP Line Bears Encore Tag

CHICAGO—Mercury Records Corporation's French licensing agreement, formerly handled by Barclay Record Company, is being taken over by George Meyerstein, president of Societe Phonographique Philips of France. Mercury's first package for Philips will be released in September.

The decision to terminate the Mercury-Barclay agreement, representing an association of 12 years, was reached after Mercury had consolidated with the Philips group of record companies. Previously, Barclay had represented Mercury, while Mercury had held the rights to Barclay recordings for U. S. release.

Barclay and Mercury in the past had collaborated on sales outlets in various countries. Mercury also

LONDON — Last Friday (4), EMI Records marketed its first low-price pop LP's. There were albums by Frank Sinatra, Nat Cole and Dean Martin drawn from the Capitol repertoire. As with all issues in the series, the disks had

been deleted from the catalog for at least a year. British artists—the King Brothers, Ruby Murray and the Norrie Paramor Orchestra—were also involved in the first batch.

The new series is called Encore and retails for \$3.25. EMI had previously been involved in the low-priced market in Britain only with classical albums. This series, called Concert Classics, was introduced two years ago. The Encore albums also included classical releases.

EMI had previously resisted entry into the low-price pop field, despite the success of the lines introduced by Pye (Golden Guineas) and British Decca (Ace of Clubs) launched in the summer of 1959 followed later by Philips (with the Fontana Fortune series). All sell at about the same, or slightly less, than Encore.

British Decca introduced Ace of Clubs largely as a counter to the growing success of the various independent club operations. Though

(Continued on page 3)

'Subway' Rights Go to Sinatra

NEW YORK — Frank Sinatra has paid \$1 million for the film rights to the upcoming David Merrick legit musical, "Subways Are for Sleeping." The deal also brings into the fold of Sinatra's Reprise Records, the original cast album rights of the Broadway production, the first such package for the diskery.

Sinatra will star as well as produce the film version of the show under the banner of his film firm, Essex Productions, and it's assumed that Reprise will also produce a sound track album. Prior to the Broadway opening, now set for late this year, Sinatra and other Reprise artists will have singles out from the score.

"Subways" again brings together the team of Betty Comden and Adolph Green for the book and lyrics with Jule Styne who will compose the score. Michael Kidd will direct. Sydney Chaplin is already cast for the show and Carol Lawrence, Orson Bean and Julie Newmar have been mentioned prominently as likely starters.

STOCKHOLDERS OKAY CLUB BUY

NEW YORK — Stockholders of the Book of the Month Club this week okayed the terms for the sale of the RCA Victor Record Club to the Reader's Digest. According to the announcement to the shareholders the selling price of the disk club operation was \$5,400,000.

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COLUMBIA INKS RADY AS ARTIST

HOLLYWOOD—A veteran a.&r. producer, Si Rady (for Decca, RCA Victor, etc.), now head of Bing Crosby's Project Records, has added a new facet to his disk business personality in signing an artist's contract with Columbia Records. Rady's Columbia deal, a three-year term contract, calls for him to appear on the label as conductor and director of a chorus and orchestra while he continues to helm the Project label's recording activities.

First Columbia LP featur-

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WEST COAST RACK JOBBER'S BANKRUPTCY AWES INDUSTRY

Record Enterprises' Failure Caused by White Front Decision; Counters Trend to Buy Direct From Distributors

By LEE ZHITO

HOLLYWOOD — Don Stockham's Record Enterprises, this area's oldest rack-jobbing operation and the one which completely services the record departments for the White Front Stores discount chain here, last week filed Chapter 11 proceedings, listing more than \$100,000 in debts. The filing came on the heels of White Front's decision to handle its own record departments.

White Front, owned by the giant Eastern-based Interstate Stores chain, moved an estimated \$1 million in disks during the past year at its Los Angeles, Van Nuys and Anaheim stores. The discount chain soon will open stores in the Torrance and West Covina districts, thus promising a substantial boost in its disk business volume. It regularly sells LP's at 25 per cent off, occasionally increasing the discount whenever manufacturer programs or special buys warrant a greater price cut.

There has been some trade speculation here that White Front's success with disk sales has impressed its parent firm to such a degree that other stores within the Interstate family can be expected to add disk departments. Records, according to these sources, have proved to be strong traffic builders, while paying off with handsome profits.

According to present indications, Charles Simms, Record Enterprises' secretary-treasurer, will move to White Front's staff to helm the discounters' record department operation. His starting date will be set pending final resolution of Record Enterprises' Chapter 11 filing. Attorney Irving Sulmeyer, representing the debtor in the proceedings, said Record Enterprises is preparing a proposal to creditors for the settlement of its debts. In the meantime, referee John Bergener has appointed Sam Jonas as the firm's receiver.

Record Enterprises' schedule of claims lists Hart Distributing at \$29,000, Sunstate Distributing at more than \$16,000, Capitol Records holds a \$15,000 claim, Record Sales asks \$10,000, Mercury is owed \$4,300, RCA Victor claims \$2,500, Sunland Music seeks to collect \$600, and federal and State taxes amount to approximately \$15,000. These, plus other debts, give Record Enterprises a total of \$102,823.15 in unsecured claims. The firm's liabilities, including secured claims of \$2,500 total \$121,534.85 against assets of \$104,569.91.

Record Enterprises' buckling is the second of its kind to hit distributors in this market in as many months. Canterbury, combined rack-jobbing and discount retailing operation, similarly sought relief from excessive indebtedness by means of proposing a settlement with its creditors.

White Front's decision to take over its own record department is interesting in view of the fact that it runs contrary to the recent trend

of stores turning over their record departments to outside operators. Some distributors here, who hold the highest regard for Interstate's retailing know-how, feel it is significant that a firm of this stature sees fit to take its record sales under its own wing.

Distributors, reeling from the one-two punch of two volume buyers unable to pay off their claims, see a bright ray through the dark clouds of dealer indebtedness. Said one of the heavier creditors: "It's worth it to be able to sell directly to White Front, and not have to go through a jobber to get my lines into their stores."

Plus Nonsuch line of spoken word albums. This is a luxuriously packaged specialist series and "there was no reason to increase its price, the tax being absorbed by Pye," added Benjamin.

Reasons for the manufacturers price supplements were explained by EMI Sales Manager, Ron White. "We had planned it for some weeks ago," he said, "but when it seemed likely that the tax would be increased, we held off until we could do both at the same time. Labor costs at the plant are the main reason. National wage increases have affected costs at almost every level. Recording is also more expensive as a result of new agreements with the musicians' union."

New postal charges introduced on July 24 will also hit the record industry hard. Tax on petrol was raised in Tuesday's budget and this will also affect the industry. The increase in purchase tax may in some ways benefit disk sales. A raised tax was also applied to such items as automobiles, refrigerators, TV sets and record players. There will also be attendant raises on hire purchase rates. These are likely to have the affect of restricting consumer expenditure on major items, leaving more free for disk buying.

Another of the firm's series which has not been changed is the Pye-

LP prices differ widely. A typical pop album, however, now costs \$4.90 — \$1.28 more than before. This is nearly all increased tax, the manufacturers' surcharge being a mere 3 cents.

One notable exception to the manufacturers' price increase is Pye's Golden Guinea album series, most of the material from which being obtained on lease-tape deal with David Miller's Somerset Records. Originally priced at \$2.94, this will only bear a 7 cent tax increase. "We originally intended this series for family buyers who might not be able to afford full cost albums and we feel it our duty not to ask them to pay a penny more than tax authorities demand," explained joint General Manager, Louis Benjamin.

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TIME TO SPORT JACKETS OF RED

NEW YORK—Time Records, Bobby Shad's label, is switching to red backgrounds on all of its new LP covers. Reason for this, claims Shad, is that the white backgrounds which Time has used on all of its initial releases, are now so common that record buyers can't distinguish one label from another. Red will be featured on both the front and back of its new releases by Jerry Fielding, Stanley Wilson, Maury Laws and other artists.

Company is also planning an intensive ad and promotional campaign in support of its new line of LP's due for distrib and dealer viewing in August.

Urania Activated Under J. Selter's Rensel Trading Co.

NEW YORK—Urania Records, inactive for over 18 months, is being reactivated under the aegis of Jesse Selter's Rensel Trading Corporation. The entire Urania operation will be supervised by Abner Levin, classical disk specialist who for some years was associated with Sam Goody.

The first release on August 15 will be 20 remastered and re-packaged versions of Urania catalog material, including a complete version of Wagner's opera "Tannhauser." Many of the label's catalog collector's items will receive the same treatment in the months to come. New recording, mainly classical, but including some pop and jazz as well, will also be undertaken soon.

Chicago NARAS Chapter Planning Cutting Sessions

CHICAGO—The local NARAS chapter has become legally incorporated with over 50 members and plans to kick off a fall program of forum meetings on recording engineering techniques, Dick Schory, chapter president, announced last week.

Schory said the Chicago group is in the process of receiving its funds and membership roles from the New York chapter.

The forum topics will be on such subjects as arranging and scoring, provisions of the copyright law affecting the record industry, and various engineering and recording techniques effecting the artists.

Schory said the local chapter is also planning to set up a record library for members later this year.

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Tax Rise Spurs British Disk Makers to New Price Hikes

By DON WEDGE

LONDON — The maximum increase of 10 per cent was added to the purchase tax on disks in Chancellor of Exchequer Selwyn Lloyd's "emergency budget" last Tuesday (25). Most record firms also took advantage of the change to advance their prices.

Lloyd's 10 per cent increase was on the existing rate of tax. That was 50 per cent of the distributors' price to dealers. It now becomes 55 per cent and represents between a quarter and a third of the total price to consumers.

Singles now cost 94 cents instead of 88 cents. The increase is split equally between an additional take for the tax authority and the record industry.

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Columbia Inks Andy Williams

NEW YORK—Columbia Records is expected to shortly sign Andy Williams. The singer, who has been with Cadence Records for the past four years, has recently been very hot with "The Bilboa Song." Among his other hits were "Hawaiian Wedding Song," "Village of St. Bernadette" and "I Like Your Kind of Love." Williams is the second big name artist to join Columbia over recent weeks. The other is Anita Bryant, whose first Columbia single will be issued shortly. The Columbia executives threw a swinging press party for the thrush last week (3).

Cadence Sets World Distrib Agreements

NEW YORK—Candid Records, jazz subsidiary of Cadence, has set new foreign distribution agreements with Bluebell Records in Italy, Mikulsi Schallplatten Import Dienst in Germany and Debut Records in Denmark. Negotiations are also under way for release of Candid product in Japan, Australia, New Zealand and Africa.

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SPECIALS COMING UP . . .

August 14, Spotlight on Jazz

September 18, Fall Spotlight on Record Programming

October 2, Annual Phonograph Buying Guide

Minow for Responsible Air Time; Sees No Rock & Roll Censorship

WASHINGTON — "We don't censor rock and roll," FCC Chairman Minow said last week in what could be the ultimate in defense of his claim that the agency will never censor broadcast programs. The Federal Communications Commission also does not censor "Westerns or quiz shows, or even overdoses of brutality. . . . We are concerned after the broadcast, not before."

Minow made the point that

Fulbright Debbs Bootleg Bill

WASHINGTON—A Senate bill duplicating Representative Celler's legislation to make counterfeiting of records a criminal offense has been introduced by Senator Fulbright (D., Ark.). Like the House counterpart, the Fulbright bill would provide fines up to \$10,000 and prison sentences up to 10 years for anyone knowingly dealing in counterfeit disks. It would also amend the copyright law to put record infringement under full damage provisions of the Copyright Act, rather than limiting recovery to "mechanical" royalties in civil action.

For the benefit of those wishing to urge passage of this legislation, which is now with the House and Senate judiciary subcommittees on copyright, the Celler bill is numbered H. R. 6354; the Fulbright bill, S. 2341.

Urey Named Dot Distrib Veepee

HOLLYWOOD — Dot President Randy Wood last week named George Urey as vice-president in charge of Dot Records Distributing Corporation to head its 12 company-owned distribution branches. In addition to his new duties, he will continue to function as the company's director of marketing and research, a position he had held since joining Dot two years ago.

DRDC last week acquired its 12th branch when it opened its company-owned operation in Indianapolis to handle distribution in the Indianapolis and Cincinnati markets (BMW, July 24). It also has its own branches in Cleveland, Pittsburgh, Buffalo, Miami, Atlanta, Dallas, Houston, Oklahoma City, Memphis, Nashville, and New Orleans.

In his new post, Urey will work
(Continued on page 11)

comparison of licensee program promises with fulfillment cannot be called censorship, during a talk at Northwestern University's School of Law in Chicago. Minow, a Northwestern Law graduate, was addressing a conference on "Freedom and Responsibility in Broadcasting." In strictly legal fashion, he cited the history of the law, court decisions and other precedent, including urgings by broadcasters themselves to discipline some of the more gamey members in the early days, to prove that the FCC has the "authority and the duty" to consider programming performance in station grants and renewals.

The real control of programming comes from "rating censorship" and "dollar censorship," said Minow, both dedicated to furthering the mass-advertising dollar.

Plagued by Rack, 1-Stop Competition, Distrib Eyes Diversification to Survive

Besides Transistor Radios, Phonographs & Other Accessories, Sinsheimer Turns to Hit Book Line

By REN GREVATT

RICHMOND, Va.—The record business has reached such a chaotic, "who's on first" condition here that at least one prominent distributor is seriously considering diversification into the hard-cover book business. At least eight out-of-State disk wholesalers, both rack jobbers and one-stops, are operating in key markets throughout the State, according to Milton Sinsheimer, co-owner with his brother Joe, of Allen Distributors here. It was the Sinsheimer brothers who recently dispatched a letter

of complaint to the Federal Trade Commission regarding alleged unfair trade practices and price discrimination in the disk field. The letter was sent in the form of a petition, signed by 50 different record distributors attending the ARMADA convention in Hollywood, Fla., last June.

This week, Sinsheimer frankly wondered what would come next, as he painted a rambling picture of the frantic, quicksand-like conditions here, characterized by a wholesale invasion of rack jobbers and Volkswagen suppliers, many of

whom "are awful slow paying their bills."

Distributors Suffer

At least eight of these firms are now active in the area of Virginia, normally served by Richmond distributors. The GEX store, a super-market kind of operation extending special discounts to government employees in Norfolk, is currently getting disk service via a concession of Recco, Inc., of Kansas City, Mo. GEM, a similar store in Alexandria is being served by the Edge rack operation from Washington.

Pan American, a Miami record distributor, which operates a rack
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Encore EMI's 1st Low-Price Pop Line

• Continued from page 1

the clubs' sales were marginal taking the over-all market, both the major firms and more particularly the dealers were worried about the inroads gradually being made. EMI's entry into low-price pop field also follows strong dealer reaction after it became known in June that the group had leased some old Capitol material to the World Record Club—probably the outstanding British club operation—which was then able to move into the big name pop market.

Artists concerned in this include Nat Cole, Frank Sinatra and Dean Martin—who crop up again in the first Encore releases. They had been released here before EMI bought Capitol when the label was licensed for British distribution to Decca, but were not re-issued after the EMI take over. They were launched by World Record Club with probably the biggest newspaper advertising campaign ever

King Sets Dealer LP Stocking Plan

NEW YORK—King Records is launching a special dealer restocking plan during the month of August. One LP is given free with every five purchased, and if the order is for \$75 or more, there is a special dating plan. This calls for 1/3 on October 10, 1/3 on November 10 and 1/3 on December 10. Plan covers all King labels, mono and stereo, including King, Bethlehem, Audio-Lab, King International and Kem.

known for disks in this country. One estimate put the budget as high as \$112,000.

Dealers were offered facilities to take part in the scheme by WRC, but their organization, the Gramophone Record Retailers' Association, opposed the move. Objection was also taken to the fact that EMI was pressing WRC albums. According to the club's chief, Fiona Bentley, the pressing was shared also by Philips, which has not been publicly drawn into the controversy to the same extent.

Additional ex-Capitol albums advertised included albums by the

WILD Pitch Aims At Negro Market In Boston, Mass.

BOSTON — Answering a long-felt need in this city, with a Negro population of more than 100,000, radio station WILD has become the first station in this part of the country to begin programming music exclusively for Negroes. The outlet, largely a music station, has cut out rock and roll and is concentrating on gospel and rhythm and blues.

WILD also boasts the only Negro deejay, Speed Anderson, working in a Boston station. He was employed by WILD previous to the programming switch. Two other deejays, Mark Grimes and Hank McFarlane, also are concentrating on the Negro audience. More than 50 per cent of the station's time is being given over to the project, according to owner Nelson D. Noble, who indicates that if the plan works out on a profitable basis, he may devote even more time to the plan. A few record dealers in the city have advocated such a move to service the large Negro group here, maintaining that a large market is being ignored.

Suggest Dismissal of Chess Payola Charge

WASHINGTON — Old payola charges against Chess Record Corporation, Argo Record Corporation and Checker Record Company, all of Chicago, are up for dismissal by the Federal Trade Commission on recommendation of a hearing examiner.

Payola charges were brought before the 1960 change in the Communications Act permitting donation of free records, in reasonable amounts, to broadcasters, without identifying sponsorship announcement.

Stan Kenton ork, Gordon MacRae, Kay Starr and Les Baxter. World Record Club in May concluded a deal for material from Everest (including albums by Woody Herman and Randy Van Horne). It also has a deal with the German firm Ariola. During its early years WRC had concentrated mainly on classical issues and show albums which it had recorded itself.

The current offer advertised by WRC is a premium of three records for a total of \$4.55. Membership involves an annual purchase of at least four records, with over 80 to choose from, at \$4.06 each — 81 cents dearer than the most expensive of the major firms' low-price releases.

Decca's reaction to the June WRC campaign was to step-up promotion of its Ace of Clubs series. Decca had earlier been involved in the club field when the Reader's Digest made a tentative offer at the beginning of the year to a limited range of subscribers along the lines of the magazine's U. S. deal with RCA. Although some of the first disks were pressed by Decca, the firm discontinued doing so in the early days.

FCC Turns Down Charges Opposing GE, Zenith Stereo FM Broadcasts

WASHINGTON — The Federal Communications Commission last week rejected the claim of Multiplex Development Corporation that the accepted FM stereo systems of GE and Zenith do not adequately safeguard background music from interference by stereo broadcast. The FCC also quashed the New York firm's complaint that General Electric's proposed "symposium," involving fees up to \$1,000, were a form of extortion from licensees of the new GE stereo FM system. FCC said the General Electric Company was within its right to hold the symposium and reminded the complainant that its own enrollment fee would have been \$250 and not \$1,000.

FCC hedges by admitting there is a problem of interference from the stereo subchannel into background music circuits, but says it will not be so drastic as to impair the background music service. But in the last analysis, it is up to the broadcaster to decide the problem for himself. He may have to choose between multiplexing stereo or keeping to background music only, the agency says.

The FCC does not think that such a choice will face the broadcaster. "A properly designed and adjusted system" should not produce interference between the two

services. Also, FCC recommends Zenith's comments of October 28, 1960, in the FM stereo matter (Docket No. 13506) for those who want to study ways of reducing cross-talk into background music or other subchannels.

GE Argument Accepted

On the General Electric symposium, the agency accepted GE's argument that manufacturers can develop their own equipment, and that GE provided all information submitted to the FCC free of charge to any interested manufacturer requesting it. The firm says it does not feel additionally obliged to "train all interested persons . . . in operating know-how" of the GE system. Also, it says the symposium fee can be amortized out of royalty payments by licensee-manufacturers.

FCC withdraws from the feud by saying it is primarily concerned with performance of the equipment in accordance with the engineering standards it has set forth. How the design or method accomplishes this is not limited to any one invention or apparatus. Also, the agency will keep track of GE and Zenith promises to grant "non-exclusive licenses, at reasonable royalties," during this period of complicated patent licensing among manufacturers of FM stereo transmitters and receivers.

LATE POP SPOTLIGHTS

SINGLE

SOLOMON BURKE

JUST OUT OF REACH (OF MY TWO EMPTY ARMS) (Four Star, BMI) (2:46)—Solomon Burke turns in a tremendous performance on this pop-styled reading of the persuasive country weeper. There is also a recitation by the singer that adds much to the disk. Sock wax. Flip is "Be Bop Grandma" (Progressive-Singular, BMI) (2:20). Atlantic 2114

ALBUM

JACKIE GLEASON'S LOVER'S PORTFOLIO (2-12")

Capitol SWBO-1619 (Stereo & Monaural)—An ambitious, boxed, two-LP production, all devoted to the happy progression of romance. A beautifully put together booklet contains many suggestions for forwarding a romance, plus ideas for flowers, drinks, wines, foods, etc., while the disks carry the mood in music. Side One is cocktail solo piano; Side Two has some bright Dixie scorings; Side Three is in the smart society music vein, while the windup has the late night kind of dreamy stuff, for which Gleason is best known. A smooth and slick production that should grab a lot of attention and put Gleason back in the album derby.

Big Firms Set Outside A.&R. Deals; Intensifying Hot Masters Search

By BOB ROLONTZ

NEW YORK — The possibility that outside or free-lance a.&r. men would take over a lot of recording at the larger labels is growing, especially in the singles field. This is in addition to the greatly increased traffic in masters that has taken place at all the big labels over the past six to 12 months.

Columbia, the last of the majors to open the door to outside masters and outside producing teams, now has a production deal with Nevins and Kirshner for singles both for the Columbia and the Epic label. And the firm, under president Goddard Lieberman's direction, has appointed a man (Mike Moccio) to concentrate on screening outside masters.

The Nevins-Kirshner team is also producing records for RCA Victor and ABC Paramount. Lieber and Stoller, who have produced a great number of the Atlantic-Atco hits, are close to signing a new production pact at an important label. Crewe and Slay now have deals with three firms to produce singles for them. Boyd Records is cutting sides for UA as well as working indie production deals with other labels. In fact, it is almost unusual for a large firm not to have an outside production deal of one sort or another.

And the outside production deals are small as compared to the traffic in masters these days. A hot master breaking anywhere between Boston and San Francisco is bid on by scores of companies even before the first order is filled. The companies who are buying or leasing masters range all the way from the smallest to the biggest. This, of course, is another way that companies call on the services of outside a.&r. talent.

A third way is by distributing outside labels, and in many cases handling the pressing, the book-keeping and the collections for these labels. Rarely in the business have diskeries been as anxious to distribute for smaller labels as they are today.

To illustrate the importance of outside disks—whether produced directly for a company, or distributed by a firm under the original label—it is only necessary to look at Billboard Music Week's "Hot 100" chart. Garry Bond's "Quarter To Three" on LeGrand which was in the No. 1 slot for weeks, is distributed by Laurie Records. "Tossin' and Turnin'," by Bobby Lewis on the Beltone Label, is distributed by King. The United Artists hit, "Michael," by The Highwaymen, is a bought master. Boyd's hit "You Can't Sit Down" by Phil Upchurch is distributed

by UA. Tony Orlando, a hit maker for Epic Records was brought to the label and recorded by Nevins-Kirshner.

Manufacturers, especially the larger ones, are turning to outside production deals for many reasons. One reason is because many of the outside production teams are experts in their trade. They have become specialists in single record hits, like the old "play doctors" of the great days of the legitimate theater. Many of them write their own material, manage their talent, and are able to do solid promotion and exploitation jobs with disks. Also, large firm a.&r. staffs often

get so bogged down in the paperwork entailed in producing albums that they don't have the time to spend working the intricacies of the singles market. In addition the record business, like most businesses, likes to ride with a winner. An a.&r. man who can come up with five or six hits in a row, can usually work out lucrative deals with a score of diskeries for outside production work as long as his income is dependent upon the hits he makes. An increasing number of firms appear to feel they need these "record doctors" in today's wild, woolly and tougher singles disk business.

Owen Bradley Seeking The New; Views the Old

One of the men who has enjoyed one of the dominant roles in the country music phenomenon, particularly in recent times in relation to its major influence in the pop field, passed the first 15 years of his working life as a pop band leader and radio station music director. As Decca's soft-talking, crew-cut, country a.&r. chief, Owen Bradley, would put it himself, "I was raised in country music back home in Westmoreland, Tenn. When I was still a little boy, my granddaddy died and he left us a little money. We bought an old Majestic radio and it blared for years with country music. When I was 15 I didn't care if I never heard it again."

Takes Another Look
But at the behest of Paul Cohen, who moved over from sales to country a.&r. director at Decca in 1947, Bradley agreed to take another look at the country field. The Cohen-Bradley association was one which poured out great hits by the barrelful. Bradley served as music director under Cohen for Decca until 1958, the while maintaining his duties as music chief at WSM, at which time he took over the a.&r. reins himself upon Cohen's move over to the Coral label.

This week, Bradley is languishing in pay dirt with the first and second disk on the country chart—records by two fine canaries, Patsy Cline and Kitty Wells. In addition he has four others on the c.&w. list, and the first two Decca disks in the week's "Hot 100," by Brenda Lee and the same Patsy Cline.

Memory Lane
Bradley readily will tell you that

Paul Cohen helped begin the trend that was to make Nashville the country music capital of the land, and one of its top pop disk-making centers. He remembers recording dates with Cohen in the early days of Red Foley and Ernest Tubbs in the old Castle Recording studios in Nashville. He will also reminisce with a smile about working with Kitty Wells on one of her earliest and biggest records, "It Wasn't God Who Made Honky Tonk Angels." On the other end of the string, Bradley is perhaps as responsible as anybody for the recording success of young Brenda Lee.

Bradley feels that material is the vital element of a disk hit. "We made kiddie things with Brenda at first, but we didn't get anywhere," he admits. "Then when she got to be 12 she was sort of in-between and we didn't know what to do. Then, we got a real piece of a song in 'Sweet Nothin's.' She was always good, she just needed something she could feel. It was the same way with 'I'm Sorry.' She felt that so much, she started doing a recitation and it was such a good idea we kept it in."

"I always look carefully for a song idea. When I heard about 'I Fall to Pieces' (Patsy Cline) and 'Three Hearts in a Tangle' (Roy Drusky) I bought the lyrics right over the phone, without even hearing the tune. Those are the kind of song thoughts for the everyday little guy, for the working people. They capture a little human experience that people can identify with."

Try Something New
Bradley feels that music today is in the middle of a hybridization process. "But that's all to the good," he adds. "Too often there's a tendency in this business to ride



NEW LP RELEASES

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

RCA VICTOR

YOU'RE MY GIRL—The Norman Luboff Choir—LPM-LSP 2368 (Sept. 1)
AL (HE'S THE KING) HIRT—LPM-LSP 2354 (Sept. 1)
THE SLIGHTLY FABULOUS LIME-LITERS—LPM-LSP 2393 (Sept. 1)
NEW PIANO IN TOWN—Peter Nero—LPM-LSP 2383 (Sept. 1)
AND HERE SHE IS—Ann-Margret—LPM-LSP 2399 (Sept. 1)
TO YOU AND YOURS—George Hamilton IV—LPM-LSP 2373 (Sept. 1)
RAY ELLIS PLAYS THE TOP 20—LPM-LSP 2400 (Sept. 1)
PARADISE REGAINED—Leo Addeo—LSA 2414 (Sept. 1)
CHOPIN: SONATAS—Artur Schnabel—LD-DS 2554 (Sept. 1)
BRAHMS: DOUBLE CONCERTO—Jascha Heifetz, Gregor Piatigorsky—LD-LDS 2513 (Sept. 1)
VERDI: OTELLO—Vickers, Rysanek, Gobbi—LD-LDS 6155 (Sept. 1)
THE GOLDEN AGE OF ENGLISH LUTE MUSIC—Julian Bream—LD-LDS 2560 (Sept. 1)

CAPITOL

'ROUND MIDNIGHT—T-ST 1597 (Aug. 14)
JACKIE GLEASON LOVER'S PORTFOLIO—WBO-SWBO 1619 (Aug. 14)
SIBELIUS: SYMPHONY NO. 5—S35922-S35922 (Aug. 14)
MOZART: CONCERTO NO. 21; ENESCO: SONATA NO. 3—35931 (Aug. 14)
BUCK OWENS SINGS HARLAN HOWARD—T-ST 1482 (Sept. 1)

MONITOR

ARMENIAN FESTIVAL—The Armenian Song and Dance Ensemble—MF-S 352 (Sept. 1)
BOMBA: MUSIC OF THE CARIBBEAN—The Federators Steel Band—MF-S 353 (Sept. 1)
MOISEYEV DANCES—MF 358 (Sept. 1)
CURFEW SHALL NOT RING TONIGHT!—Ray Boguslav—MF 359 (Sept. 1)
MAZOWSZE—Polish Song and Dance Company—MF-S 360, 361, 362 (Sept. 1)
LISBON ANTIGUA—Fernanda Marla—MF-S 363 (Sept. 1)
ISRAELI FAVORITES—Rahel—MF-S 364 (Sept. 1)
SONGS OF SCOTLAND—Robin Hall and Jimmie MacGregor—MF-S 365 (Sept. 1)
THE RUSSIAN ORTHODOX CATHEDRAL CHOIR OF PARIS—MF-S 366 (Sept. 1)
RUSSIAN SYMPHONIC MUSIC—The Roumanian Radio and Film Orchestra—MC 2052 (Sept. 1)

with a formula. Success comes with trying new things. I don't believe in rewriting a hit for an artist's follow-up. I believe in continual evolution of styles. Now we've cut out the fiddle and steel guitar and added choruses to country music. But it can't stop there. It has to always keep developing to keep fresh."

In addition to cutting the chart-making disks of the Decca Nashville clique, the man who likes Basie as well as Bill Monroe also runs one of the city's two busiest recording studios. "We do over 700 sessions a year and about 30 musicians are on 90 per cent of the dates. We have plenty of room for new artists, new instrumentalists, and what I would call new idea people. That's how we'll keep things humming with hits down there."

TCHAIKOVSKY: ROMEO AND JULIET DUET—Moscow Philharmonic Orchestra—MC 2055 (Sept. 1)
LET'S DANCE THE PACHANGA AND CHARANGA—Armando Boza Ork.—MP 555 (Sept. 1)
KONSTANTIN SIMONOV READS SIMONOV AND OTHER SOVIET POETS—MR 108 (Sept. 1)

CAEDMON

FRANK LLOYD WRIGHT ON RECORD—TC 1064 (Sept. 1)
EDNA ST. VINCENT MILLAY READING FROM HER POETRY—TC 1123 (Sept. 1)
DIE-WEISE VON LIEBE UND TOD—Lotte Lehmann—TC 1128 (Sept. 1)

ROULETTE

MELODY D'ITALIA—The Di Mara Sisters—SR 25151 (Sept. 1)
PEARL BAILEY SINGS THE SONGS OF HAROLD ARLEN—SR 25155 (Sept. 1)
MURRAY THE K'S SING ALONG WITH THE ORIGINAL GOLDEN GASSERS—SR 25159 (Sept. 1)
BASIE AT BIRDLAND—Count Basie Ork.—SR 52065 (Sept. 1)
AFTER HOURS—Sarah Vaughan—SR 52070 (Sept. 1)
LOUIS ARMSTRONG & DUKE ELLINGTON TOGETHER FOR THE FIRST TIME—SR 52074 (Sept. 1)
THE MOST, VOL. 5—Various Artists—SR 52075 (Sept. 1)
STRAIGHTWAY—Maynard Ferguson Ork.—SR 52076 (Sept. 1)
PROS FROM THE CONS—Jackie Cannon—R 502 Comedy Series (Sept. 1)

TICO

COME ESTA—Nora Morales Ork.—Tico SR 1068 (Sept. 1)

Distributors See Roulette Line

NEW YORK—Roulette Records held its fourth annual distributors sales meet in Chicago last week and showed the firm's 10 new album releases for fall. At the same time the firm unveiled its fall program, called "A Fall Festival of Album Sales" which offers qualified dealers a 15 per cent discount on all album purchases made between now and September 25. The discount applies to both catalog and new merchandise.

The Roulette Chicago meet was marked by a brass tack approach to distrib problems. President Morris Levy told the firm's assembled distributors that measures were being initiated to handle any album inventory problems they faced. After Levy's speech the distributors and the Roulette executives discussed Roulette product, past and present, as well as the firm's sales and pricing policies.

Firm showed its new product by means of a film presentation. Roulette, which cut back its album schedule a few months ago, stated that it would continue to follow the policy of tight releases. In addition to the 15 per cent discount, the firm is also offering qualified dealers a deferred 30-60-90 day billing. After the open discussions Roulette brass met privately with individual distributors. According to Levy, the firm wrote three times as much business at this convention as it did a year ago when it had 18 albums on fall release.

Owens Sales Mgr. For Col. Midwest

CHICAGO — Larry Owens, veteran Midwestern diskery sales figure, takes over as regional sales manager of Columbia's Midwestern distributorship here.

Owens replaces Mort Hoffman who moves to New York as Columbia's national sales manager.

A native of Cincinnati, Owens was district sales manager for Columbia in Detroit for some two and one-half years. Before that he was with Capitol for some eight years.

GARMISA BUYS MERC DISTRIB IN WINDY CITY

CHICAGO — Mercury's wholly owned distributorship here, Midwest Mercury, has been purchased by Leonard Garmisa, large independent distributor with offices in Chicago and Milwaukee.

Garmisa is also Mercury's distributor in Wisconsin through its Milwaukee offices.

Midwest Mercury's entire sales and service staff will remain intact with Henry (Sneeze) Friedman remaining as general manager and Dan Rankin as sales manager, Mercury's vice-president in charge of sales, Kenny Myers, said. The firm has no current plans to dispose of its other wholly owned distributorship in New York.

Out Next Week THE ANNUAL BILLBOARD MUSIC WEEK SPOTLIGHT ON JAZZ

This is the special issue of interest to jazz deejays, dealers and operators with features and polls

Best Jazz Recordings of the Year—

The top waxings by vocalists, instrumentalists, combos and bands as selected by a panel of the nation's top jazz critics.

Jazz Programming

Detailed analyses of how stations across the country program jazz.

Jazz in the Store

How dealers sell jazz disks . . . with new ideas on jazz merchandising.

. . . and more features for buyers and programmers of jazz recordings and talent.

COMING NEXT WEEK IN THE AUGUST 14 ISSUE

(Ad Deadline: August 9)

MUSIC AS WRITTEN

New York

Dick Clark and his all-star show, with Chubby Checker, Freddy Cannon, the Shirelles, Duane Eddy and others, chalked up a high for the season at Steel Pier, Atlantic City, July 29-30, when over 51,000 fans turned out. Clark takes his unit to the Hollywood Bowl August 11; the Indiana State Fair, August 30-31, and the Michigan State Fair, September 1-4. . . . West Side Distributing Company, Portland, Ore., headed by Sherree Scott, is looking for labels to handle. . . . Mercury has signed saxist Roland Kirk. . . . The Platters headed for Europe August 5.

Al Silver, head of Ember and Herald, has started a new label, Comet. Jimmy Ives is the first artist inked by the label. . . . Joe Rene, a.&r. chief for the Beltone label, is in Europe on a business trip, along with his wife, Malou Rene, co-writer of "Tossin' and Turnin'." . . . Doree Post, of the team of Bill and Doree Post, passed away July 24 in Albuquerque, N. M. She and her husband had written many hits. Their last was "Sixteen Reasons." Another of their tunes, "Weekend," is now a hit in England. Rather than flowers, friends are asked to contribute in her name to the American Cancer Society in Hollywood.

Fay Thomas, head of Artist Production, Oklahoma City, has started a new label, API Records. . . . Bobby Shad's Time label has purchased "Red Headed Woman," by Wayne Worley, a strong disk item in Chicago. . . . Otis Pollard is the new national promotion chief at Beltone Records. He tells us that Bobby Lewis' next on Beltone, "My True Story," will be another smash for the "Tossin' and Turnin'" lad. . . . The Runarounds have signed with the Pio label. . . . Kapp Records has signed a new Italian find, Robertino, 14-year-old tenor who has appeared in a number of movies and has made a number of hits abroad. . . . Monte Bruce, general manager of Neptune, has set up the Prigan label, a subsidiary of Neptune. First release features Nate Nelson, former lead of the Flamingos. . . . Capitol has signed warbler Zabeth Wilde. Bob Rolontz

Cincinnati

Dick Clark appears at a hop and fashion show at Coney Island's Moonlight Gardens here August 29 in a promotional tie with WKRC-TV and Pogue's, local downtown department store. . . . Ann-Margret's "I Just Don't Understand" and Della Reece's "A Far, Far Better Thing" are breaking like a house afire in the Cincy sector, according to Julie Godsey, Gal Friday to RCA Victor's local record chief, Jerry Weiner. . . . Local lassie Betty Blake busy promoting her new Bethlehem album, "Betty Blake sings in a Tender Mood," just released. . . . Irv Weinhaus, local promoter, has Liberace set for a one-nighter at Music Hall October 13, with Victor Borge tentatively set to follow two weeks later.

Recent visitor in town was Wink Martindale, Dot artist and deejay at KTLA-TV, Los Angeles, and KRLA Radio, Pasadena, Calif. This was the last leg of a promotional jaunt that also took him to Boston, Washington and Baltimore to push his new Dot waxing, "Blackland Farmer." Accompanying him on the rounds of the deejays here was Ray Robertson, Dot Records promotion man currently covering the Midwest out of Indianapolis. . . . The Cincinnati Post & Times-Star columnist Dale Stevens and comic Jack Clements teaming on personals in the area to plug their comedy album, "The Weird and the Beard," recently released on Fraternity. Lads recently played the Montgomery County Fairgrounds, Dayton, Ohio, on the bill with Sarah Vaughan, Les Brown's ork and Teddy Wilson's Trio, and are set for a University of Cincinnati-Miami University intramural affair at Castle Farm here November 18. Fraternity chief Harry Carlson last week reported a healthy spurt in the album's sales. Bill Sachs.

Hollywood

Bud (of the former Bud and Travis duo) Dashiell and his recently organized Kinsmen group were signed by Warner Bros. Records. Liberty, the label which had the Bud and Travis two-some, held a first refusal claim on the duo's members with the contract running into next year. Liberty selected to release Bud from its contract, freeing him to make the WB deal. The Warner pact is for four years. Dashiell owns the masters, and leases them to WB for a 10-year period, after which they revert back to Bud. Contract calls for Dashiell to produce his own sessions, have full approval on songs, cover art and liner material. Kinsmen crew includes Dashiell, Bernie Armstrong Jr. and J. Carson Parks.

Era has taken over national distribution of the Lester Sill-Lee Hazelwood Gregmark label. Era's distributors with several exceptions (Cleveland's M-S, New Orleans' All-South, Detroit's Aurora, and Schwartz in Washington, D. C., among a few others) will now handle the Gregmark line. Initial release under the new distribution set-up, the Paris Sisters' "I Love How You Love Me," is reaping pick-listings on Coast stations, promising to give the line a strong send-off along the Era distribution network.

Warner Bros. Pictures will film "The Story of Edith Piaf," and is negotiating with Leslie Caron to portray the title role. Film can be expected to intensify consumer interest and widen the market for the Parisienne's disks. . . . Buckeye Record Distributor's Dorothy Freeman underwent surgery and will remain at the LaBrea Hospital for two weeks' recuperation. . . . Lillian Schary Small has signed songwriters Alan Hood and Richard Loring to a management contract covering TV, pictures, and the stage.

Record promotion men here are caught in a three-way crossfire as a result of the American Federation of Radio and TV Artists strike at Station KFWB. The platter pushers are reluctant to cross the jockey picket line at the station to bring in the new releases, for fear they would be incurring their disfavor. On the other hand, if they don't bring in the new disks the station's management as well as the promotion men's clients will be unhappy. Some have tried mailing in the disk releases, but claim KFWB said it would refuse mail delivery. Lee Zhitto

W. German Government Probe of GEMA Bares Royalties, Operating Methods

BONN—Justice Minister Fritz Schaeffer disclosed that GEMA, the German performing rights society, in 1960 collected total royalties of 83,943,316 marks and spent 13,331,783 marks for administrative costs.

The West German mark has a value of four marks to one dollar. Schaeffer reported that GEMA's revenues have climbed from 61,880,260 marks in 1957. Year by year, the figures are: 1958—70,776,578 marks; 1959—77,448,164 marks; 1960—83,943,316 marks.

Administrative costs in the same period declined from 21.55 per cent of total revenues to 15.88 per cent. The rundown: 1957: 13,333,284 marks (21.55 per cent); 1958: 12,608,011 (17.81 per cent); 1959: 12,691,602 (16.39 per cent); 1960: 13,331,783 (15.88 per cent).

Answers Questions

Schaeffer's information concerning GEMA was supplied in response to a request by 16 deputies from Chancellor Konrad Adenauer's Christian Democratic Union (CDU) headed by Richard Muckermann and Hermann Ehren. Muckermann, a free-lance writer, and Ehren, a Ruhr editor, indicated they suspected the authors and composers are getting the short end of the stick, and that excessive amounts were being diverted to administrative costs.

It was the first public statement Schaeffer ever has made on the subject, and he made it reluctantly and only under the pressure of a Parliamentary "Anfrage"—an interpellation, an answer to which is mandatory on the part of the government.

Schaeffer was also asked to state the legal basis for GEMA's operations, including provisions for state regulation and control of GEMA activities. The deputies inquired particularly concerning regular state scrutiny of GEMA's books.

Schaeffer replied that GEMA's collections were regulated by the performing rights law of June 19, 1901, and that GEMA as an organization is treated under the general law regulating public societies such as golf clubs.

There is no express legislation establishing state regulation and control of GEMA, Schaeffer conceded. Relations between the government and GEMA, he said, are governed by an agreement entered into voluntarily by GEMA with the Federal Justice Ministry on January 10, 1952.

Must Open Books

This agreement obligates GEMA to open its books annually to a certified public accountant, and to make the accountant's report available to the Justice Ministry.

Schaeffer was asked by the 16 CDU deputies to state the basis for the division of GEMA royalties after administrative costs. Public performances and radio and television transmissions, Schaeffer explained, are calculated 12 cuts to

the royalty pie: 5/12 for the composer, 3/12 for the text writer, and 4/12 for the publisher.

But for phonograph records and tapes the pie is cut just eight ways: 2 parts for the composer, 2 parts for the text writer, and 4 parts for the publisher.

Schaeffer admitted that his ministry had no responsibility or control over apportionment of royalty payments.

Exemptions Dim

Schaeffer was asked by the deputies to list which types of public affairs were exempt from GEMA royalties. The Justice Minister replied candidly that this was a fog-shrouded field illuminated only dimly by the legislation dating back to June 19, 1901.

In general, he continued, it is

restricted to family and private gatherings which have a purely social and not commercial motivation. But Schaeffer said frankly that there is considerable leeway for interpretation of what constitutes "commercial motivation."

It is Schaeffer's opinion that GEMA is excluded from collecting royalties at any gathering which serves no commercial purpose, and at which no admission or collection is received from the audience.

Schaeffer's "fact sheet" on GEMA was restricted to the questions put by the 16 CDU deputies, and it dealt with these questions in the tersest form. The Justice Minister simply supplied figures and essential facts in skeleton style.

He expressed no opinions con-
(Continued on page 31)

FOLK TALENT & TUNES

By BILL SACHS

Jim Halsey, personal manager to Hank Thompson, nearly set the world on fire last week with a promotion bit that's hard to match. To herald Thompson's current appearance at the Golden Nugget, Las Vegas, Halsey sent out cases of matches bearing Hank's likeness to newspaper folk and friends throughout the country. . . . Floyd Whited, accompanied by his protege, Lenny Davis, was in Cincinnati last Tuesday and Wednesday (1-2) to kick off a two-week deejay tour to promote Davis' new waxing on Murray Nash's Do-Re-Mi label, "Sing, Little Bluebird" b.w. "Satan's Got You by the Hand." They departed for Cleveland Wednesday night, and will follow with stops in Pittsburgh, Philadelphia, Baltimore, Washington and New York.

Claude King appears on "Four-Star Jubilee," network TV-er emanating from Springfield, Mo., August 18, along with the veteran Tex Ritter. . . . Samuel Short Jr., president of Del-Ray Records, 4 Center Street, Harrington, Del., reports that he's pleased with the fast pickup on Rudy Thacker's waxing of "Ballad of Johnny Horton." He invites deejays to write in on their station's letterhead for samples of the Thacker platter and of a new EP just released on Cowboy Howard Vokes. . . . Don Holjay on WBCH Radio, Hastings, Mich., along with the Country Starliners, joined Stonewall Jackson at the Hastings Fair for a one-nighter August 2. Holly recently took over the bandstand reins at Evelyn Genung's Tamarack Barn Dance, Howard City, Mich., and is spotted there each Saturday night.

A television film commer-

cial produced for Martha White Mills, Inc., by Noble-Dury & Associates, recently was selected as one of the best produced in the nation last year. Each year the American TV Film Commercial Festival invites advertising agencies to submit their choice film commercials for competition. The Martha White commercial was in the top 250 of 1,300 entries. The sound track was recorded at the Bradley Studio in Nashville and the animation was executed by Fred A. Niles Productions, Chicago. Music and sound effects for the animated cartoon were performed by Lester Flatt and Earl Scruggs and members of the Flatt and Scruggs unit. A similar honor was won two years ago on a Noble-Dury commercial featuring Lester and Earl for a Martha White Mills advertisement on Hot Rize corn meal.

The taped version of "The Jerry Smith Show," with the recent addition of three stations in Missouri and one in Arkansas, is now heard 35 times per week on 17 radio stations in the Midwest area. The live Jerry Smith opus has moved from WMT, Cedar Rapids, Ia., where it was heard on Sunday mornings, to Station KHAK, Cedar Rapids, where it is aired 6-7 a.m., Monday through Saturday. The show is routed on personals through the remainder of August as follows: Northwest Missouri Fair, Kirksville, August 8; Hancock County Fair, Britt, Ia., 9; All-Iowa Fair, Cedar Rapids, 13-19; Rodeo, DeWitt, Ia., 20; Fair, West Liberty, Ia., 21-23; Big Four Fair, Postville, Ia., 25, and New Boston, Ill., 27. Jerry's new AD Records release, "Too Late to Worry" b.w. "There Was a Time," is due out this week.

Periodicals Tie In With LP Producers

• Continued from page 1

October. It will be sold to its subscribers via direct mail. This marks the first time the magazine will have sold a disk. Heretofore, it has offered several books based on previously published articles. Closest the magazine came to the record business was another Si Rady project, when the Bing Crosby firm produced a double-LP based on Life's "How the West Was Won" series of articles.

Sportin' Life

The mag-disk anschluss is developing on other levels. Harold Friedman and Lyle Engel, are heading a venture known as Sports in Sound, in association with Sports Afield magazine. This venture entails production of albums containing treatises by specialists and editors of Sports Afield on numerous participation sports, such as fishing, hunting, boating, etc. Friedman and Engel are also embarked on several projects with the Fawcett

magazine chain. One of the initial disks in this series will have to do with taking glamor photographs. The pair are also developing a number of ideas for children's disk projects, some of which will also be tied in with magazines.

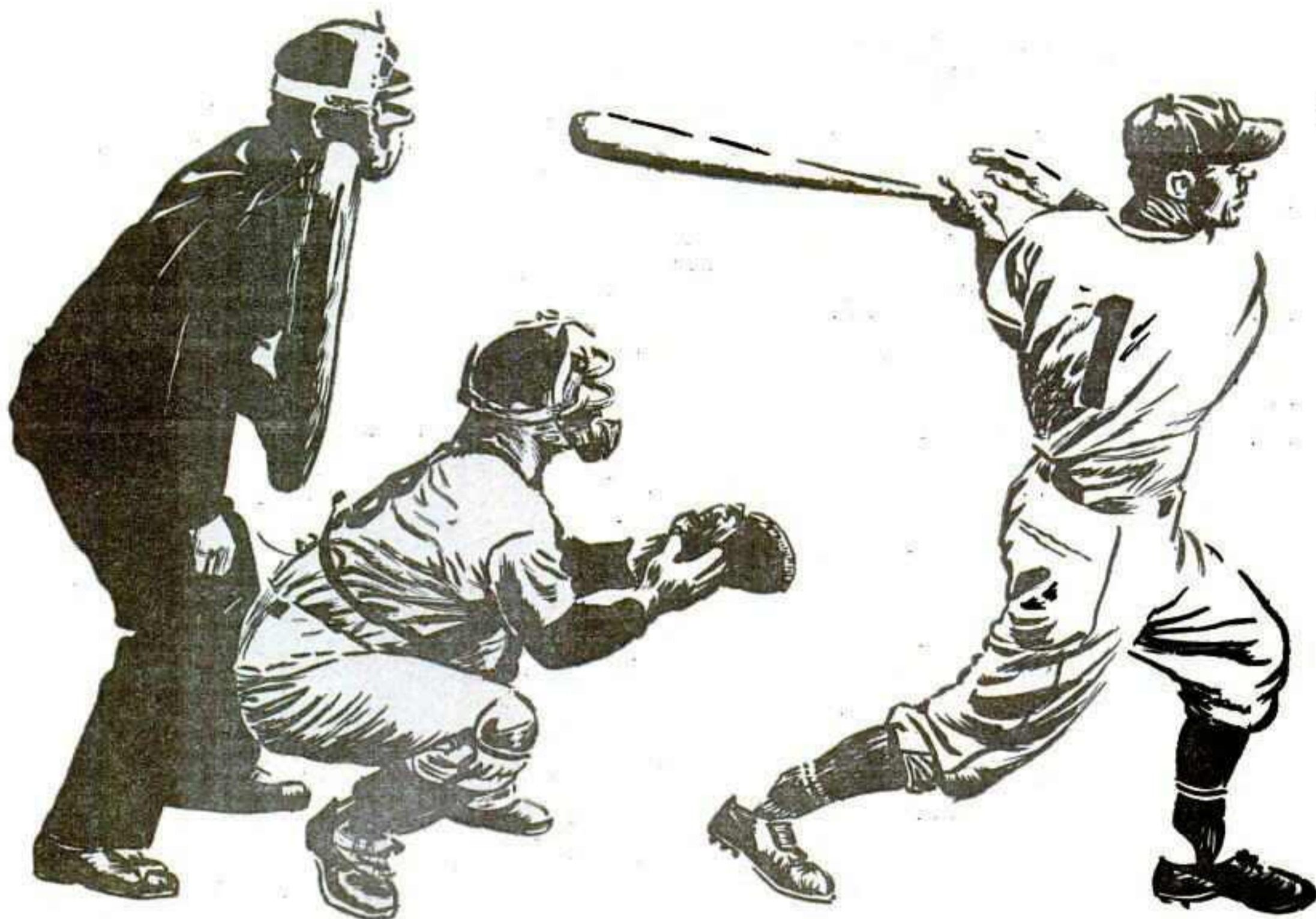
Women in Too

There are many other illustrations of the growing mag-disk romance. August issue of Harper's Bazaar carries a half-page ad offering via mail a Capitol Record album on weight reducing. This is titled "Bazaar's Secret Formula for a Beautiful You."

Harmony and Good Housekeeping tied up for a similar disk offer with an LP titled "Reducing Off the Record." This was on the best selling charts many months. Another big seller was Modern Screen's "Hollywood Method," a Camden record—an exercise-to-music album.

THE BIGGEST PROGRAM IN LIBERTY'S HISTORY!

SCORE BIG-LEAGUE SALES WITH THIS LINE-UP OF ALL-STAR TALENT



18



WHATEVER JULIE WANTS
Julie London 3192/7192
Diamonds Are A Girl's Best Friend; Love For Sale; My Heart Belongs To Daddy; Daddy; etc.



DYNAMIC HANDS
Shay Torrent At The Organ 3193/7193
La Cumparsa; Rose Of The Rio Grande; Sweet Georgia Brown; Bugle Call Rag; etc.



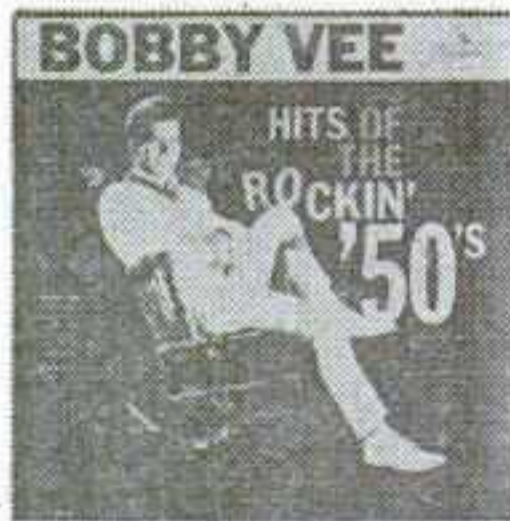
MR. WORDS AND MR. MUSIC
Bob Wills and Tommy Duncan 3194/7194
Bubbles In My Beer; Rolly-Poley; After All; Cindy; etc.



NAKED CITY
Jack Costanzo And His Orch. 3195/7195
Themes From: Route 66; Mr. Lucky; Naked City; A Summer Place; Carnival; The Untouchables; etc.



GENE McDANIELS SINGS MOVIE MEMORIES
3204/7204
Golden Earrings; Tammy; Secret Love; Mona Lisa; All The Way; Young At Heart; etc.



BOBBY VEE SINGS HITS OF THE ROCKIN' '50'S
3205/7205
Lolly-Pop; Summertime Blues; Donna; Earth Angel; Sixteen Candles; etc.



ROMANTICA
The Lush and Exotic Sounds of Martin Denny 3207/7207
And This Is My Beloved; My Reverie; Tenderly; My Romance; etc.



TIMI YURO
3208/7208
I Should Care; Cry; Trying; I Apologize; You'll Never Know; Hurt; etc.

GREAT NEW ALBUMS

- ARTIST HEADER CARDS AVAILABLE
- AD MATS AND CO-OP MONEY AVAILABLE

USE THIS DOUBLE DISPLAY OF LIBERTY'S NEW ALBUMS



FIRST IN THE FOREGROUND OF SOUND



LIBERTY RECORDS GRAND SLAM FALL PROGRAM



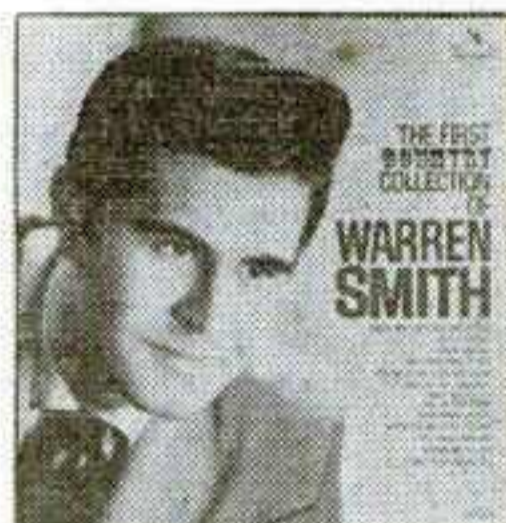
BIG BAND PLAYS THE BIG HITS
3197/7197

Calcutta; African Waltz; Walk—Don't Run; Apache; Up A Lazy River; etc.



BALLADS OF THE KING
The Johnny Mann Singers
3198/7198

Love Me Tender; Are You Lonesome Tonight; It's Now Or Never; Love Me; etc.



THE FIRST COUNTRY COLLECTION OF WARREN SMITH
3199/7199

Odds And Ends; I Don't Believe I'll Fall In Love Today; I Fall To Pieces; Foolin' Around; etc.



MEMORIES ARE MADE OF HITS
3200

Mule Skinner Blues (The Fendermen); Bongo Rock (Preston Epps); Corrine, Corrina (Ray Peterson); Deep Purple (Billy Ward And The Dominoes); etc.



DRUMSVILLE!
Earl Palmer 3201/7201

New Orleans Medley; Hound Dog; Honky Tonk, Part 2; Teen Beat; etc.



MANY SPLENDORED THEMES
The Fantastic Strings of Felix Slatkin 13011/14011

Themes From: Around The World; Bonanza; Gigi; A Summer Place; Limelight; Peter Gunn; etc.



OUT OF THIS WORLD
The Unique Sounds of Richard Marino 13007/14007

Gone With The Wind; The Moon Was Yellow; Over The Rainbow; Misty; Stella By Starlight; etc.



DEEP IN A DREAM
The Fleetwoods
Dolton 2007/8007

A Teenager In Love; Little Girl Blue; Lavender Blue; Daddy's Home; Great Impostor; etc.



THE COLORFUL VENTURES
Dolton 2008/8008

Silver City; Yellow Bird; Blue Moon; Cherry Pink and Apple Blossom White; etc.



THE MOST EXCITING GUITAR SOCCER
Roy Lanham
Dolton 2009/8009

Lost Weekend; Body And Soul; These Foolish Things; As Time Goes By; etc.

PROGRAM ALSO INCLUDES THE ENTIRE LIBERTY CATALOG*

*(CHIPMUNK PRODUCT EXCEPTED)



HERE'S THE PITCH!

- 100% GUARANTEED SALE!
- 1/4 NOV. 10, 1/4 DEC. 10, 1/4 JAN. 10, 1/4 FEB. 10 PAYMENTS.
- 10% DISCOUNT.



• STOCK UP NOW AND SCORE THOSE SALES!

WITH THE COUNTRY JOCKEYS

By **BILL SACHS**

Harvey Thompson spins the country wax 30 hours a week on KTLW, Texas City, Tex., where Tater Pete Hunter continues to hold forth with his daily, two-hour straight country show. . . . Col. Tex Waters has the country sounds 20 hours a week going on KCTA, 50,000-watter at Corpus Christi, Tex. . . . WSNE, new country music station at Cumming, Ga., takes to the air September 1 and is sorely in need of spinning material. . . . Deejays missed in the mailing of Colman O'Neill's waxing of "The Singer and the Angel," penned by Charlie Grant, of KSIW, Woodward, Okla., may obtain a copy by writing to Grant at 1214 1/2 15th Street, Woodward.

Bobby Bee puts in a plea for sample disks for his new c.&w. platter show on KPKW, Pasco, Wash. Bobby does 12 hours a week, including a 6 p.m. to midnight stretch on Saturdays. Bee gets his mail at 1500 S. Washington, Kennewick, Wash. . . . Dusty Miller, of WCSS, Amsterdam, N. Y., reminds artists and diskeries that he's always in need of programming material. . . . Ray Kinnamon and

Buzz Walker, who man the turntables at WTJH, East Point, Ga., now observing its 13th year as an all-country, western and gospel station, report that they continue to enjoy prosperity in the Atlanta market. Ray and Buzz had as recent visitors Skeeter Davis, Ralph Emery, Buck Owens, Chet Atkins, the Browns, Teddy Wilburn and Roger Miller.

For a sample of Marty Martin's recent release, "Box-Car Willie" b.w. "There Goes the Sun," jot down a request on your station's letterhead and shoot it to Marty at Station KOLN-TV, Lincoln, Neb. . . . Joe Gillespie, of WGHG, new country and gospel station at Clayton, Ga., says he's in need of records, new and old. The station began operation five weeks ago. . . . Jocks missed in the mailing on Rose Maddox's new Capitol release, "Conscience, I'm Guilty" b.w. "Lonely Street," may obtain a copy by writing to Jimmy Brogdon at Box 294, Oceanside, Calif. . . . Also available to c.&w. jocks are copies of Jimmie Crane's new Merlene Records release, "I'm Honky Tonking Now" b.w. "I'll Be at Your

(Continued on page 11)

NAB Boss Collins Seeks Relief From FCC Paper Work

WASHINGTON—Smaller radio broadcast stations would be put under an "intolerable" burden of paper work in filling out the Federal Communications Commission's proposed broadcast program forms, says LeRoy Collins, president of the National Association of Broadcasters. Collins has asked for an informal conference in mid-September, between radio broadcasters and the FCC, to discuss this and other current radio problems.

Collins spoke at the same conference on "Freedom and Responsibility in Broadcasting" at the Northwestern University School of Law, which featured FCC Chairman Minow as guest speaker, last week in Chicago. Collins disagreed with Minow that there should be more stations, more competition. Collins favors a freeze on AM stations, in line with FCC Commissioner Lee's idea, because the overload of stations means an "overload of commercialism" for financial survival.

FCC Hits Radio 1; To Hold Hearing on KMAK Transfer

WASHINGTON — The FCC continues to call strikes on broadcasters who do not propose the right kind of programming service for their area. KMAK, Fresno, Calif., has been held up on a prospective transfer because the would-be owner, Radio One, Inc., proposes programming almost identical to that of its other two owned stations in California—KLIV, San Jose, and KXOA, Sacramento.

The FCC also reminded Riley R. Gibson, major domo and chief stockholder of Radio One, Inc., that he had at one time "falsely advertised surveys" claiming that his station was No. 1 in its own community and No. 1 in the valley. Gibson's group, the one now proposing to pick up KMAK, was also involved in charges of "trafficking" in a quickie deal involving an Oregon station, the FCC said. In view of all this, the agency proposes a hearing.

YESTERYEAR'S HITS

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

POP—5 Years Ago
AUGUST 11, 1956

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

POP—10 Years Ago
AUGUST 11, 1951

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

RHYTHM & BLUES—5 Years Ago—AUGUST 11, 1956

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

- Casual Look, Six Teens, Flip
I Promise to Remember, Teenagers, Gee
Love, Love, Love, Clovers, Atlantic
Please, Please, Please, James Brown, Federal
Honky Tonk (Part II), Bill Doggett, King
It's Too Late, Chuck Willie, Atlantic

PROGRAMMING PANEL

THE QUESTION

Which recording artist would you like to interview the most and why?

THE ANSWERS

BOB DREWS
WVL-TV, New Orleans

For very practical reasons, I could use an interview with Annette — first on "G.O.B.D. Saturday Bandstand" where the teen-age audience would go wild for both her singing style and her teen appeal, and again (via video tape) on the daily "Good Old Bob Drews Shows"



where the younger youngsters would be entranced by a former Mouseketeer. (Of course, for an off-the-record interview give me Julie London.)

DAN ALLAN
WLOL, Minneapolis

Peggy Lee. Peggy's North Dakota background makes her an especially well-known person in the Upper Midwest, but, beyond that, she is a genuinely talented musician. She projects an astounding personality into every song she sings. Her sense of rhythm is, I think, unique—her original compositions and arrangements are excellent. And she's mighty nice looking. May I ask: Who doesn't want to interview Peggy Lee?



CHARLIE MONK
WKRQ, Mobile, Ala.

Frank Sinatra—'cause he is an artist. He has grown with the business and captured it. Let's call him "King of Show Business." He's a top recording star, owns his own label, management bureau, night club, tops all TV ratings and has an Oscar for superb acting. Take it from a "Charlie," tearing into this "Clyde" about the "Glass Jungle" and its "inhabitants" would be a "gas."



BIG WILSON
WNEW, New York

Probably very few people have ever heard of a recording star named Horace McCone. To the best of my knowledge his only record was made during the World's Fair in 1939 in a dime record - your - voice booth. Due to technical difficulties, the record came out blank. In comparison to some of today's music, Horace McCone's record turned out to be a blessing in disguise. I now own that famous record and it is my great ambition to—but I see we are over our 70 words.



VOX JOX

By **JUNE BUNDY**

WESTERN-STYLED DEBUT: Station KQV, Pittsburgh, introduced its new morning deejay, Bill Western, with a special spot campaign last month. For two weeks prior to the jock taking over his time period, the station aired a flock of spots announcing "KQV is going Western." As a result, program director Dick Drury was flooded with protests and queries from listeners who assumed that KQV was going on a c.&w. kick. "I've never seen such a reaction," said Drury. "Some folks were happy when they thought we actually were going Western!" July 28 when Western was officially introduced on the air, "Western Music Hits of past years were played throughout the day. However, Drury stressed that KGV did not go Western, programming-wise, and is still on a pop kick.

GALEN DRAKE TO FM: Veteran radio personality Galen Drake—along-time star at WOR, New York—has signed a three-year contract with WNCN, New York, starting this week. He will emcee three daily radio shows, which will also be aired by three other members of the Concert Network—WHCN, Hartford, Conn.; WXCN, Providence, R. I., and WBCN, Boston. He will be heard from 7:45 to 8 a.m. and 9 to 10 a.m. in the morning and from 2 to 3 p.m. in the afternoon. Joe Parry, sales manager of WNCN, said Drake's salary would be the highest ever paid a performer in the history of indie FM stations. However, he refused to name the figure. Meanwhile, WNCN, flagship of the Concert Network, is making plans to sign other well-known personalities.

CHANGE OF THEME: One of the country's best-known deejays, Robin Seymour, WKMJ, Detroit, is changing time periods after 13 years in the 3:30-6:30 time slot. Seymour is moving into the station's 6-10 a.m. time seg, while Lee Alan, formerly WKMJ's nighttime jock, is taking over Seymour's afternoon schedule. . . . Hester Keele Kyler has joined WSIX, Nashville, as musical director and librarian. A veteran in the radio field, Mrs. Kyler was on WSIX and WSM, Nashville, in the early '30's as half of a duo piano team. In recent years she has been program director of WBBZ, Ponca City, Okla., and also associated with WCLO, Janesville, Wis., and WCMI, Ashland, Ky.

(Continued on page 11)

ARTISTS' BIOGRAPHIES

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

THE MAR-KEYS



Waxing for Satellite Records is a hot, new group known as the Mar-Keys. Their key to recording success is the Satellite instrumental disk tagged "Last Night," which has soared into the Top 10 of the Hot 100. The group is comprised of Terry Johnson, drums; Steve Cropper, guitar; Don (Duck) Dunn, bass; Charles Axton, tenor sax; Don Nix, baritone; Wayne Jackson, trumpet, and Jerry Lee (Smoochie) Smith, piano and organ. The boys are from Memphis and have been together for about three years. At first they were a four-piece combo but added the brass and organist in the last year. Until their connection with Satellite Records as artists, they played local dances and clubs and then became staff musicians for Satellite. Soon after the boys came up with their own hit disk. They were assisted by a.&r. man Chips Moman, who wrote and arranged the hit, "Last Night."

TIMI YURO

Petite Timi Yuro is scoring heavily on the Hot 100 with her hot Liberty waxing of "Hurt." In only three weeks the disk strides right into the No. 20 slot on the chart. Miss Yuro (real first name is Rosemarie) was born in Chicago August 4 about 21 years ago. She has resided in Los Angeles the past nine years, where she helps her mother, who owns and operates an Italian restaurant. She started singing as a young girl and soon appeared in the floorshow at the restaurant on weekends. The show was made up of professional children performers. Liberty Records' president, Al Bennett, signed Timi Yuro to a contract about a year ago, but after the recording session the label was not pleased with the results. Only recently Miss Yuro wanted to be released from her contract, but Bennett was convinced that the young lady had great potential. Clyde Otis, who recently came to Liberty, recorded Miss Yuro on her hit disk, "Hurt," upholding the validity of Bennett's faith in her talent. Her first album will be released this week and the second album is almost complete, too.



New ARMADA Execs at Meet

NEW YORK—A flock of key manufacturers and distributors have been invited to join the executive board of ARMADA at the next meeting of the ARMADA Board on August 18 in New York. The meeting will be held at the Hotel Warwick here and will be chaired by Art Talmadge, president of the association.

The men invited to join the board are Archie Bleyer of Cadence, Henry Droz of Arc Distributing in Detroit, John Kaplan of J. & K. Distributing in Detroit, Pop Daily of H. W. Daily in Houston, Leonard Chess of Chess, and Fletcher Smith of Stereo Oddities. ARMADA officers who will be present include Bob Chatton, Nelson Verbit, Harry Schwartz, Harry Apostoleris, Amos Heilicher, Ahmet Ertegun, Milt Saltstone, Sam Phillips, Al Bennett, Bill Shockett, Sigmund Steinberg, Jordan Ross, Ewart Abner and Norman Weiser.

The association will plot out its program for the year at this meet, the first get-together of the executive board since the ARMADA Convention in Florida a month ago. Also on the agenda are legal reports from Steinberg, and many subjects that were covered during the symposium meets at the Florida sessions.

Forlenza Columbia PR Field Manager

NEW YORK — Columbia Records has appointed Sal Forlenza to the post of national promotion manager for field sales. He replaces Bob Messenger who left the firm to form his own personal management company. Tom Catalana has been named product manager of single records, Forlenza's old post.

At the same Mike Berniker, of the Epic a.&r. staff, has been upped from associate producer to producer. In creative services at Columbia Elizabeth Snowden has been appointed administrative assistant to Debbie Ishlon, vice-president of the creative services department.

Cook PR Manager For Columbia's Chi Record Distributors

CHICAGO—Paul Cook, 33, takes over as Chicago promotional manager for Columbia Records Distributing Corporation here, replacing John Doumanian, who moves to a Midwest regional post with Capitol.

Cook was formerly Midwest regional promotion manager for Columbia Records Sales Corporation. The move is a big step up for the youthful Cook who has been with Columbia less than a year.

Before that, Cook was with the Fred M. Randall Advertising Agency, Detroit, for three years; Burroughs Corporation, Detroit, as advertising director, for five years, and American Airlines for four years.

Al Smolin Moves Into Sun Plastics Firm

NEW YORK — Al Smolin, formerly plant manager for Allied Records in Belleville, N. J., has resigned that post to become sales manager for Sun Plastics, a disk-pressing firm in East Newark, N. J. Operated by Moe Silvers and Jerry Salerno, Sun presently includes ABC - Paramount, Warwick, Jubilee, Octave, Ansonia and Command among its accounts. Smolin has a background of 16 years in the business, including three years with Columbia in Bridgeport.

PRIVATE CLUBS SERVING BANDS

PHILADELPHIA — The big-band sound, particularly those belonging to name music makers, will get a major test run at the suburban Drexelbrook Swimming and Tennis Club during August. For three Monday nights at the private membership club, name bands will play in a tent to be pitched on the pool patio at the club. New policy will kick-off with Louis Armstrong August 14, with Woody Herman coming in August 21 and Warren Covington with the Tommy Dorsey Band August 28.

Operators of the Drexelbrook club have just taken over the operation of the Valley Forge Country Club in another suburban area and a similar entertainment policy is planned for the new enterprise.

Miracle Name for New Tamla Subsid

CHICAGO — Tamla - Motown Records, Detroit, introduces a new label, Miracle, with the forthcoming singles release "O Mother" by the Elgins, Detroit vocal group.

The new subsidiary will utilize the talents of unknown artists and also will issue pressing of masters purchased from other firms. Though the label's initial release is a pop-r.&b. single, Tamla intends to eventually concentrate Miracle recordings in the jazz field.

Tamla, the parent company, was established approximately 18 months ago by Berry Gordy Jr. The Motown line later was added to issue tunes primarily in the pop-r.&b. field.

Tamla-Motown presently has "Mighty Good Lovin'" by the Miracles and "I Don't Want to Take a Chance" by Mary Wells on BMW's "Hot 100."

Miele New Mkt. Chief at MGM

NEW YORK—Andy Miele has left his post of sales chief with United Artists Records to take over as director of marketing for MGM Records. Miele will handle all domestic and international sales and promotion for MGM, Verve and Cub labels. He has also held posts with Capitol Records during his 16-year ties with the business. The Miele appointment, according to MGM President Arnold Maxin, will enable Sid Brandt, vice-president in charge of operations, who has been doubling in sales, to focus his energies on administration, budgeting and sales analysis.

King Ups Chuck Seitz To Chief Engineer Post

CINCINNATI — Syd Nathan, King Records chief, has announced the promotion of engineer Chuck Seitz to the post of chief engineer and recording supervisor of King studios in New York, Chicago and Cincinnati, covering the firm's King, Federal, Deluxe and Bethlehem labels. Norbert Ward, engineer, last week joined King to handle some of the duties formerly performed by Seitz.

Seitz joined King Records on a full-time basis in mid-May, after working with the firm part time during his tenure as circulation supervisor with Billboard Music Week here. He was with BMW three and a half years. Prior to joining BMW, Seitz was engineer for six years with Rite Records Productions here.

LABEL-DEEJAY PROMOTIONS

By NIKI KALISH

"MISS SKIN TIGHT, PIN STRIPE" CONTEST: Radio Station WHOO, Orlando, Fla., recently stirred up their teen-age listeners by running a photo contest to select "Miss Skin Tight, Pin Stripe" as part of a tie-in promotion for the Sheb Wooley MGM disk of "Skin Tight, Pin Striped Purple Pedal Pushers." The station received hundreds of photos of teen-age listeners dressed in the costume described in the lyrics of the novelty song. Winner of the contest was Brenda Thomas of Orlando, chosen for costuming and looks. Young Miss Thomas made the rounds of local dealers in costume plugging the record and Station WHOO.

DEEJAY FETES FERGUSON: Bob Hassey, jazz deejay at WKBN, Youngstown, Ohio, turned the tables on Maynard Ferguson and his orchestra by tossing an affair for the group during Ferguson's recent appearance at Idora Park in Youngstown. Hassey, who did a remote for the station from the park, felt the best way to convey his enthusiasm for the success of the appearance was to have a party for Ferguson and his aggregation. The Roulette recording artists' success resulted in a booking for a return engagement in October at the University of Youngstown.

CUGAT CONCERT PLUGS LP: Mercury recording artists Xavier Cugat and Abbe Lane were in Minneapolis recently to open the first "Music Under the Stars" concert of this summer's season. They visited many of the deejays in the area, including Howard Viken of Station WCCO, to plug Cugat's latest Mercury album titled "Viva Cugat." Cugat was kept busy autographing copies of the album. Connie Hecter, Mercury promotion manager, reports that both the concert and the album were quite successful.

JUST SCRATCHIN' AND SANDIN': Til Dieterle, whose "honky tonk" piano created quite a stir when she recently cut the "Bilbao Song" for United Artists Records using sandpaper scratching in the background, was recently the subject of a "Sand Along With Til" promotion conducted by Ray Briem, KLAC, Hollywood. Briem, after hearing the disk, worked out a giveaway deal with Minnesota Mining, who supplied him with the scratching materials. Then in conjunction with Til Dieterle, who was visiting on the Coast, set up the "Sand Along With Til" promotion, spinning the "Bilbao Song" disk while the listeners scratched away. Briem reports the mail reaction has been "fantastic."

SEEN AROUND THE STATIONS: Gene Pitney, whose "Every Breath I Take" Musicor disk is his third strong item for the U.A. subsid, spent a week recently covering the East Coast, including stops in Atlantic City, for appearances with Larry Keane of WMID, then to Washington, for a visit with the local jockeys, plus an appearance on the Milt Grant radio show. Then he went on to Baltimore for the Buddy Deane show on WJZ-TV.

Booker Bob Dawes to AMB

LOS ANGELES — Bob Dawes, formerly in the band and one-nighter department of General Artists Corporation on the West Coast, has joined Artists Management Bureau, Inc., here to handle artist bookings on the West Coast, Hawaii and Australia. AMB is operated by Marty Landau and X. Cosse, well-known c.&w. promoters and managers.

New on the AMB books under an exclusive booking pact are Johnny Burnett, currently on tour of the Pacific Northwest, and the Champs, who this week begin a four-week trek through New Mexico, Arizona and Colorado.

Liberty Sets Distrib For Goldcrest's Side

CHICAGO—Goldcrest Records' new single, "This Time" by Troy Shendell, will be distributed nationally on the Liberty label through Liberty's distributor network.

In Chicago, however, the tune will remain on Goldcrest and will continue to be handled by Summit Distributors, Inc.

The single is Goldcrest's first release. The label was formed by Gary Shelton, Fort Wayne, Ind., who also produced the single. Shelton is a former artist with Mercury.

SESAC Sets License Pacts Around World

NEW YORK—SESAC has set agreements with various foreign licensing agencies for representation overseas. PRS will handle performance rights in England, mechanical rights by MCPS. GEMA will handle both performances and mechanicals for Germany. SACEM in France will collect and process performance royalties there and BIEM will handle mechanical rights on the Continent except in Germany.

Decca Unveils Line To Boston Dealers

BOSTON — Nearly 150 record dealers, their wives and members of the record industry gathered Thursday (27) for the annual fall showing of Decca's newest listings. Hosting the occasion at the Somerset Hotel, was Alan Ross, local manager, who gave the guests a preview of what the firm has in store for the fall.

Attending from New York were Leonard Salidor, Decca's chief of national promotion; Alan Smith, head of the phonograph and accessory department; George Lee, credit manager, and Ed Hurley, Eastern divisional manager. Retailers and their guests were treated to a sumptuous buffet with refreshments.

Nobach Heads German Disk Production Team

COLOGNE — Nils Nobach, Electrola disk producer who is leaving to join Ariola effective September 1, will erect a new studio for Ariola in Cologne. Nobach becomes chief of the newly formed "production group West" of Ariola. The Nobach project is part of Ariola's decentralization program aimed at erecting a series of regional diskeries blanketing Germany.

Nobach's "production group West" will be the fourth such regional production unit. The others are in Munich, led by Helmut Jantsch; in Hamburg, led by Franz Schmidt-Norden; and Berlin, led by Willy Hoffmann and Friedrich Schroeder.

Nobach moved to Ariola as part of a shift which brought Heinz Gietz and Guenter Ilgner to Electrola in a reorganization of Electrola's dance and entertainment music section. Gietz takes charge of the artists and Ilgner the sales.

Time Bows 1-for-4 Deal; Buys Master

NEW YORK — Effective immediately through September 15, Time Records is putting the entire 2000 series catalog items on a buy four get one free basis. Included in the deal are five new albums which are being released this week.

The firm has also purchased and released a single master originally released on the Elbridge label called "Red Headed Woman" sung by Wayne Worley. It is reported that initial action on the disk has originated in Chicago.

Premier Bids for SEC Stock Sale

WASHINGTON — Premier Albums, Inc., New York, proposes to sell 120,000 shares of common stock to finance a new stereo record line, Directional Sounds, together with a new audio-visual sales approach. Public sale would be at \$5 per share.

In a registration filing with the Securities & Exchange Commission, the company, which makes and sells stereo and monaural LP's, says \$100,000 of the stock sale proceeds would go to finance the new line of Directional Sound stereo disks, plus acquisition and use of a "sales device for the audio and visual presentation of sound in motion." Another \$200,000 of the sales proceeds will be used to buy pressing plant facilities, and the remainder will go into working capital.

The registration statement says the company now has 140,000 common shares outstanding, with a 78-cent-per-share book value. Additional 25,000 to 65,000 shares are reserved for future issue of employee stock options. Of the outstanding stock, Philip Landwehr and Milton Rosen, president and vice-president respectively, each own 31.8 per cent, and Lewis Harris, vice-president, owns 21.2 per cent.

Davco Records in New Jacksonville Quarters

JACKSONVILLE, Fla.—Davco Records, Inc., Hampton J. Walker, president, has moved into new quarters at 716 Bugbee Street here. On the Davco staff here, besides Walker, are Bob O'Steen, director of publicity and promotion; George McGlamory, head of public relations, and Sally DeFaut, executive secretary.

Latest Davco releases are "My Heart and Eyes" b.w. "I Am Never Understood" by Merlene Garner, and "Touch of Heaven" b.w. "Just as Plain as Day" by Jimmy Strickland. Miss Garner is currently appearing at the Chez Louis in Tampa. Strickland is on his fifth week of a 52-week contract with Copeland Sausage for a 30-minute weekly TV show beamed over most of Florida and Georgia. He also appears each Friday and Saturday nights at the 3 A.M. Club here along with other top name c.&w. artists.

Form Beverly Artists Agency

HOLLYWOOD — Anne (Fulchino) Freels, for eight years with RCA Victor's Public Relations Department, has teamed with ex-GAC nightclub booker Stanley Furman to form Beverly Artists Corporation Theatrical Agency. The newly formed firm will represent artists in records, personal appearances, TV and pictures. BAC will headquarter at 260 South Beverly Hills.

Mrs. Freels, who will serve as an associate to Furman, was sales promotion manager of Columbia Records prior to joining RCA Victor. Before entering the record business, she served as a nightclub and theater chain press agent.



(Courtesy Nat'l Cartoonists Society)

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

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

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

**PHONOS LISTING BETWEEN
\$101 AND \$150**

Position This Issue	Position 5/8/61	Brand	% of Total Points
1	1	Magnavox	36.8
2	3	Columbia	9.9
3	4	Motorola	7.9
4	2	Decca	7.1
5	8	Webcor	6.4
5	5	Zenith	6.4
7	7	RCA Victor	5.5
8	6	Voice of Music (V-M)	4.2
9	9	Capitol	3.7
		Others	12.1

Plagued By Rack, 1-Stop Competish

• Continued from page 3

service for various armed forces posts in the Deep South, can also be found at the Navy base in Portsmouth, Va. In Richmond itself, Handelman Drug, operating out of its Greensboro, N. C., outlet, is serving at least three of the Murphy variety chain stores, as well as a Murphy store in Lynchburg.

The Sears stores in Richmond are getting service on singles from F & L (Friedman and Lapidus) from Atlanta, while the Jimmy Martin distributing firm in Chicago supplies albums.

In addition, the mobile one-stop firm out of Pittsburgh is active in this market with its Volkswagens, as is another one-stop from New York. Record Sales of Boston, on the other hand, is active in the Fields stores in Hampton and Petersburg, Va.

Peddler Pays

A glimmer of hope arose for the local distributors recently, when a truckman for the Edge firm in Washington was arrested in the act of selling disk merchandise out of a truck to a local retailer. He was charged with operating without a peddler's license. According to the law here, it's legal for an out-of-State supplier to make deliveries on previously received orders. If he solicits business on the spot, however, he requires a peddler's license. The case, however, was settled when the trucker was required to pay a nominal fine upon agreeing to take out the necessary license.

Business Off

According to Sinsheimer: "The retail record sales here are 30 to 35 per cent off what they were a year ago." Part of the explanation, he says, is the fact that all these record outlets in our area have decided to do business with people far away. These outfits can't possibly be current when it comes to having a title ready when the demand is hottest. They simply don't care that much because they have too many other accounts to worry about. And they keep expanding all the time tying up more and more retail accounts. As long as they keep expanding, they can stay in business, but sooner or later

when there are no new locations, the bubble has to burst. They can't operate on 10 to 15 per cent on a perishable item like records forever, and they can't keep hanging creditors up forever. There has to be a day of reckoning, Sinsheimer thinks.

He contends: "A lot of record companies don't have fluid cash now either, thanks to these far-flung rack operators. In the last six months we've shipped records back to seven different record companies who yanked their lines from us. They all still owe us the money for the records. One firm in California owes us \$2,800 since last April. They simply can't get their money out of the rack jobbers. That's their trouble, man!"

Diversification

The Allen firm is now selling transistor radios, phonographs and accessories to take up the slack of the loss in the disk business. The firm has also taken on the record cabinet line of the furniture firm known as Universal of High Point.

"Beyond that, we actively have in mind getting into the book business, in a sort of rack jobbing way," says Sinsheimer. "The book clubs destroyed a lot of the hard-cover book retail business. Today there are only 1,400 outlets for hard-cover books in the country. Publishers are eager to open new outlets.

"We've talked to Random House and Prentice Hall and others and they'll work with us on a guarantee basis. We've talked to our record accounts and they'll go for it. They will try anything at this point to get some new business.

"We have in mind putting some type of rack or fixture in the store which will contain only the 15 best sellers according to The New York Times. Dealers will work on a 100 per cent guarantee and they'll make a markup of 40 per cent. And when you're talking about a \$10 retail book, that's a nice profit. There's a lot to this book idea and we're for it. As far as records go, the manufacturers better smarten up and drop the suggested retail price before everybody is ruined. That's the only answer," Sinsheimer concluded.

**GOTHAM SCENE
OF NEXT YEAR'S
NAMM SHOW**

CHICAGO—The National Association of Music Merchants (NAMM) last week issued figures indicating a record Chicago attendance for the recent Music Merchants Trade Show and at the same time released plans for the 1962 convention and show to take place in New York. Final figures brought out that this year's Chicago conclave produced an 11 per cent increase in buyer attendance and an over-all increase in attendance of 5 per cent.

Next year's gathering will take place in the New York Trade Show Building June 24 through 28. At the helm of NAMM at that time will be the organization's recently elected officers, Ted Korten, Longview, Wash., president; Eldred S. Byerly, Peoria, Ill., vice-president; C. M. Balcon, Seattle, Wash., secretary; and R. Gregory Durham, Chicago, treasurer.

**Novel Transistor
Radio From Japan**

WASHINGTON—New Japanese transistor radios are being attached to the back of framed paintings to be hung on the wall and put into other cases of novel design, the Foreign Commerce Weekly reports. Other Japanese gimmicks include meters showing condition of the battery and doubling as tuning indicators. Vernier dials are being used for easier tuning.

Japan's exports to the U. S. of the entertainment-type transistor is still on the rise—4 million out of their total export of 11 million units. They are also shipping battery-operated portable television receivers, apparently concentrating on a trend toward facility and ease in handling for consumer sight-and-sound entertainment in the home.

**N. Y. Hi-Fi Show to
Spot Stereo FM**

NEW YORK—Over \$6 million worth of audio components, highlighted by one of the first displays of FM stereo radios and adaptor equipment to be on view to the general public, will be the features of the upcoming New York Hi-Fi Music Show. The show will be staged at the Trade Show Building, September 13-17.

More than 125 exhibitors are expected to present their wares to an estimated attendance of 30,000. Admission fees of \$1.25 for adults, and 25 cents for children will be charged. A press review will be held Wednesday, September 13, in advance of the regular Thursday to Sunday public showing.

**Atlantic Offers
Fall Albums, Disks**

NEW YORK—Atlantic Records is swinging on its fall program. The firm reported this week that its sales program for the fall has already surpassed all previous plans, with 80 per cent of all distributors already having reached July and August quotes.

Atlantic is offering all qualified dealers its entire LP catalog at a 15 per cent discount until August 31. These include catalog as well as new LP's. The discount applies to all Atco catalog and new LP's as well.

DISK DEALS FOR DEALERS

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

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

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

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

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

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

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

STARDAY—Expires August 30, 1961. Started July 31, 1961.

"Starday's Original Second Annual Country Music Spectacular Sale." Three albums free for every 10 purchased. Program covers all Starday LP's and EP's. Features two albums: "More Country Music Spectacular" specially priced to dealer at \$3.15; "Country Music Sampler," specially priced to dealer at \$1.23. See page 3, July 31 issue, for details.

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

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

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

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

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

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

CANDID—Extended through August 31, 1961. Started June 27, 1961.

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

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

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

KING—Expires August 31, 1961. Started August 1, 1961.

Dealer Restocking Plan. One LP free for every five purchased. Special dating plan for orders totaling \$75 or more. See separate story, current issue, for details.

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

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

MGM—Expires August 31, 1961. Started July 15, 1961.

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

PARLIAMENT—Extended through August 31, 1961. Started June 19, 1961.

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

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

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

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

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

DECCA—Expires September 15, 1961. Started July 19, 1961.

On a minimum order of any combination of LP's, EP's, Tape or the Vocalion line totaling \$100, the dealer is allowed a 10 per cent discount on the total purchase. Chain stores are also eligible. See page 3, July 31 issue, for details.

TIME—Expires September 15, 1961. Started August 1, 1961.

Entire Time Records series 2000 catalog available on a buy-four-get-one-free basis. Plan includes new releases.

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

Ten per cent discount on new LP releases in addition to complete catalog. See page 1, July 31 issue, for details.

EPIC—Expires September 16, 1961. Started July 10, 1961.

"Fall Merchandising Plan." Fifteen per cent discount on all new LP releases for August and September, plus the catalog. See page 1, current issue, for details.

LIBERTY—Expires September 22, 1961. Started August 1, 1961.

Label is offering 10 per cent discount on entire catalog, plus new releases on all LP's except The Chipmunks. See page 3, July 24 issue, for details.

WARNER BROS.—Expires September 22, 1961. Started July 24, 1961.

Label is offering a 15 per cent bonus to dealers covering new releases and catalog. See page 3, July 31 issue, for details.

ROULETTE—Expires September 24, 1961. Started August 1, 1961.

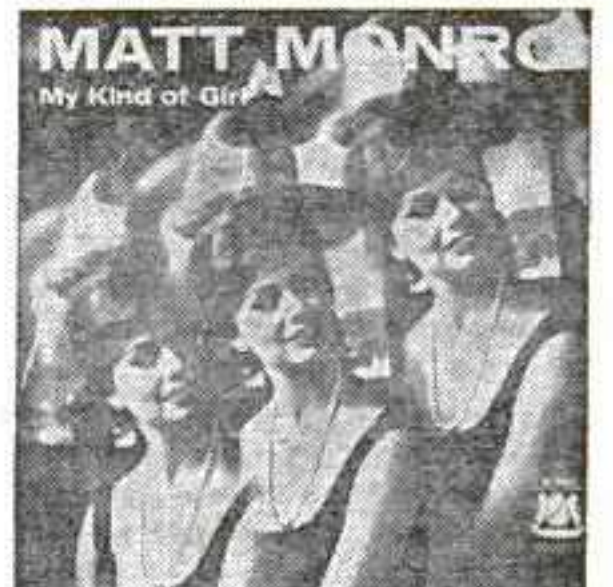
Qualified dealers are offered 15 per cent discount on all LP's including new releases. See separate story, current issue, for details.

(Continued on page 11)

ALBUM COVER OF THE WEEK



A TOUCH OF ELEGANCE—Andre Previn, Columbia CS 8449. Full-color photo of the sophisticated doll is by Jerry Schatzberg. Mostly in red and blues on a cream background. Attractive display item.



MY KIND OF GIRL—Matt Monro, Warwick W 2045. What could be better than one pretty girl but three of them. All the same lovely and in full color with a background of fountains. Nice display material.

VOX JOX

Continued from page 8

New additions at WCCF, Punta Gorda, Fla., include **Don Thieme**, formerly with WNOR, Norfolk, Va.; **Larry Kent**, ex-WSAF, Sarasota, Fla.; **Rob Payne**, ex-WSBD, Miami; **Mike Murphy**, ex-WFAB, Miami, and chief engineer **Bill Setliffe**, ex-WEIC, Charleston, Ill. . . . **Roger Miller**, who recently moved from WKWK, Wheeling, W. Va., to WWOW, Conneaut, Ohio, notes that we misspelled Conneaut in a recent issue, and consequently he has been getting mail addressed to "Conneault."

TEXAS: **Ken Fairchild**, newsman at KPRC, Houston, will double as a deejay on the all-night shift when KPRC starts 24-hour operation in the near future. . . . **George Cooper**, KONO, San Antonio, succeeds **Doug China** as program director. China has moved to California. . . . **Bob Brock**, KQUE-FM, Houston, is in the Methodist Hospital recovering from a leg operation. . . . **Eric Goldmar** is subbing for **Bill Zak**, KTRH, Houston, while the later vacations in Mexico. . . . **Howard Cornelsen Jr.** is summer replacement deejay at KRBE, Houston—subbing for afternoon jockey **Scott Noxon**, who is putting in his training stint with the U. S. Army at Fort Hood. . . . After three years as one of San Antonio's top-rated jocks, **Ricci Ware** has moved to KLIF, Dallas, in the 3-6 p.m. time slot. Also new at KLIF are **Jerry Miller**, ex-KONO, San Antonio, and **Ben Laurie**, also ex-KONO man.

WITH THE COUNTRY JOCKEYS

Continued from page 8

Wedding." Drop a line to the company at 1033 Willow Street, Abilene, Tex., on your station letterhead.

Art Barrett has left **WCMS**, Norfolk, Va., to take over the spinning duties at **WKCW**, 5,000-watter at **Warrenton, Va.** **WKCW** is a full-time country operation. . . . **Dampier Music, Inc.**, 119 Two-Mile Pike, Goodlettsville, Tenn., invites jocks to write in for samples of **Leon McAuliff's** "Cozy Inn" on **Cimarron**, **Billy Walker's** "Funny How Time Slips Away" on **Columbia**, and **Ray Sanders'** "Walk Slow" b.w. "Two Hearts Are Broken" on **Liberty**. Put your request on your station's letterhead.

DISK DEALS FOR DEALERS

Continued from page 10

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

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

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

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

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

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

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

MONITOR—No expiration date. Started June 19, 1961. Three LP's are specially priced to the consumer at \$1.98. **Soviet Army Chorus and Band, Vol. 4;** **Beethoven Piano Concerto No. 4 in G, Gilels, piano;** **Beethoven Piano Concerto No. 5 in E Flat Major, Gilels, piano.**

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

WIP Tossin' Out Rocking Turners

PHILADELPHIA — Radio Station WIP, which did a rock and roll carbon copy of the musical menu dished up by WIBG here for many a year, is beginning to do a switch of the spinning. Station went to the rock and roll register from high-brow levels after Metropolitan Broadcasting Company took over the station a few years ago.

"We're still going to play hits," says General Manager **Harvey Glascock**, "but not when they're that tossing-and-turning type of rock and roll. We think the swing is to the more tasteful music."

Under new music policy, platters of **Sinatra**, **Shearing**, **Peggy Lee** and **Ella Fitzgerald** are being played regularly.

Ampex Expansion Aids Design & Engineering

HOLLYWOOD — Ampex is stepping up its product design and engineering as part of an expansion program "to meet present and future requirements of consumer and professional markets" here and abroad, according to **Herb Brown**, Ampex vice-president and manager of Ampex Audio.

Brown noted that during June, Ampex Audio's employment showed an 18 per cent increase. He said his firm's expansion program is causing it to "actively seek senior engineers with experience in magnetic recording to help implement this accelerated" activity at **Sunnyvale**. **Brown** also revealed that all field sales activity for Ampex Audio equipment has been centralized under **Richard O'Brien**, recently named audio equipment sales manager. **O'Brien** will base his operations in **New York City**.

George Urey Named

Continued from page 3

directly with **Wood** and **Chris Hamilton**, Dot's sales vice-president. **DRDC** previously was headed by **Webber Parrish** who resigned his vice-president's office to launch his own rack-jobbing operation in the **Nashville** area. Since **Parrish's** departure in April, the post has been left unfilled until **Urey's** appointment.

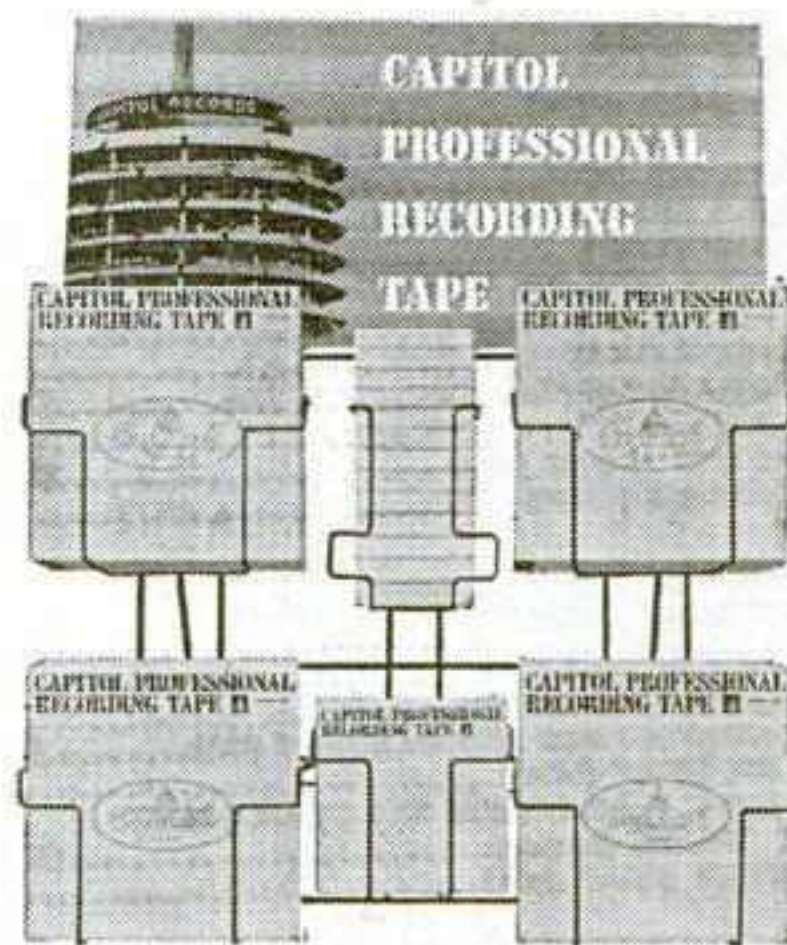
Dot has been expanding its distribution operation, and the naming of **Urey** to its helm is seen as another step in strengthening its wholly owned subsidiary. As administrative head and operations chief of the branches, **Urey** will have broader executive powers in running **DRDC** than his predecessor.



IT'S NEW! A new line of professional quality tapes for the home recording enthusiast.



IT'S FROM CAPITOL! One of the best-known names in modern audio technology.



Just lift the Merchandiser out of its shipping carton, place it on the counter or on your wall, and you're in business. A large advertising/promotional campaign has been launched to aid you in selling this new tape line: ads in *Esquire*, *Audio*, *Harrison's*, *Hi Fi/Stereo Review*, *Modern Photography*, *Popular Photography*, *U.S. Camera*. Plus—banners, brochures, other exciting point-of-sale materials. But get the whole story. Contact your CRDC representative now.

IT'S A DEAL! This compact, self-service Capitol Tape Merchandiser contains a supply of each tape in the new Capitol line. And you get them at the special master-carton discount rate. Contact your CRDC representative now.

EMI/US, Magnetic Tape Division, 1750 North Vine, Los Angeles 28

ALBUM PROGRAMMING & BUYING GUIDE

TOP LP'S BY CATEGORY

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

VOCAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
Male Vocalists	
ALL THE WAY (Cap)	(21) 20
ANKA AT THE COPA (ABC)	105
PAUL ANKA SINGS HIS BIG 15 (ABC)	30
CHET ATKINS' WORKSHOP (RCA)	142
BELAFONTE AT CARNEGIE HALL (RCA)	(26) 26
BELAFONTE RETURNS TO CARNEGIE HALL (RCA)	114
BROOK BENTON GOLDEN HITS (Mer)	124
BOBBY'S BIGGEST HITS (Cameo)	138
COME DANCE WITH ME (Cap)	143
BOBBY DARIN STORY (Atco)	19
DEDICATED TO YOU (ABC)	59
GENIUS HITS THE ROAD (ABC)	103
GENIUS PLUS SOUL EQUALS JAZZ (Imp)	(24) 18
HEAVENLY (Col)	88
BUDDY HOLLY STORY (Cor)	61
JOHNNY HORTON'S GREATEST HITS (Col)	53
HYMNS (Cap)	112
I'LL BUY YOU A STAR (Col)	48
IT'S PONY TIME (Park)	137
JOHNNY'S GREATEST HITS (Col)	25
JOHNNY'S MOODS (Col)	135
MOODY RIVER (Dot)	(36) 75
MOST POPULAR GUITAR (RCA)	147
NICE 'N' EASY (Cap)	49
NO ONE CARES (Cap)	139
RICK IS 21 (Imp)	12
RING-A-DING DING (Rep)	(7) 6
SINATRA'S SWINGIN' SESSION (Cap)	83
SOMETHING FOR EVERYBODY (RCA)	(22) 15
TOUCH OF YOUR LIPS (Cap)	90
TWIST (Park)	119
WARM (Col)	71
Female Vocalists	
CONNIE FRANCIS AT THE COPA (MGM)	130
CONNIE'S GREATEST HITS (MGM)	102
EMOTIONS (Dec)	32
ITALIAN FAVORITES (MGM)	84
JUDY AT CARNEGIE HALL (Cap)	(30) 127
BRENDA LEE (Dec)	56
MACK THE KNIFE (Ver)	132
MORE GREATEST HITS (MGM)	107
ROARIN' 20's (WB)	93
THIS IS BRENDA (Dec)	144
Duos and Groups	
ANOTHER SMASH (Dol)	39
BEST MUSIC ON/OFF CAMPUS (Col)	101
ENCORE OF GOLDEN HITS (Mer)	40
FROM THE HUNGRY I (Cap)	89
GOIN' PLACES (Cap)	(8) 5
HAWAII (CA)	106
HERE WE GO AGAIN (Cap)	52
KINGSTON TRIO (Cap)	21
KINGSTON TRIO AT LARGE (Cap)	65
MAKE WAY (Cap)	(40) 23
SOLD OUT (Cap)	68
STRING ALONG (Cap)	100
TONIGHT IN PERSON (RCA)	(20) 16
Choruses	
FIRESIDE SING ALONG WITH MITCH (Col)	104
HAPPY TIMES SING ALONG WITH MITCH (Col)	(43) 78
MEMORIES SING ALONG WITH MITCH (Col)	54
MITCH'S GREATEST HITS (Col)	70
MORE SING ALONG WITH MITCH (Col)	29
PARTY SING ALONG WITH MITCH (Col)	85
SATURDAY NIGHT SING ALONG WITH MITCH (Col)	86
SENTIMENTAL SING ALONG WITH MITCH (Col)	113
SING ALONG WITH MITCH (Col)	(13) 17
STILL MORE SING ALONG WITH MITCH (Col)	36
TV SING ALONG WITH MITCH (Col)	(9) 4
Mixed Voices	
OLDIES BUT GOODIES (OS)	50

COMEDY LP's

AN EVENING WITH MIKE NICHOLS AND ELAINE MAY (Mer)		92
BUTTON-DOWN MIND OF BOB NEUHART (WB)		33
BUTTON-DOWN MIND STRIKES BACK (WB)		35
STAN FREDERICK PRESENTS THE U. S. A. (Cap)		34
HERE'S JONATHAN (Ver)		31
IN LIVING BLACK & WHITE (Colpix)		45
INSIDE SHELLEY BERMAN (Ver)		55
JOSE JIMENEZ AT THE HUNGRY I (Kapp)		76
KICK THY OWN SELF (RCA)		110
KNOCKERS UP (Jub)		9
LAUGHING ROOM (Stereoadd)		140
MOMS MABLEY AT THE U.N. (Chs)		43
MOMS MABLEY ON STAGE (Chs)		148
MANNA OVERBOARD (Dec)		66
SINSATIONAL (Jub)		41
WOODY WOODBURY LOOKS AT LOVE AND LIFE (Stereoadd)		80

INSTRUMENTAL LP's

Title (Label)	(Stereo) Mono Top LP Rank
Mood and Dance	
BEST OF THE POPULAR PIANO CONCERTOS (WB)	79
BLUE HAWAII (Dot)	(35) 69
CALCUTTA (Dot)	(5) 22
ITALIA MIA (Lon)	(11) 24
MEMORIES ARE MADE OF THIS (Col)	(31) 57
MR. LUCKY GOES LATIN (RCA)	(44) 128
ORANGE BLOSSOM SPECIAL & WHEELS (Dot)	(23) 37
PIANO FORTE (RCA)	(39) 67
SAIL ALONG SILV'RY MOON (Dot)	118
SAY IT WITH MUSIC (Col)	(28) 116
SONGS TO REMEMBER (Lon)	150
SOUL OF SPAIN, VOL. 1 (Som)	141
STARS FOR A SUMMER NIGHT (Col)	(1) 1
TEMPTATION (Kapp)	97
TILL (Kapp)	123
WONDERLAND BY NIGHT (Dec)	47
YELLOW BIRD (Life)	(16) 51
YELLOW BIRD (Dot)	(32)
Jazz	
DREAMSTREET (ABC)	(42) 77
EXODUS TO JAZZ (VJ)	(15) 10
PETE FOUNTAIN'S NEW ORLEANS (Cor)	125
AL HIRT, THE GREATEST HORN IN THE WORLD (RCA)	(41) 121
TIME OUT (Col)	(49) 122
Teen Beat	
DANCE TILL A QUARTER TO THREE (LeGrand)	91
GIRLS, GIRLS, GIRLS (Jamie)	136
SPANISH HARLEM (Atco)	95
WALK, DON'T RUN (Dol)	133
Percussion and Sound	
BONGOS (Com)	(47)
PERSUASIVE PERCUSSION, VOL. 1 (Com)	(14)
PERSUASIVE PERCUSSION, VOL. 2 (Com)	96
PERSUASIVE PERCUSSION, VOL. 3 (Com)	(29)
PROVOCATIVE PERCUSSION, VOL. 1 (Com)	(25)

SHOW MUSIC

Original Cast	
BYE BYE BIRDIE (Col)	(45) 38
CAMELOT (Col)	(2) 3
CARNIVAL (MGM)	(17) 8
DONNYBROOK (Kapp)	126
DO RE MI (RCA)	131
FIORELLO (Cap)	120
FLOWER DRUM SONG (Col)	81
GYPSY (Col)	60
HAPPIEST GIRL IN THE WORLD (Col)	129
MUSIC MAN (Cap)	(48) 108
MY FAIR LADY (Col)	(18) 28
THE SOUND OF MUSIC (Col)	(12) 13
SOUTH PACIFIC (Col)	63
TENDERLOIN (Cap)	82
UNSINKABLE MOLLY BROWN (Cap)	(38) 58
WEST SIDE STORY (Col)	(34) 64
WILDCAT (RCA)	(33) 27
Sound Track	
THE ALAMO (Col)	94
BEN-HUR (MGM)	(50) 72
CAN CAN (Cap)	134
EXODUS (RCA)	(3) 7
G. I. BLUES (RCA)	(46) 14
GIGI (MGM)	109
GONE WITH THE WIND (Cam)	73
KING AND I (Cap)	62
NEVER ON SUNDAY (UA)	(4) 2
OKLAHOMA! (Cap)	(37) 98
PORGY AND BESS (Col)	99
SOUTH PACIFIC (RCA)	(10) 46
STUDENT PRINCE (RCA)	87
Music From Musicals, Films and TV	
CAMELOT (Col)	149
FILM ENCORES (Lon)	42
GONE WITH THE WIND (WB)	117
GREAT MOTION PICTURE THEMES (UA)	(6) 11
MR. LUCKY (RCA)	74
MUSIC FROM EXODUS AND OTHER GREAT THEMES (Lon)	(19) 44
PETER GUNN (RCA)	115

CLASSICAL & SEMI-CLASSICAL LP's

BEETHOVEN: WELLINGTON VICTORY (Mer)	(27) 145
THE LORD'S PRAYER (Col)	111
SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 2 (RCA)	146

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Pop

RODGERS: VICTORY AT SEA—PICTORIAL EDITION, VOL. 3
 Victory at Sea Ork. (Bennett). RCA Victor LM 2523—Here's another generous helping of the colorful Richard Rodgers score written for the 13 hours of "Victory at Sea," footage originally shot for TV. There are plenty of sound effects here of guns, commands and marching feet blended into the music. The package boasts well-written background text and photos of the Navy in action during World War II. Buyers of the first two sets should be equally interested in this one and no doubt programmers will also find good material here.

THE MAGIC ISLANDS REVISITED

Alex Stordahl and His Ork and Chorus. Decca DL 79096 (Stereo & Monaural)—An elaborately packed follow-up to the original "Magic Islands" set by Stordahl, this was a die-cut cover through which smiles a Hawaiian beauty. Inside there is a bound-in booklet with gorgeous color shots of Waikiki in morning, afternoon and evening. The disk itself has a lush island flavor augmented by a big string ensemble. "Return to Paradise," "Farewell," "My Tani," etc., are examples of the fare. Set catches both the eye and the ear.

A TOUCH OF ELEGANCE

Andre Previn. Columbia CS 8449 (Stereo & Monaural)—A superior listening experience. There are many strings and a fine ork to back the delicate but swinging Previn craft on these great Ellington compositions. "I Got It Bad," "Perdido," "Prelude to a Kiss," are all included. Easily one of the neatest tracks is the Ellington-Strayhorn "Satin Doll," but everything is done with consummate class. Though it has the broad appeal, it's something that any jazz buyer can still embrace with enthusiasm. Pack is topped with a most stylish cover that will win looks.

MUCHO GUSTO!

Percy Faith. Columbia CS 8439 (Stereo & Monaural)—Percy Faith's arranging talent with Mexican music is once again in evidence here. A few years back, his collection titled "Viva!" was a strong seller. This encore album likewise should fare well. Apart from a vivid, colorful Faith original that opens the program, the other selections all are familiar to varying degrees, including Faith's stylings of "Besame Mucho," "Maria Elena," "Perfidia" and "Cielito Lindo." Strong merchandise.

Classical

BERLIOZ: SYMPHONIE FANTASTIQUE

Philadelphia Ork (Ormandy). Columbia MS 6248 (Stereo & Monaural)—One of the most rewarding performances by the Philadelphia Orchestra under Eugene Ormandy this year. The Berlioz work shows off the magnificent string section of the orchestra, and they handle the lively piece with expressiveness and depth. As is usual with the Philadelphians the sound is extraordinary. A set that should interest many, many classical buyers.

WAGNER: THE FLYING DUTCHMAN

Rysanek, London, Tozzi, Royal Opera House Orchestra (Dorati). RCA Victor LM-6156—This new album should become one of the label's big opera sellers. It features Leonie Rysanek, George London and Giorgi Tozzi with the Royal Opera House Orchestra of Covent Gardens under the direction of Antal Dorati. The performances are superb and the sound is excellent. The fact that the opera is a familiar one, the name power on the disks, and the complete libretto, all add up to a potent package that should rate in sales value with the firm's "Turandot" of a few months ago.

MOZART: SYMPHONY NO. 41, "JUPITER" AND SYMPHONY NO. 35, "HAFFNER"

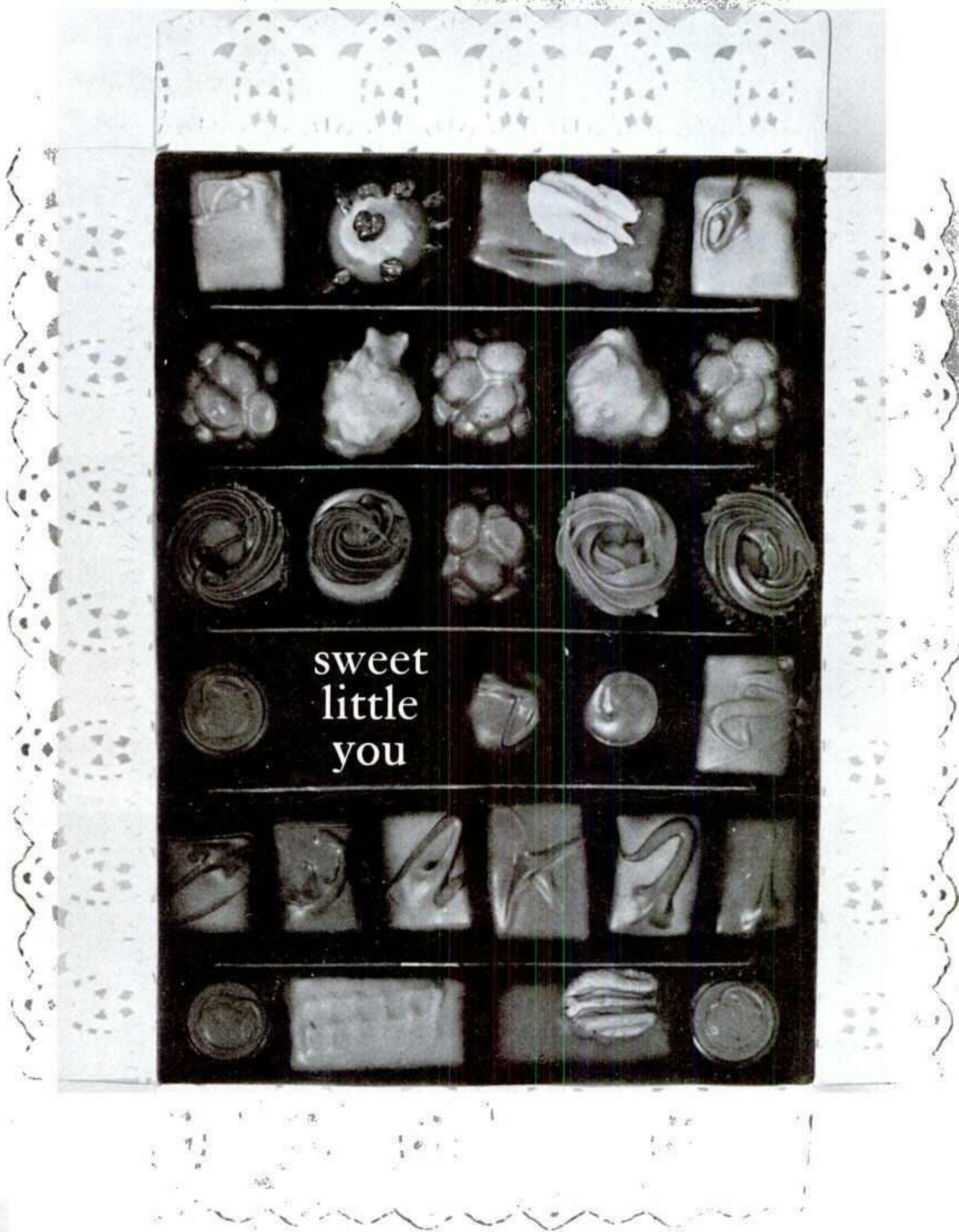
Columbia Symphony Ork (Walter). Columbia MS 6255 (Stereo & Monaural)—Two of the most popular and frequently recorded of the many Mozart symphonies are performed in soaring style under the masterful hand of Bruno Walter. The great technician and musical giant has inspired the orchestra to the heights, and despite the presence of many packages duplicating these works, the magic name will make this a must for the full-line stores.

EILEEN FARRELL: VERDI ARIAS

Columbia Symphony Ork (Rudolf). Columbia MS 6254 (Stereo & Monaural)—Ringing performances of arias from the most popular Verdi operas: "Aida," "Il Trovatore," "Otello," and others, by Eileen Farrell. Her singing is delightful and the orchestra backs her neatly. A solid treat for her many, many fans. Strong wax here.

(Continued on page 25)

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



NEIL SEDAKA #7922. There's plenty of sweet profit for dealers in this hot follow-up to "Little Devil." A mean teen beat—and color cover! c/w "I Found My World in You"... produced by Nevins-Kirshner... also available in 45 rpm. Honey of a money-maker! Order now.



RCA VICTOR
The most trusted name in sound

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

THIS WEEK	1	2	3	TITLE	Artist, Label & Number	Weeks On Chart
1	1	1	1	TOSSIN' AND TURNIN'	Bobby Lewis, Beltone 1002	16
2	2	5	9	I LIKE IT LIKE THAT	Chris Kenner, Instant 3229	11
3	7	12	30	LAST NIGHT	Mar-Keys, Satellite 107	6
4	4	8	10	DUM DUM	Brenda Lee, Decca 31272	8
5	5	6	6	HATS OFF TO LARRY	Del Shannon, Big Top 3075	10
6	8	9	14	TOGETHER	Connie Francis, MGM 13019	7
7	16	24	36	PRETTY LITTLE ANGEL EYES	Carlisle Lee, Dunes 2007	6
8	9	10	15	LET'S TWIST AGAIN	Chubby Checker, Parkway 824	8
9	13	18	35	WOODEN HEART (Muss I Denn)	Joe Dowell, Smash 1708	7
10	23	41	69	MICHAEL	Highwaymen, United Artists 258	5
11	3	2	2	BOLL WEEVIL SONG	Brook Benton, Mercury 71820	13
12	6	3	3	QUARTER TO THREE	Gary (U. S.) Bonds, LeGrand 1008	12
13	14	15	19	NEVER ON SUNDAY	Chordettes, Cadence 1402	8
14	19	28	39	I'LL BE THERE	Damita Jo, Mercury 71840	6
15	24	35	57	YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)	Rai Donner, Gone 5108	5
16	28	52	—	SCHOOL IS OUT	Gary (U. S.) Bonds, LeGrand 1009	3
17	17	17	27	CUPID	Sam Cooke, RCA Victor 7883	10
18	18	21	22	MY KIND OF GIRL	Matt Monro, Warwick 636	11
19	11	11	8	SAN ANTONIO ROSE	Floyd Cramer, RCA Victor 7893	10
20	35	66	—	HURT	Timi Yuro, Liberty 55343	3
21	10	4	5	YELLOW BIRD	Arthur Lyman, Hi Fi 5024	11
22	36	56	—	LET THE FOUR WINDS BLOW	Fats Domino, Imperial 5764	3
23	15	14	16	PLEASE STAY	Drifters, Atlantic 2195	10
24	20	20	29	SACRED	Castells, Era 3048	11
25	30	36	49	DON'T BET MONEY HONEY	Linda Scott, Canadian-American 127	6
26	31	38	54	I'M GONNA KNOCK ON YOUR DOOR	Eddie Hodges, Cadence 1397	8
27	29	31	37	THAT'S WHAT GIRLS ARE MADE FOR	Spinners, Tri-Phi 1001	7
28	33	37	51	I FALL TO PIECES	Patsy Cline, Decca 31205	12
29	37	47	79	RUNAROUND	Regents, Gee 1071	5
30	25	27	32	THE FISH	Bobby Rydell, Cameo 192	6
31	12	7	4	RAINDROPS	Dee Clark, Vee Jay 383	15
32	59	78	—	AS IF I DIDN'T KNOW	Adam Wade, Coed 553	3
33	45	49	52	QUITE A PARTY	Fireballs, Warwick 644	7
34	61	73	—	I'M A-TELLING YOU	Ferry Butler, Vee Jay 390	3
35	26	26	33	THE SWITCH-A-ROO	Hank Ballard and the Midnighters, King 5510	7
36	22	16	12	MOODY RIVER	Pat Boone, Dot 16209	15
37	21	13	7	EVERY BEAT OF MY HEART	Pips, Vee Jay 386	13
38	27	19	17	TRAVELIN' MAN	Ricky Nelson, Imperial 5741	16
39	43	51	56	A TEAR	Gene McDaniels, Liberty 55344	6
40	53	61	65	ONE SUMMER NIGHT	Diamonds, Mercury 71831	6

THIS WEEK	1	2	3	TITLE	Artist, Label & Number	Weeks On Chart
41	46	54	58	MY TRUE STORY	Jive Five, Beltone 1006	6
42	52	62	66	PRINCESS	Frank Earl, Crusade 1022	6
43	34	33	38	SEA OF HEARTBREAK	Don Gibson, RCA Victor 7890	8
44	56	57	63	HILLBILLY HEAVEN	Tex Ritter, Capitol 4567	6
45	57	59	61	TIME WAS	Flamingos, End 1092	6
46	55	74	—	RIGHT OR WRONG	Wanda Jackson, Capitol 4553	7
47	50	53	62	BETTER TELL HIM NO	Starlets, Pam 1003	16
48	51	55	67	THE CHARLESTON	Ernie Fields, Rendezvous 150	8
49	32	23	25	HELLO MARY LOU	Ricky Nelson, Imperial 5741	15
50	41	45	50	NO, NO, NO	Chanters, Deluxe 6191	8
51	60	75	98	I DON'T WANT TO TAKE A CHANCE	Mary Wells, Motown 1011	4
52	58	64	92	A THING OF THE PAST	Shirley, Scepter 1220	5
53	62	68	72	MIGHTY GOOD LOVIN'	Miracles, Tamla 54044	5
54	54	60	87	WHAT A SWEET THING THAT WAS	Shirley, Scepter 1220	4
55	38	29	23	STAND BY ME	Ben E. King, Atco 6194	14
56	47	48	42	SHOULD I	String-A-Longs, Warwick 654	9
57	68	90	—	I NEVER KNEW	Clyde McPhatter, Mercury 71841	3
58	72	—	—	AMOR	Ben E. King, Atco 6203	2
59	48	44	43	YOU CAN'T SIT DOWN (Part II)	Phillip Upchurch Combo, Boyd 1026	8
60	74	98	—	MR. HAPPINESS	Johnny Maestro, Coed 552	3
61	63	70	83	NAG	Halos, Seven Arts 709	4
62	78	97	—	I JUST DON'T UNDERSTAND	Ann-Margret, RCA Victor 7894	3
63	42	50	73	READY FOR YOUR LOVE	Shep and the Limelites, Hull 742	5
64	67	69	71	PEANUTS	Rick and the Keas, Smash 1705	6
65	39	25	31	HEART AND SOUL	Jan and Dean, Challenge 9111	7
66	—	—	—	WHO PUT THE BOMP (In the Bomp, Bomp, Bomp)	Barry Mann, ABC-Paramount 10237	1
67	—	—	—	DON'T CRY BABY	Etta James, Argo 5393	1
68	69	95	97	MY CLAIRE DE LUNE	Steve Lawrence, United Artists 335	4
69	64	65	68	THE GIRL'S A DEVIL	Dukays, Nat 4001	13
70	77	92	—	TEARS ON MY PILLOW	McGuire Sisters, Coral 62276	3
71	—	—	—	CANDY MAN	Roy Orbison, Monument 447	1
72	73	80	93	WATER BOY	Don Shirley Trio, Cadence 1392	4
73	75	86	89	WHAT WOULD YOU DO	Jim Reeves, RCA Victor 7905	5
74	76	—	—	IT'S GONNA WORK OUT FINE	Ike and Tina Turner, Sue 749	2
75	—	—	—	DOES YOUR CHEWING GUM LOSE ITS FLAVOR (On the Bedpost Over Night)	Louise Donegan, Dot 15911	1
76	—	—	—	LET ME BELONG TO YOU	Brian Hyland, ABC-Paramount 10236	1
77	71	77	81	TAKE A FOOL'S ADVICE	Nat King Cole, Capitol 4582	7
78	—	—	—	WITHOUT YOU	Johnny Tillotson, Cadence 1404	1
79	80	91	—	THE GUNS OF NAVARONE	Joe Reisman, Landa 674	5
80	86	—	—	TEARDROPS IN MY HEART	Joe Barry, Smash 1710	2

THIS WEEK	1	2	3	TITLE	Artist, Label & Number	Weeks On Chart
81	92	—	—	RUN, RUN, RUN	Ronny Douglas, Everest 19413	2
82	94	—	—	NOW AND FOREVER	Bert Kaempfert, Decca 31279	2
83	84	89	95	IF	Paragons, Tap 101	4
84	87	—	—	I'LL NEVER SMILE AGAIN	Platters, Mercury 71847	2
85	90	—	—	THE MOUNTAIN'S HIGH	Dick and DeeDee, Liberty 55350	2
86	88	99	—	HERE IN MY HEART	Al Martino, Capitol 4593	3
87	—	—	—	TAKE GOOD CARE OF MY BABY	Bobby Vee, Liberty 55354	1
88	—	—	—	LONELY STREET	Clarence Henry, Argo 5395	1
89	—	—	—	DON'T CRY NO MORE	Bobby (Blue) Bland, Duke 340	1
90	—	—	—	HULLY GULLY AGAIN	Little Caesar & the Romans, Del-Fi 4164	1
91	97	—	—	WHEN WE GET MARRIED	Dreamlovers, Heritage 102	2
92	99	—	—	SUMMER SOUVENIRS	Karl Hamml Jr., Arlis 1007	2
93	85	—	—	MISSING YOU	Ray Peterson, Dunes 2006	2
94	95	—	—	TRANSISTOR SISTER	Freddy Cannon, Swan 4078	2
95	—	—	—	EVERY BREATH I TAKE	Gene Pitney, Musicor 1011	1
96	—	—	—	WELL-A, WELL-A	Shirley & Lee, Warwick 664	1
97	—	—	—	LOVEDROPS	Mickey & Sylvia, Willow 23000	1
98	—	—	—	SAN-HO-ZAY	Freddy King, Federal 12428	1
99	100	—	—	THE BELLS ARE RINGING	Van Dyke, Deluxe 6193	2
100	—	—	—	MY HEART'S ON FIRE	Billy Bland, Old Town 1105	1

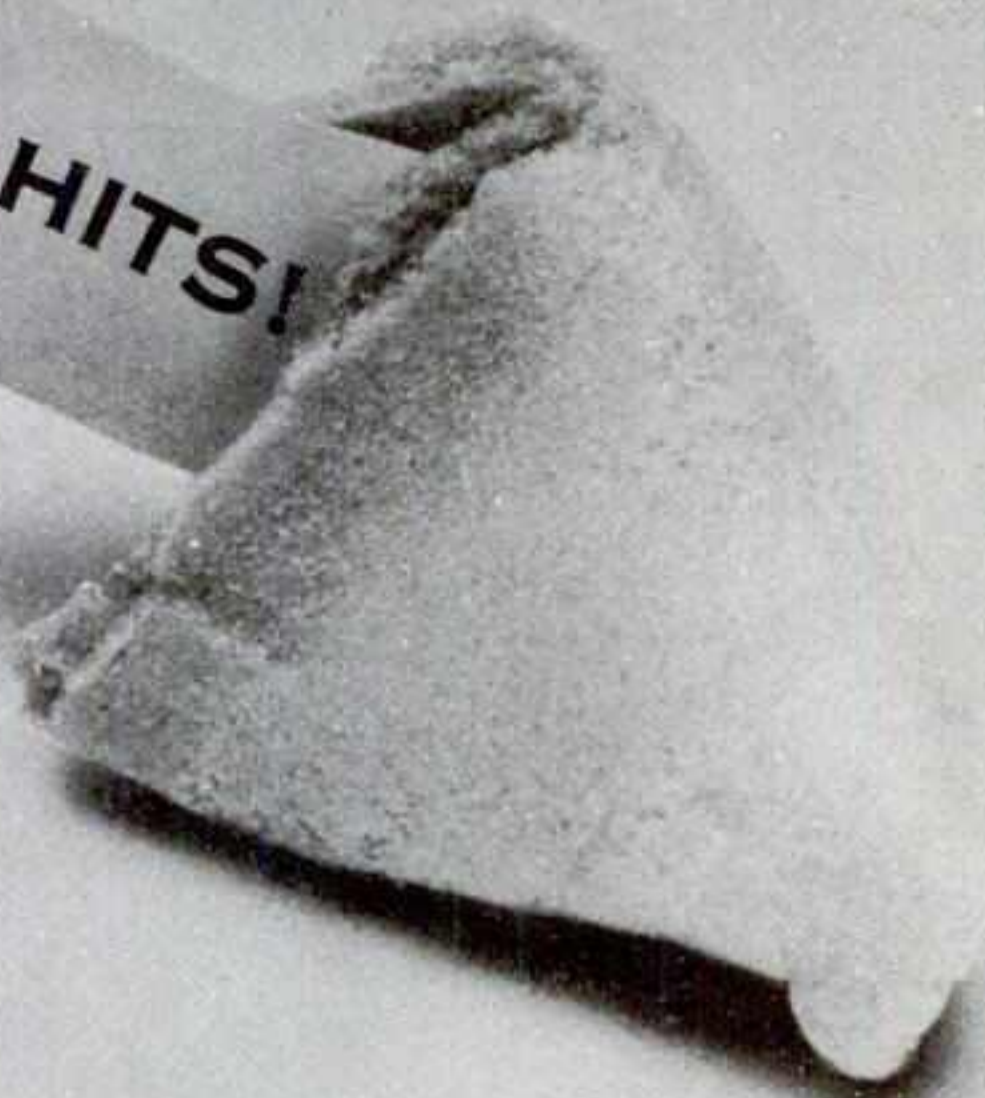
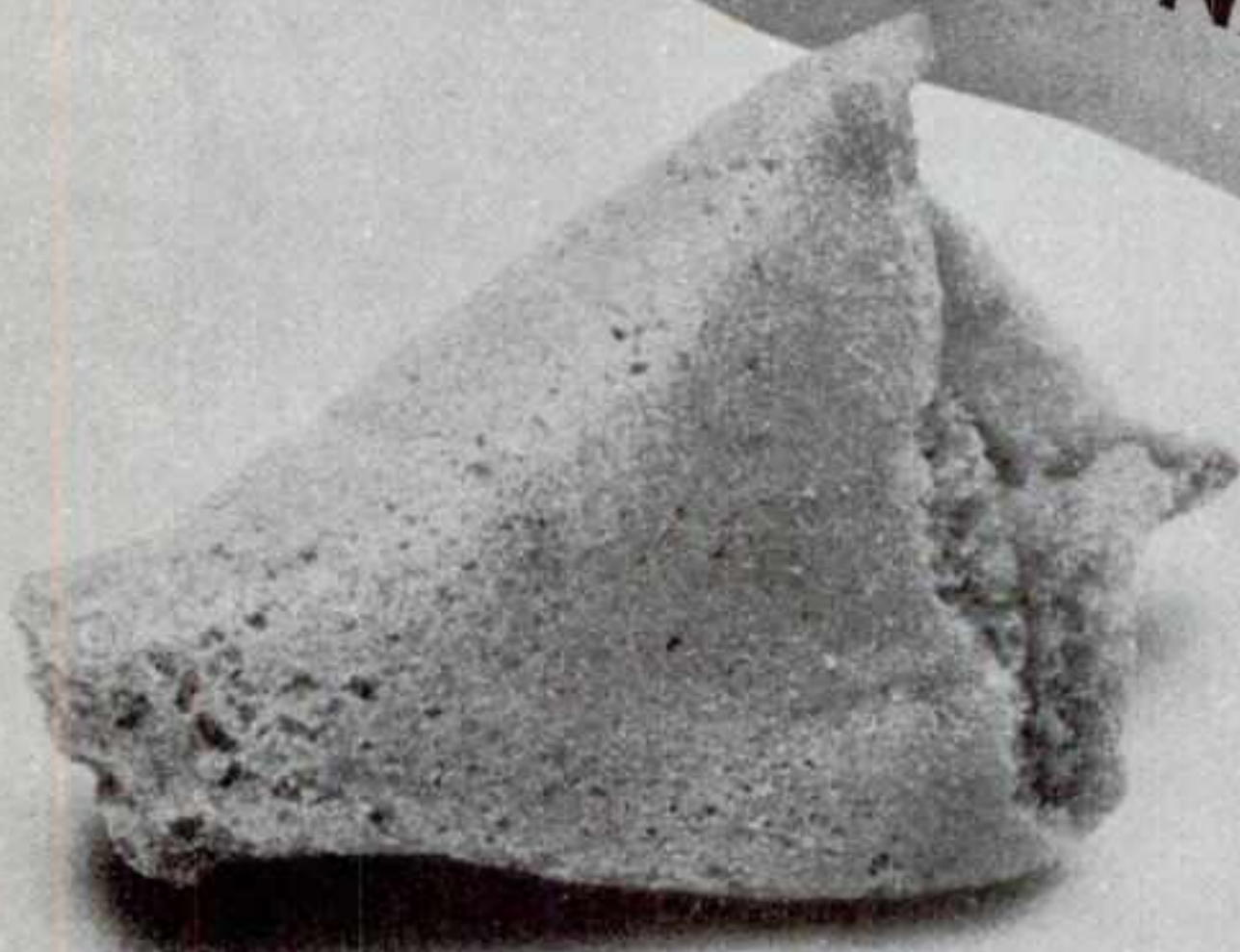
BUBBLING UNDER THE HOT 100

- A LITTLE BIT OF SOAP...Jarmels, Laurie 3098
- LOVER'S ISLAND...Blue Jays, Milestone 2008
- BLESS YOU...Tony Orlando, Epic 9452
- STARLIGHT...Preludes Five, Pik 231
- DON'T FORGET I LOVE YOU...Butanes, Enrica 1007
- PRETTY PRETTY GIRL...Time Tones, Atco 6201
- THEME FROM SILVER CITY...Ventures, Dolton 44
- I'LL NEVER SMILE AGAIN...Wanderers, Cub 9094
- I'VE GOT A LOT OF THINGS TO DO...Johnny Burnette, Liberty 55345
- MEXICO...Bob Moore, Monument 446
- JOHNNY WILLOW...Fred Darian, JAF 2023
- TASTE OF A TEAR...Johnny & the Tokens, Warwick 658
- BLACKLAND FARMER...Wink Martindale, Dot 16243
- DEDICATED (TO THE SONGS I LOVE)...Three Friends, Imperial 5763
- STICK SHIFT...Duals, Sue 745
- GIRLS, GIRLS, GIRLS...Coasters, Atco 6204
- MUSIC, MUSIC, MUSIC...Sensations, Argo 5391
- MAGIC MOON...Rays, XYZ 607
- LOOK IN MY EYES...Chantels, Carlton 555
- BLACKLAND FARMER...Frankie Miller, Starday 424

HOT 100—A TO Z

Amor	58	My Kind of Girl	18
As if I Didn't Know	32	My True Story	41
Bells Are Ringing, The	99	Nag	13
Better Tell Him No	47	Never on Sunday	51
Boll Weevil Song	11	No, No, No	60
Candy Man	71	Now and Forever	82
Charleston, The	48	One Summer Night	40
Cupid	17	Peanuts	64
Does Your Chewing Gum Lose Its Flavor	75	Please Stay	23
Don't Bet Money Honey	25	Pretty Little Angel Eyes	7
Don't Cry No More	89	Princess	42
Dum Dum	4	Quarter to Three	12
Every Beat of My Heart	37	Quite a Party	33
Every Breath I Take	95	Raindrops	31
Fish, The	30	Ready for Your Love	63
Girl's a Devil, The	69	Right or Wrong	46
Guns of Navarone, The	79	Run, Run, Run	81
Hats Off to Larry	5	Runaround	29
Heart and Soul	65	Sacred	19
Hello Mary Lou	49	San Antonio Rose	28
Here in My Heart	86	School is Out	16
Hillbilly Heaven	44	Sea of Heartbreak	43
Hully Gully Again	90	Should I	56
Hurt	20	Stand by Me	55
I Don't Want to Take a Chance	57	Summer Souvenirs	92
I Fall to Pieces	28	Switch-A-Roo, The	25
I Like It Like That	2	Take a Fool's Advice	77
I Just Don't Understand	62	Take Good Care of My Baby	87
If	83	Tear, A	39
I'll Be There	14	Teardrops in My Heart	80
I'll Never Smile Again	34	Tears on My Pillow	70
I'm A-Telling You	34	That's What Girls Are Made For	27
I'm Gonna Knock on Your Door	26	Thing of the Past, A	52
It's Gonna Work Out Fine	74	Time Was	45
Last Night	3	Together	6
Let Me Belong to You	76	Tossin' and Turnin'	1
Let the Four Winds Blow	22	Transistor Sister	94
Let's Twist Again	8	Travelin' Man	38
Lonely Street	88	Water Boy	72
Lovely	10	Well-A, Well-A	96
Michael	10	What a Sweet Thing That Was	54
Mighty Good Lovin'	53	What Would You Do	73
Missing You	93	When We Got Married	91
Moody River	36	Who Put the Bomp	66
Mountain's High, The	85	Without You	78
Mr. Happiness	60	Yellow Bird	9
My Claire De Lune	68	You Can't Sit Down (Part II)	59
My Heart's on Fire	100	You Don't Know What You've Got	15

A FORTUNE IN HITS!



HURT

Timi Yuro

#55343

**TAKE GOOD CARE
OF MY BABY**

Bobby Vee

#55354

A TEAR

Gene McDaniels

#55344

**I'VE GOT A LOT OF
THINGS TO DO**

and

GIRLS

Johnny Burnette

#55345

THIS TIME

Troy Shondell

#55353

**SINCE GARY WENT
IN THE NAVY**

Marcy Joe

ROBBEE #115

DOWN ON MY KNEES

Walter Vaughn

#55330



THE MOUNTAIN'S HIGH

Dick and Deedee

#55350

HELLO FOOL

Ralph Emery

#55352

SILVER CITY

The Ventures

DOLTON #44

BRAND NEW!

NEW ORLEANS MEDLEY

Earl Palmer

#55356

THE GREAT IMPOSTOR

b/w

POOR LITTLE GIRL

The Fleetwoods

DOLTON #45

I WON'T TURN YOU DOWN

b/w

I WISH I COULD FIND A BOY

Jackie De Shannon

#55358

This list of hits is without parallel. Never has one manufacturer had so many hot sellers at one time. It will pay you to give this list your fullest buying attention.



FIRST IN THE FOREGROUND OF SOUND



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

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

150 Best Selling

MONAURAL LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	STARS FOR A SUMMER NIGHT Various Artists, Columbia PM 1	10
2	3	NEVER ON SUNDAY Sound Track, United Artists UAL 4070	29
3	2	CAMELOT Original Cast, Columbia KOL 5620	29
4	6	TV SING ALONG WITH MITCH Mitch Miller, Columbia CL 1628	10
5	9	GOIN' PLACES Kingston Trio, Capitol T 1564	6
6	7	RING-A-DING DING Frank Sinatra, Reprise R 1001	15
7	4	EXODUS Sound Track, RCA Victor LOC 1058	30
8	5	CARNIVAL Original Cast, MGM E 3946	11
9	10	KNOCKERS UP Rusty Warren, Jubilee JLP 2029	40
10	12	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	11
11	13	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAL 3122	28
12	8	RICK IS 21 Ricky Nelson, Imperial LP 9152	11
13	15	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450	86
14	11	G. I. BLUES Elvis Presley, RCA Victor LPM 2256	41
15	30	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LPM 2370	5
16	16	TONIGHT IN PERSON Limelighters, RCA Victor LPM 2272	24
17	14	SING ALONG WITH MITCH Mitch Miller, Columbia CL 1160	160
18	17	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse A-2	20
19	18	BOBBY DARIN STORY Atco 131	12
20	20	ALL THE WAY Frank Sinatra, Capitol W 1538	17
21	23	KINGSTON TRIO Capitol T 996	142
22	19	CALCUTTA Lawrence Welk, Dot DLP 3359	28
23	22	MAKE WAY Kingston Trio, Capitol T 1474	24
24	21	ITALIA MIA Mantovani, London LL 3239	11
25	25	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133	171
26	32	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6006	92
27	36	WILDCAT Original Cast, RCA Victor LOC 1060	29
28	29	MY FAIR LADY Original Cast, Columbia OL 5090	279
29	26	MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1243	129
30	31	PAUL ANKA SINGS HIS BIG 15 ABC Paramount ABC 323	58
31	33	HERE'S JONATHAN Jonathan Winters, Verve MG 15025	11
32	24	EMOTIONS Brenda Lee, Decca DL 4104	14
33	37	BUTTON-DOWN MIND OF BOB NEHWART Warner Bros. W 1379	65
34	35	STAN FREBERG PRESENTS THE UNITED STATE OF AMERICA, VOL. I Capitol W 1573	6
35	39	BUTTON-DOWN MIND STRIKES BACK Bob Newhart, Warner Bros. W 1393	39
36	41	STILL MORE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1233	103
37	42	ORANGE BLOSSOM SPECIAL AND WHEELS Billy Vaughn, Dot DLP 3366	15
38	46	BYE BYE BIRDIE Original Cast, Columbia KOL 5510	41
39	40	ANOTHER SMASH Ventures, Dolton B 2006	7
40	44	ENCORE OF GOLDEN HITS Platters, Mercury MG 20472	74
41	45	SINSATIONAL Rusty Warren, Jubilee JGM 2034	12
42	47	FILM ENCORES, VOL. I Mantovani, London LL 1700	159
43	27	MOMS MABLEY AT THE UN Chess 1452	15
44	28	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London LL 3231	34
45	38	IN LIVING BLACK AND WHITE Dick Gregory, Colpix CP 417	10
46	34	SOUTH PACIFIC Sound Track, RCA Victor LOC 1032	176
47	49	WONDERLAND BY NIGHT Bert Kaempfert, Decca DL 4101	32
48	51	I'LL BUY YOU A STAR Johnny Mathis, Columbia CL 1623	13
49	59	NICE 'N EASY Frank Sinatra, Capitol W 1417	51
50	52	OLDIES BUT GOODIES, VOL. I Various Artists, Original Sound 5001	97
51	100	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life LP 1004	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	64	HERE WE GO AGAIN Kingston Trio, Capitol T 1258	86
53	43	JOHNNY HORTON'S GREATEST HITS Columbia CL 1594	24
54	56	MEMORIES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1542	39
55	48	INSIDE SHELLEY BERMAN Verve MG 15003	120
56	50	BRENDA LEE Decca DL 4039	51
57	68	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CL 1574	26
58	53	UNSINKABLE MOLLY BROWN Original Cast, Capitol WAO 1509	33
59	55	DEDICATED TO YOU Ray Charles, ABC Paramount ABC 355	23
60	60	GYPSY Original Cast, Columbia OL 5420	88
61	61	BUDDY HOLLY STORY Coral CRL 57326	31
62	62	KING AND I Sound Track, Capitol W 740	240
63	63	SOUTH PACIFIC Original Cast, Columbia OL 4180	374
64	77	WEST SIDE STORY Original Cast, Columbia OL 5230	44
65	80	KINGSTON TRIO AT LARGE Capitol T 1199	110
66	98	MANNA OVERBOARD Charlie Manna, Decca DL 4159	3
67	79	PIANO FORTE Peter Nero, RCA Victor LPM 2334	5
68	67	SOLD OUT Kingston Trio, Capitol T 1352	68
69	69	BLUE HAWAII Billy Vaughn, Dot DLP 3165	68
70	76	MITCH'S GREATEST HITS Mitch Miller, Columbia CL 1544	23
71	70	WARM Johnny Mathis, Columbia CL 1078	105
72	65	BEN-HUR Sound Track, MGM 1E1	67
73	66	GONE WITH THE WIND Sound Track, Camden CAL 625	6
74	89	MR. LUCKY Henry Mancini, RCA Victor LPM 2198	62
75	99	MOODY RIVER Pat Boone, Dot DLP 3384	3
76	90	JOSE JIMENEZ AT THE HUNGRY I Bill Dana, Kapp KL 3238	4
77	107	DREAMSTREET Erroll Garner, ABC Paramount ABC 365	7
78	57	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CL 1568	22
79	58	BEST OF THE POPULAR PIANO CONCERTOS George Greeley, Warner Bros. X 1410	12
80	96	WOODY WOODBURY LOOKS AT LOVE AND LIFE Stereoditties MW 1	74
81	54	FLOWER DRUM SONG Original Cast, Columbia OL 5350	110
82	72	TENDERLOIN Original Cast, Capitol WAO 1492	31
83	73	SINATRA'S SWINGIN' SESSION Frank Sinatra, Capitol W 1491	21
84	71	ITALIAN FAVORITES Connie Francis, MGM E 3791	79
85	75	PARTY SING ALONG WITH MITCH Mitch Miller, Columbia CL 1331	84
86	74	SATURDAY NIGHT SING ALONG WITH MITCH Mitch Miller, Columbia CL 1414	51
87	78	STUDENT PRINCE Mario Lanza, RCA Victor LM 1837	36
88	101	HEAVENLY Johnny Mathis, Columbia CL 1351	99
89	102	FROM THE HUNGRY I Kingston Trio, Capitol T 1107	130
90	104	TOUCH OF YOUR LIPS Nat King Cole, Capitol W 1574	12
91	—	DANCE TILL A QUARTER TO THREE Gary (U. S.) Bonds, LeGrand LLP 3001	1
92	83	AN EVENING WITH MIKE NICHOLS AND ELAINE MAY Mercury OCM 2200	29
93	86	ROARING 20'S Dorothy Provine, Warner Bros. W 1394	13
94	88	THE ALAMO Sound Track, Columbia CL 1558	35
95	—	SPANISH HARLEM Ben E. King, Atco 133	1
96	94	PERSUASIVE PERCUSSION, VOL. II Terry Snyder and the All Stars, Command RS 808	3
97	82	TEMPTATION Roger Williams, Kapp KL 1217	31
98	84	OKLAHOMA! Sound Track, Capitol WAO 595	249
99	97	PORGY AND BESS Sound Track, Columbia OL 5410	87
100	118	STRING ALONG Kingston Trio, Capitol T 1407	52
101	126	BEST MUSIC ON/OFF CAMPUS Brothers Four, Columbia CL 1578	26

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	121	CONNIE'S GREATEST HITS Connie Francis, MGM E 3793	53
103	103	GENIUS HITS THE ROAD Ray Charles, ABC Paramount ABC 335	44
104	81	FIRESIDE SING ALONG WITH MITCH Mitch Miller, Columbia CL 1389	62
105	85	ANKA AT THE COPA Paul Anka, ABC Paramount ABC 353	11
106	87	HAWAII Santo & Johnny, Canadian American CALP 1004	7
107	95	MORE GREATEST HITS Connie Francis, MGM E 3942	6
108	120	MUSIC MAN Original Cast, Capitol WAO 990	180
109	114	GIGI Sound Track, MGM E 3641	162
110	115	KICK THY OWN SELF Brother Dave Gardner, RCA Victor LPM 2239	50
111	113	THE LORD'S PRAYER Mormon Tabernacle Choir, Columbia ML 5386	69
112	106	HYMNS Tennessee Ernie Ford, Capitol T 756	203
113	116	SENTIMENTAL SING ALONG WITH MITCH Mitch Miller, Columbia CL 1457	57
114	105	BELAFONTE RETURNS TO CARNEGIE HALL Harry Belafonte, RCA Victor LOC 6007	32
115	108	PETER GUNN Henry Mancini, RCA Victor LPM 1956	103
116	109	SAY IT WITH MUSIC Ray Conniff, Columbia CL 1490	43
117	110	GONE WITH THE WIND London Sinfonia (Mathieson), Warner Bros. W 1322	11
118	117	SAIL ALONG SIL'RY MOON Billy Vaughn, Dot DLP 3100	42
119	122	TWIST Chubby Checker, Parkway P 7001	40
120	123	FIORIELLO Original Cast, Capitol WAO 1321	53
121	130	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LPM 2366	13
122	124	TIME OUT Dave Brubeck, Columbia CL 1397	32
123	125	TILL Roger Williams, Kapp KL 1081	24
124	128	BROOK BENTON GOLDEN HITS Mercury MG 20607	10
125	140	PETE FOUNTAIN'S NEW ORLEANS Coral CRL 57282	30
126	147	DONNYBROOK Original Cast, Kapp KOL 8500	2
127	148	JUDY AT CARNEGIE HALL Judy Garland, Capitol WBO 1569	2
128	92	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LPM 2360	14
129	93	HAPPIEST GIRL IN THE WORLD Original Cast, Columbia KOL 2050	6
130	91	CONNIE FRANCIS AT THE COPA MGM E 3913	13
131	111	DO RE MI Original Cast, RCA Victor LOC 2002	22
132	112	MACK THE KNIFE—ELLA IN BERLIN Ella Fitzgerald, Verve MG 4041	43
133	119	WALK, DON'T RUN Ventures, Dolton B 2003	30
134	135	CAN-CAN Sound Track, Capitol W 1321	64
135	136	JOHNNY'S MOODS Johnny Mathis, Columbia CL 1526	33
136	144	GIRLS, GIRLS, GIRLS Duane Eddy, Jamie 3019	4
137	129	IT'S PONY TIME Chubby Checker, Parkway P 7003	11
138	131	BOBBY'S BIGGEST HITS Bobby Rydell, Cameo C 1009	24
139	138	NO ONE CARES Frank Sinatra, Capitol W 1221	57
140	134	LAUGHING ROOM Woody Woodbury, Stereoditties MW 2	57
141	139	SOUL OF SPAIN, VOL. I 101 Strings, Somerset P 6000	27
142	141	CHET ATKINS' WORKSHOP RCA Victor LPM 2232	17
143	142	COME DANCE WITH ME Frank Sinatra, Capitol W 1069	116
144	—	THIS IS BRENDA Brenda Lee, Decca DL 4082	35
145	145	BEETHOVEN: WELLINGTON VICTORY London Symphony Orchestra (Dorati), Mercury LP 9000	6
146	149	SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. II Various Artists, RCA Victor LM 6088	41
147	137	MOST POPULAR GUITAR Chet Atkins, RCA Victor LPM 2346	5
148	133	MOMS MABLEY ON STAGE Chess 1447	5
149	132	CAMELOT Percy Faith, Columbia CL 1570	6
150	127	SONGS TO REMEMBER Mantovani, London LL 3149	47

50 Best Selling

STEREO LP's

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	STARS FOR A SUMMER NIGHT Various Artists, Columbia PMS 1	10
2	3	CAMELOT Original Cast, Columbia KOS 2031	29
3	2	EXODUS Sound Track, RCA Victor LSO 1058	30
4	6	NEVER ON SUNDAY Sound Track, United Artists UAS 5070	12
5	4	CALCUTTA Lawrence Welk, Dot DLP 25359	28
6	5	GREAT MOTION PICTURE THEMES Various Artists, United Artists UAS 6122	29
7	7	RING-A-DING DING Frank Sinatra, Reprise R 9-1001	11
8	10	GOIN' PLACES Kingston Trio, Capitol ST 1404	3
9	11	TV SING ALONG WITH MITCH Mitch Miller, Columbia CS 8428	2
10	9	SOUTH PACIFIC Sound Track, RCA Victor LSO 1032	111
11	8	ITALIA MIA Mantovani, London PS 232	7
12	12	THE SOUND OF MUSIC Original Cast, Columbia KOS 2020	73
13	16	SING ALONG WITH MITCH Mitch Miller, Columbia CS 8004	61
14	20	PERSUASIVE PERCUSSION, VOL. I Terry Snyder and the All Stars, Command RS 800 SD	73
15	24	EXODUS TO JAZZ Eddie Harris, Vee Jay 3016	6
16	21	YELLOW BIRD (PERCUSSION SPECTACULAR) Arthur Lyman, Life SLP 1004	3
17	13	CARNIVAL Original Cast, MGM SE 3946	3
18	18	MY FAIR LADY Original Cast, Columbia OS 2015	111
19	14	MUSIC FROM EXODUS AND OTHER GREAT THEMES Mantovani, London PS 224	35
20	22	TONIGHT IN PERSON Limelighters, RCA Victor LSP 2272	23
21	17	ALL THE WAY Frank Sinatra, Capitol SW 1538	17
22	23	SOMETHING FOR EVERYBODY Elvis Presley, RCA Victor LSP 2370	3
23	15	ORANGE BLOSSOM SPECIAL & WHEELS Billy Vaughn, Dot DLP 25366	15
24	19	GENIUS PLUS SOUL EQUALS JAZZ Ray Charles, Impulse AS-2	11
25	26	PROVOCATIVE PERCUSSION, VOL. I Enoch Light and the Light Brigade, Command RS 806 SD	81
26	28	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor LSO 6006	89
27	31	BEETHOVEN: WELLINGTON VICTORY London Symphony Orchestra (Dorati), Mercury LPS 9000	13
28	33	SAY IT WITH MUSIC Ray Conniff, Columbia CS 8282	39
29	29	PERSUASIVE PERCUSSION, VOL. III Command All Stars, Command RS 817 SD	16
30	49	JUDY AT CARNEGIE HALL Judy Garland, Capitol SWBO 1569	2
31	41	MEMORIES ARE MADE OF THIS Ray Conniff, Columbia CS 8374	23
32	—	YELLOW BIRD Lawrence Welk, Dot DLP 25359	1
33	27	WILDCAT Original Cast, RCA Victor LSO 1060	27
34	36	WEST SIDE STORY Original Cast, Columbia CS 2001	7
35	40	BLUE HAWAII Billy Vaughn, Dot DLP 25165	86
36	48	MOODY RIVER Pat Boone, Dot DLP 25384	2
37	38	OKLAHOMA! Sound Track, Capitol SWAO 595	93
38	32	UNSINKABLE MOLLY BROWN Original Cast, Capitol SWAO 1509	30
39	47	PIANO FORTE Peter Nero, RCA Victor LSP 2334	2
40	34	MAKE WAY Kingston Trio, Capitol ST 1474	24
41	46	AL HIRT, GREATEST HORN IN THE WORLD RCA Victor LSP 2366	2
42	35	DREAMSTREET Erroll Garner, ABC Paramount ABC 365	3
43	25	HAPPY TIMES SING ALONG WITH MITCH Mitch Miller, Columbia CS 8368	22
44	39	MR. LUCKY GOES LATIN Henry Mancini, RCA Victor LSP 2360	12
45	42	BYE BYE BIRDIE Original Cast, Columbia KOS 2025	13
46	30	G. I. BLUES Elvis Presley, RCA Victor LSP 2256	38
47	44	BONGOS Los Admiradores, Command RS 809 SD	40
48	—	MUSIC MAN Original Cast, Capitol SWAO 990	82
49	—	TIME OUT Dave Brubeck, Columbia CS 8192	1
50	37	BEN-HUR Sound Track, MGM 1E1	63

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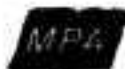
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SINGLES PROGRAMMING & BUYING GUIDE

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

—WHEN WE GET MARRIED
Dreamlovers, Heritage

CHICAGO

—MAGIC MOON
Rays, XYZ
—STICK SHIFT
Duals, Sue

PHILADELPHIA

—WELL-A, WELL-A
Shirley & Lee, Warwick

DETROIT

—BLESS YOU
Tony Orlando, Epic
—MOONLIGHT MOUNTAIN
Faron Young, Capitol

BOSTON

—EVERY BREATH I TAKE
Gene Pitney, Musicor
—WHEN WE GET MARRIED
Dreamlovers, Heritage

CLEVELAND

—JOHNNY WILLOW
Fred Darian, JAF
—TRANSISTOR SISTER
Freddy Cannon, Swan

BALTIMORE

—HULLY GULLY AGAIN
Little Caesar & the Romans, Del-Fi
—BLESS YOU
Tony Orlando, Epic

CINCINNATI

—HULLY GULLY AGAIN
Little Caesar & the Romans, Del-Fi

SEATTLE

—EVERY BREATH I TAKE
Gene Pitney, Musicor

MILWAUKEE

—JOHNNY WILLOW
Fred Darian, JAF
—TRANSISTOR SISTER
Freddy Cannon, Swan

NEWARK

—DON'T CRY NO MORE
Bobby (Blue) Bland, Duke
—EVERY BREATH I TAKE
Gene Pitney, Musicor

MIAMI

—MEXICO
Bob Moore, Monument
—GIRLS, GIRLS, GIRLS
Coasters, Atco

HOUSTON

—SAN-HO-ZAY
Freddy King, Federal
—MEXICO
Bob Moore, Monument

DALLAS-FT. WORTH

—THEME FROM SILVER CITY
Ventures, Dolton

MINNEAPOLIS-ST. PAUL

—BLACKLAND FARMER
Wink Martindale, Dot

WASHINGTON, D. C.

—DON'T CRY NO MORE
Bobby (Blue) Bland, Duke
—MY HEART'S ON FIRE
Billy Bland, Old Town

NEW ORLEANS

—DEED I DO
Cletones, Gee

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

- *AS IF I DIDN'T KNOW, ADAM WADE..... (Winnerton, BMI) Coed 553
- QUITE A PARTY, FIREBALLS..... (Dundee, BMI) Warwick 644
- *I'M A-TELLING YOU, JERRY BUTLER..... (Conrad, BMI) Vee Jay 390
- *A TEAR, GENE McDANIELS..... (Ludix, BMI) Liberty 55344
- ONE SUMMER NIGHT, DIAMONDS..... (Melody Lane, BMI) Mercury 71831
- MY TRUE STORY, JIVE FIVE..... (Steven, BMI) Beltone 1006
- *PRINCESS, FRANK GARI..... (Harvest-Recherche-Deane, ASCAP) Crusade 1022
- HILLBILLY HEAVEN, TEX RITTER..... (Sage & Sand, SESAC) Capitol 4567
- TIME WAS, FLAMINGOS..... (Real Gone, BMI) End 1092
- *RIGHT OR WRONG, WANDA JACKSON..... (Combine, BMI) Capitol 4553

C&W

No selections this week.

R&B

- *I DON'T WANT TO TAKE A CHANCE, MARY WELLS..... (Jobete, BMI) Motown 1011
- *LET THE FOUR WINDS BLOW, FATS DOMINO... (Travis, BMI) Imperial 5764
- *I'LL BE THERE, DAMITA JO..... (Trio-Progressive, BMI) Mercury 71840

the pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Pop

PAUL ANKA



KISSIN' ON THE PHONE (Brighton-Flanka, ASCAP) (2:34) — **CINDERELLA** (Spanka, BMI) (2:15) — Paul Anka comes through again with two solid performances on these bright sides. Top side, co-authored by Earl Wilson, is a cute teen-age styled rocker; flip is a strong ballad which Anka sings with verve.

ABC-Paramount 10239

NEIL SEDAKA



SWEET LITTLE YOU (Aldon, BMI) (2:05)—**I FOUND MY WORLD IN YOU** (Aldon, BMI) (2:41)—Neil Sedaka has two more sides that could keep him on top of the charts. "Sweet Little You" is a swinging novelty, and the flip is a warm and persuasive ballad. Chanter sings them both with feeling.

RCA Victor 7922

HANK BALLARD



KEEP ON DANCING (Lois, BMI) (2:29)—**NOTHING BUT GOOD** (Ha-Lo, BMI) (2:38)—The kids will keep on dancing to Hank Ballard with these two strong sides. He handles the dance side with his usual enthusiasm and sells the bright "Nothing But Good" in exciting fashion. And the backing rocks.

King 5535

DON COSTA



THESE THINGS REMAIN (Geo. Pincus, ASCAP) (2:30) —A fine performance by the big-stringed Don Costa ork, of a picture-like theme that builds strongly all the way. Outstanding arrangement and lovely sound could turn this disk into a big hit. Flip is "La La La" (United Artists, ASCAP) (2:22).

United Artists 349

AL CAIOLA



AUTUMN IN CHEYENNE (Bregman, Vocco and Conn, ASCAP) (2:44)—Caiola turns out a strongly appealing instrumental arrangement of a Western-styled piece of material. It's done with real class by the ork and chorus and it can easily score. Flip is "Speak Low," (Chappell, ASCAP) (2:59).

United Artists 347

EARL PALMER



NEW ORLEANS MEDLEY (2:24)—The drummer man pounds out solid, swingin' instrumental arrangements of three great Fats Domino hits, "I'm Walkin'," "Blueberry Hill" and "Ain't That a Shame," in medley form. Great dance wax and it should move fast. Flip is "Honky Tonk, Part II," (Billace, BMI) (2:29).

Liberty 55336

Country

RENO AND SMILEY



LOVE OH LOVE, OH PLEASE COME HOME (Mar-Kay, BMI) (2:30)—The boys have a solid hunk of the true hill sound on this foot-tapping rhythm effort. The high harmonies are there and so is the fancy pickin'. Good wax. Flip is "Double Eagle" (2:30).

King 5520

Rhythm & Blues

BO DIDDLEY



PILLS (Arc, BMI) (2:35)—**CALL ME** (Arc, BMI) (2:25) —Two solid vocal sides for the chanter, with the first a novelty effort about his being smitten by a rockin' and rollin' nurse. There's a bit of calypso rhythm here. Flip is a slow-moving blues done neatly with harmonica and guitar. Two salable sides.

Checker 985

SPECIAL MERIT SINGLES

Pop Disk Jockey Programming

FLORIAN ZaBACH

★★★★ CARNIVAL (Robbins, ASCAP) (2:40)

★★★★ OCEANS OF LOVE (E. H. Morris, ASCAP) (2:28) Cadence 1406

GORDON MACRAE

★★★★ FACE TO FACE (3:09)

★★★★ SAIL AWAY (1:40) Capitol 4613 (Continued on page 24)

BILLBOARD MUSIC WEEK

HITS OF THE WORLD



Europe

BRITAIN

(Courtesy New Musical Express, London)

This Week	Last Week	Song	Artist
1	4	YOU DON'T KNOW—	Helen Shapiro (Columbia)
2	1	WELL I ASK YOU—	Eden Kane (Decca)
3	2	TEMPTATION—	Everly Brothers (Warner Bros.)
4	8	HALF WAY TO PARADISE—	Billy Fury (Decca)
5	9	PASADENA—	Temperance Seven (Parlophone)
6	3	RUNAWAY—	Del Shannon (London)
7	5	YOU ALWAYS HURT THE ONE YOU LOVE—	Clarence Henry (Pye Int.)
8	10	ROMEO—	Petula Clark (Pye)
9	7	HELLO MARY LOU—	Ricky Nelson (London)
10	6	A GIRL LIKE YOU—	Cliff Richard (Columbia)
11	12	DON'T YOU KNOW IT—	Adam Faith (Parlophone)
12	16	TIME—	Craig Douglas (Top Rank)
13	20	QUARTER TO THREE —	U. S. Bonds (Top Rank)
14	—	JOHNNY REMEMBER ME—	John Leyton (Top Rank)
15	19	MARCHETA—	Karl Denver (Decca)
16	11	RUNNING SCARED—	Roy Orbison (London)
17	13	BUT I DO—	Clarence Henry (Pye Int.)
18	15	BABY, I DON'T CARE—	Buddy Holly (Coral)
19	14	MOODY RIVER—	Pat Boone (London)
20	—	REACH FOR THE STARS—	Shirley Bassey (Columbia)
21	21	CLIMB EVERY MOUNTAIN—	Shirley Bassey (Columbia)
22	22	THAT'S MY HOME—	Acker Bilk (Columbia)
23	17	WEEK-END—	Eddie Cochran (London)
24	23	QUITE A PARTY—	Fireballs (Pye Int.)
25	25	POP GOES THE WEASEL—	Anthony Newley (Decca)
26	28	NATURE BOY—	Bobby Darin (London)
27	18	SURRENDER—	Elvis Presley (RCA)
28	—	STAND BY ME—	Ben E. King (London)
29	26	FRIGHTENED CITY—	Shadows (Columbia)
30	24	DUM DUM—	Brenda Lee (Brunswick)

EIRE

(Courtesy Dublin Herald and Mail)

This Week	Last Week	Song	Artist
1	1	HELLO MARY LOU/TRAVELIN' MAN—	Ricky Nelson (London)
2	2	RUNAWAY—	Del Shannon (London)
3	3	SURRENDER—	Elvis Presley (RCA)
4	4	BUT I DO—	Clarence Henry (Pye)
5	9	A GIRL LIKE YOU—	Cliff Richard (Columbia)
5	6	LITTLE DEVIL—	Neil Sedaka (RCA)
6	11	TEMPTATION—	Everly Brothers (Warner Bros.)
6	5	WHAT'D I SAY?—	Jerry Lee Lewis (London)
7	—	HAVE A DRINK ON ME—	Lonnie Donegan (Pye)
8	8	HALFWAY TO PARADISE—	Billy Fury (Decca)
9	—	FORTY SHADES OF GREEN—	Johnny Cash (Philips)
10	—	PASADENA—	Temperance Seven (Parlophone)
10	—	YOU DON'T KNOW—	Helen Shapiro (Columbia)

ITALY

(Courtesy Musica e Dischi, Milan)

This Week	Last Week	Song	Artist
1	1	LEGATA A UN GRANELLO DI SABBIA—	Nico Fidenco (RCA)
2	2	NON ESISTE L'AMOR—	Adriano Celentano (Jolly)
3	3	TU SAI/VILLAGGIO SUL FIUME—	Pino Donaggio (Columbia)
4	6	RIVIERA—	Umberto Bindi (Ricordi)
5	4	CHITARRA ROMANA—	Connie Francis (MGM)
6	7	I MAGNIFICI SETTE—	Al Caiola (UA); Felix Slatkin (London)
7	5	IL MONDO DI SUZIE WONG—	Nico Fidenco (RCA)
8	9	PARLAMI D'AMORE MARIU'—	Peppino Di Capri (Carisch)
9	8	CREDERE—	Milva (Cetra)
10	—	HYMNE A L'AMOUR—	Edith Piaf (Columbia)

SPAIN

(Courtesy Discomania, Madrid)

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

FLEMISH BELGIUM

(Courtesy Juke Box Mag., Mechelen)

This Week	Last Week	Song	Artist
1	1	WHEELS—	The String-A-Longs (London)
2	8	DANCE ON LITTLE GIRL—	Paul Anka (ABC Paramount)
3	5	HELLO MARY LOU/TRAVELIN' MAN—	Ricky Nelson (Imperial)
4	7	I FEEL SO BAD/WILD IN THE COUNTRY—	Elvis Presley (RCA)
5	4	RUNAWAY—	Del Shannon (London)
6	9	TONIGHT MY LOVE, TONIGHT—	Paul Anka (ABC Paramount)
7	3	BLUE MOON—	The Marcells (Colpix)
8	2	BABY SITTIN' BOOGIE—	Buzz Clifford (Philips)
9	6	SURRENDER—	Elvis Presley (RCA)
10	10	DER ROTE TANGO—	Die Regenpfeifer (Philips)

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	Song	Artist
1	9	HELLO, MARY LOU—	Ricky Nelson (Imperial)
2	7	OCH, WAS IK MAAR—	Johnny Hoos (Philips)
3	4	RUNAWAY—	Del Shannon (London)
4	1	WHEELS—	String-A-Longs (London)
5	—	TEMPTATION—	Everly Brothers (Warner Bros.)
6	—	TONIGHT, MY LOVE, TONIGHT—	Paul Anka (ABC Par.)
7	2	ARE YOU SURE—	The Allison's (Fontana)
8	3	BABY SITTIN' BOOGIE—	Buzz Clifford (Philips)
9	5	NON, JE NE REGRETTE RIEN—	Edith Piaf (Columbia)
10	—	I'M BREAKING IN A BRAND NEW BROKEN HEART—	Connie Francis (MGM)

FRANCE

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

Asia & Pacific

SOUTH AFRICA

(Courtesy S. African Radio Hit Parade)

This Week	Last Week	Song	Artist
1	2	SUMMER KISSES, WINTER TEARS—	Elvis Presley (RCA)

This Week	Last Week	Song	Artist
2	9	MOODY RIVER—	Pat Boone (Dot)
3	4	REBEL—	June Dyer (Renown)
3	3	ALL HANDS ON DECK—	Pat Boone (Dot)
4	5	MR. LONELINESS—	Gene Vincent (Capitol)
5	6	THAT'S WHAT YOU DO TO ME—	Mickie Most (Rave)
6	6	TEMPTATION—	Cliff Richard (Columbia)
6	5	RUNAWAY—	Del Shannon (London)
7	1	FLAMING STAR—	Elvis Presley (RCA)
7	7	ARE YOU SURE?—	The Allison's (Philips)
8	8	I'VE TOLD EVERY LITTLE STAR—	Linda Scott (Columbia)
8	8	LITTLE LONELY ONE—	The Jarmels (Rave)
9	—	LITTLE DEVIL—	Neil Sedaka (RCA)
9	—	TONIGHT MY LOVE, TONIGHT—	Paul Anka (ABC-Para.)
10	10	BEAT OUT DAT RHYTHM ON A DRUM—	Cliff Richard (Columbia)

HONG KONG

This Week	Last Week	Song	Artist
1	2	DANCE ON LITTLE GIRL—	Paul Anka (ABC-Paramount)
2	5	THE MAGNIFICENT SEVEN—	Al Caiola (UA)
3	1	MORE THAN I CAN SAY—	Bobby Vee (Liberty)
4	3	SOMEONE ELSE'S BOY—	Connie Francis (MGM)
5	10	MOODY RIVER—	Pat Boone (Dot)
6	4	BONANZA—	Al Caiola (UA)
7	—	WILD IN THE COUNTRY—	Elvis Presley (RCA)
8	—	LITTLE DEVIL—	Neil Sedaka (RCA)
9	—	ANOTHER LONELY GIRL—	Mark Dinning (MGM)
10	6	PORTRAIT OF MY LOVE—	Steve Lawrence (UA)

NEW ZEALAND

This Week	Last Week	Song	Artist
1	7	TRAVELIN' MAN—	Ricky Nelson (London)
2	8	LITTLE DEVIL—	Neil Sedaka (RCA)
3	10	MOODY RIVER—	Pat Boone (London)
4	11	WHO AM I—	Adam Faith (Parlophone)
5	1	I'VE TOLD EVERY LITTLE STAR—	Linda Scott (Columbia)
6	—	ROUND ROBIN—	Donny Brooks (London)
7	4	SCOTTISH SOLDIER—	Andy Stewart (Top Rank)
8	5	RUNNING SCARED—	Toni Williams (La Gloria); Roy Orbison (London)

ITALY

TOUR MAY BOOST AVALON TO ITALIAN HIT CATEGORY

By SAM'L STEINMAN

Piazza S. Anselmo 1, Rome

Frankie Avalon's seven-city tour of Italy, which began in Milan and Venice this week and will continue to the resort centers of Viareggio, Rapallo, Chianciano, Riccione, and finally to San Remo on August 16, will probably bring him into the Italian best seller lists as it has done with Connie Francis and Pat Boone in the past year. Even now, as Decca releases the latter's "Moody River," it reminds Italian TV viewers that Boone is the man they saw on their screens. It is likely that Avalon will guest in several of the Italian summer shows.

RAI-TV is now planning to honor Caterina Valente on her 25th anniversary in show business with a show which will feature her outstanding hit, "Malaguena," record on 35 labels throughout the world, and her latest number, "Appointment in Madrid."

Another name who will headline a forthcoming TV show is Domenico Modugno on Sunday nights. The proposed pun-title is "Domenica Sera," which in Italian means Sunday evening. Lack of studio space for TV production in Rome may force the big "canzonissima" show this fall and winter to Milan, but the key problem is international guest stars who are always available in Rome, but seldom in Italy's northern business capital which is also the nation's leading theatrical and recording center.

Biggest demonstration of song popularity in Italy came with the announcement by the languishing "Italia '61" World's Fair in Turin that top recording names would appear in a free show on the grounds. Prepared with a 5,000-seat auditorium which it has been unable to fill all summer, the exposition found itself jammed with 100,000 fans and a crush that forced cancellation of the program.

This Week	Last Week	Song	Artist
9	3	GREEN LEAVES OF SUMMER—	Brothers Four (Coronet)
10	—	FOLLOW ME—	Guy Mitchell (Coronet)

AUSTRALIA

(Courtesy Music Maker, Sydney)

This Week	Last Week	Song	Artist
1	1	THE BATTLE'S O'ER—	Andy Stewart (Top Rank)
2	3	I'M GONNA KNOCK ON YOUR DOOR—	Eddie Hodges (London)
3	2	SCOTTISH SOLDIER—	Andy Stewart (Top Rank)
4	5	DREAM GIRL—	Bryan Davies (HMV)
5	4	TRAVELIN' MAN—	Ricky Nelson (London)
6	7	BABY FACE—	Bobby Vee (London)
7	9	TEMPTATION—	Everly Bros. (WB)
8	6	SAMANTHA—	Kenny Ball (Pye)
9	8	LITTLE DEVIL—	Neil Sedaka (RCA)
10	10	CUPID—	Sam Cooke (RCA)
11	11	YOU'RE DRIVING ME CRAZY—	Temperance Seven (Parlophone)
12	—	SMOKEY MOKES—	Col Joye (Festival)
13	12	ASIA MINOR—	Kokomo (London)
14	13	YOU'LL NEVER KNOW—	Shirley Bassey (Columbia)
15	14	I'VE TOLD EVERY LITTLE STAR—	Linda Scott (Columbia)

JAPAN

(Courtesy Utamatic, Tokyo)

This Week	Last Week	Song	Artist
1	1	CALENDAR GIRL—	Neil Sedaka (Victor)
2	2	BROKEN PROMISES—	Henri De Paris (Colpix)
3	3	LONELY SOLDIER BOY—	Johnny Deerfield (Capitol)
4	5	KITAKAMI YAKYOKU—	Dark Ducks (King); Mahina Stars (Victor)
5	8	GINZA NO KOI NO MONOGATARI—	Ishihara Yujiro (Teichiku)
6	6	PLEIN SOLEIL—	Film Symphonic Orch. (Polydor)
7	11	MUJO NO YUME—	Sagawa Mitsuo (Victor)
8	9	NANGOKU NO YORU—	Buckie Shirakata (Teichiku)
9	4	G. I. BLUES—	Elvis Presley (Victor)
10	7	NORTH TO ALASKA—	Johnny Horton (Columbia)
11	—	MOLIENDO CAFE—	Hugo Blanco (Polydor)
12	13	LITTLE DEVIL—	Neil Sedaka (Victor)
13	—	KIMI KOISHI—	Frank Nagai (Victor)

The Americas

CHILE

This Week	Last Week	Song	Artist
1	1	WHEELS—	The String-A-Longs (London)
2	2	RUNAWAY—	Del Shannon (London)
3	4	CORRINE, CORRINA—	Danny Chilean (RCA)
4	3	THE GREEN LEAVES OF SUMMER—	Frankie Avalon (Odeon)
5	9	IT'S NEVER TOO LATE—	Fresia Soto (RCA)
6	8	NEVER ON SUNDAY—	Don Costa (U. Artists)
7	—	TONIGHT MY LOVE, TONIGHT—	Paul Anka (ABC-Para.)
8	—	LLORANDO ME DORMI—	Bobby Capo (C.R.C.)
9	—	RUBY—	Ray Charles (Polydor)
10	7	POETRY IN MOTION—	Pat Henry (Odeon)

MEXICO

(Courtesy Audiomusica, Mexico)

This Week	Last Week	Song	Artist
1	1	ESCANDALO—	M. A. Muniz (RCA); Javier Solis (Columbia); Juan Mendoza (Peerless)
2	2	AGUJETAS, COLOR DE ROSA—	Los Hooligans (Columbia)
3	3	PRESUMIDA—	Los Teen Tops (Columbia)
4	4	LAS VERDES HOJAS DEL VERANO (The Green Leaves of Summer)—	Los 3 Diametes (RCA)
5	6	Y...—	Javier Solis (Columbia)
6	5	ENORME DISTANCIA—	J. A. Jimenez (RCA); Lola Beltran (Peerless)
7	7	RUEDAS (Wheels)—	Billy Vaughn (Dot)
8	9	HACIENDOTE EL AMOR—	Los Locos del Ritmo (Dimsa)
9	—	SU MAJESTAD EL CHOTIS—	Carlos Campos (Musart)
10	8	POQUITA FE—	Los 3 Reyes (RCA)

BELGIUM

Palette Distribution Confab

By JAN TORFS

Stuivenbergvaart 37, Mechelen

Mr. Robinson of Zodiac Music, Mr. Jack Heath of Good Music and Mr. Arrow, lawyer, were in Brussels to discuss with Mrs. Jack and Jean Kluger and Mr. Felix Faecq the new Palette plans for distribution of the label all over the world.

Barclay took over all the rights for releasing the U. S. labels Audio Fidelity and United Artists for France and Belgium. Both labels will soon be introduced in Belgium.

New Releases

Imperial has released a new Fats Domino record: "Fell in Love On Monday," backed with "I Miss You So."... I Marena, a very fine Italian combo now playing during the summer months in Blankenberge on the Belgian coast, made their first Belgian recordings on (Continued on page 32)

HOLLAND

Three Swinging Jazz LP's Gas Dutch Cats

By HEMMY J. S. WAPPEROM

Editor, Platennieuws

P. O. Box 43, Amersfoort

Three important jazz albums have been released here on London. One features the Newport Jazz Festival All Stars (Buck Clayton, trumpet; Vick Dickenson, trombone, and George Wein, piano). Second is "Third Stream Music," heard on "The Golden Striker," subtitled "John Lewis Conducts Music for Brass." In (Continued on page 32)

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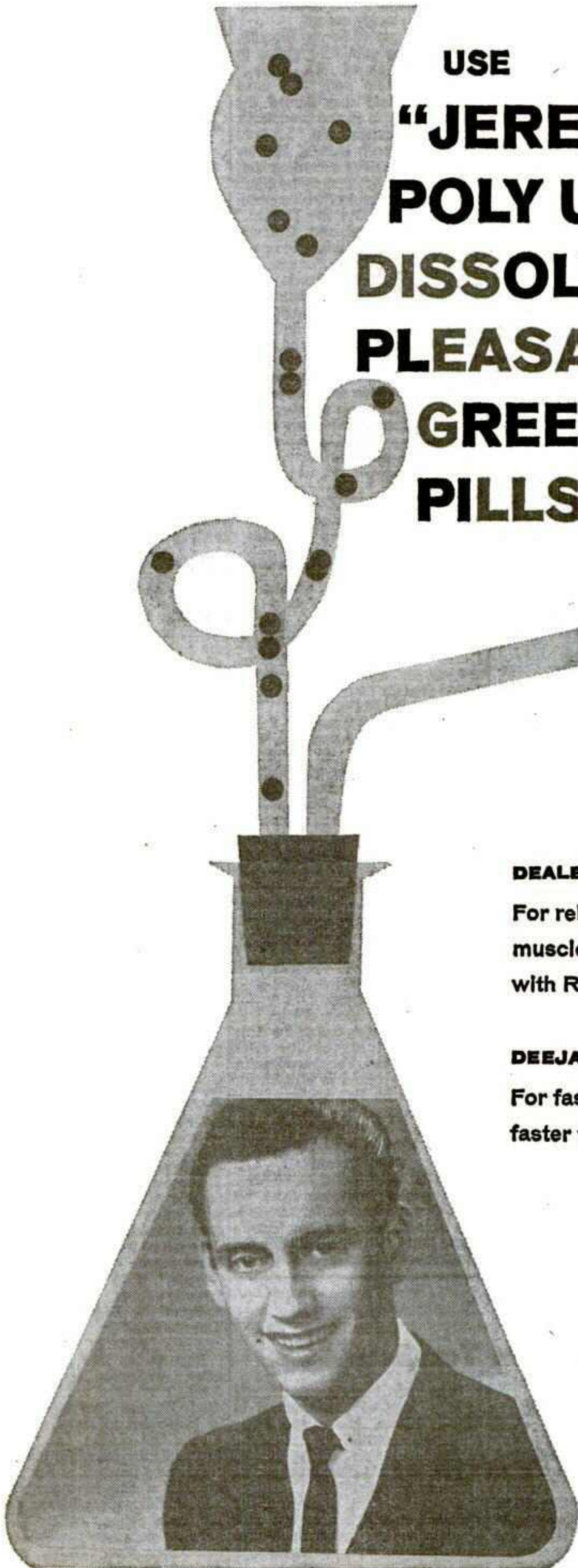
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BRITAIN

German Lass Does Turnabout; Connie Cuts Sides in English

By DON WEDGE
News Editor, New Musical Express

One of Germany's leading disk artists, **Connie**, is due in London this week for English-language recordings. She records for Electrola, EMI's German outlet, and the British sessions will be directed by **Norrie Paramor**, a.&r. manager of EMI-Columbia. Working with her will be **Connie's** German musical director **Nils Nobach**. Four titles are due for waxing, including an English version of **Connie's** big continental hit "Midi Midinette." It is hoped to issue the sides here and they will be made available for the U. S. and other

English-speaking territories. Another Paramor project is the recording this month of an album of the madrigal music featured at the Elizabethan Room of the Hotel Kendore — an off-beat London eatery.

Visitors Here

RCA's international operations chief **Dario Soria** was in for talks with Decca. . . . **Bill Smith**, head of the U. S. Columbia-owned Australian Record Company, is due at the end of the month for talks with British and European affiliates. . . . **Jack Costanzo** is with **Frances Faye** at the Talk-of-the-Town; her season opened with the most acclaim since **Sammy Davis** and is likely to be extended by an extra month. . . . **Sonja Stevens** is in for cabaret at the Society. . . . Warner Bros.' **Connie Stevens** is due here August 20 on her way to the Berlin Radio Exhibition but may stay over for television dates. . . . The Palladium was the setting for the show **Jo Stafford** telerecorded July 30 for later world showing.

Publisher Business

First release for **Jerry Keller** un-
(Continued on page 32)

PUERTO RICO

A Pressing Engagement

By TONY CONTRERAS
25 Gertrudis St., Santurce

Carlos (Toti) Julia of Puerto Rico Records and San Juan Records, local pressers, went to New York and Mexico City in connection with their **Marvela** label and **Peerless** of Mexico, which they press.

Disk Shorts

Orfeon's first album by young singing star **Cesar Costa** on way to a high place in our list of best sellers. **Costa**, who appeared recently in Spain, is scheduled for his first trip through Colombia, Venezuela and Puerto Rico. . . . **Bernardo Hevia**, publisher of New York Spanish-language record publication, **Farandula**, visiting Puerto Rico to arrange distribution of his magazine here. **Hevia** is represented in Puerto Rico by **Franklin Hernandez**. . . . **Dan Byrne**, formerly with London Records in New York, is now operating a six-press plant in nearby Rio Piedras. . . . **Olga Guillot**, Cuban singer and one of the biggest record sellers in Latin America (**Panart-Puchito**) opens at Club Caribe here September 24.

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musica e dischi

ITALY'S MUSIC MAGAZINE
PUBLISHED BY MARIO DE LUIGI

The monthly magazine that prints all releases of all Italian phonograph record manufacturers in all speeds, 16-33-45-78.

Musica e Dischi is the official publication of Italian Recorded Music, of the Recording Publishers National Union (UNEMI), of the Accordion Makers Federation (Federfisa) and the Teachers of Dance Association (ANMB).

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PHILIPPINES

Filipinos Flipping Over Pat Boone

By LUIS MA. TRINIDAD
264 Escolta, Manila

Pat Boone arrived here July 25 from Hong Kong with his manager, **Jack Spina**, and **Don Henley**, road manager. The reception at the airport was the wildest and wackiest ever accorded a VIP from the U. S. A. with elaborate plans going haywire as a screaming horde of gumchewing teeners, movie actresses and society matrons pinched, kissed, and shoved their hero. The show starring **Pat** at the **Araneta Coliseum** which opened the following day is one of the most balanced and best produced here so far.

Pat had no further bookings after his Manila stint ended August 3 and after two days in Honolulu he was to head for California and a 20th-Century film commitment, "State Fair," a forthcoming LP album, "O, My God," and a new book (the singer's third) about his life.

Scheduled to perform in Manila on August 18 are **Patti Page** and **Jimmy Rodgers**, as set by the Promotions and Sports Agency, Inc. here.

Carding Cruz, Philippine band leader and crooner, who introduced the new dance craze in Japan, tagged "Dodomp," says that he got the inspiration for his widely acclaimed dance creation from the tunes, "Manhattan" (**Joe Loco**) and "How High the Moon." **Cruz** also told this reporter that the "dodomp" is a big hit with the Japanese old folks too because "most of them dance way off the beat anyway."

NEW ZEALAND

Noise Complaint Stops U. S. Hits

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

"Quarter to Three" by U. S. **Bonds** (Top Rrank), "Temptation" by the **Everly Brothers** (WB), and "You Always Hurt the One You Love" by **Clarence Henry** have all been rejected by the NZ radio. Reason: "Too Noisy." The lack of air time here will affect sales. Even the great **Ray Charles** and his "One Mint Julip" (UA) have been turned down.

Disk Shorts

Conway Twitty has a new release on MGM, "A Million Teardrops." . . . **Pat Boone's** "Moody River" a big hit here. . . . WB has released **Bob Luman's** "The Great Snowman," and another big local effort by talented **Peter Posa** on Zodiac with multiple guitar cover versions of "San Antonio Rose" and "Should I." Also on Zodiac is **Jeff Hemingway** on piano playing his own composition "Playing Possum" in the style of **Russ Conway**. Both could click and are available to overseas distributors.

LP News

Festival Records released a new LP by Western singer **Tex Morton**. **Tex** was born here and now lives in
(Continued on page 32)

JAPAN

Capitol Invests in Toshiba

By TEN KATTORI
Yokohama Correspondent

Toshiba Music Industries, a wing of giant **Toshiba** group, has decided in an extraordinary meeting of stockholders held July 28, to accept a capital investment by **Capitol Records**. Other details have not been disclosed at press time. The Japanese firm represents **Angel**, **Capitol** and **Kapp** labels here.

FRANCE

French Publishers Prepping For Fall Movie Theme Push

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

Although next September is the first month of the new musical year, French music publishers are already preparing for a repeat in emphasis, as in the preceding year, on film sound tracks and themes. First deals already are set.

Ariane Segal (Editions Ricordi), owner of the publishing rights to the soundtracks of "La Verite," "La Dolce Vita" and "Une aussi longue absence," has landed the publishing rights to the soundtrack of **Robert Hossein's** pic. "Le gout de la violence." **Dalida**, Barclay Records' top selling recording star, will wax next September the film's two principal themes: "Protegezmoi Seigneur" and "Oye Me Destino," in French, Italian and German. **Gloria Lasso** (Columbia) will record the Spanish versions. **Fontana** will issue the original soundtrack.

Philippe Boutet (Editions Barclay) has bought the French publishing rights to the soundtrack of the U. S. film "The Guns of Navarone."

As usual, all available recordings and possible local covers of the pic's themes will simultaneously be marketed by French labels.

Rolf Marbot (Editions SEMI) has the publishing rights to the soundtrack of "Michel Strogoff," being filmed in Yugoslavia.

New Releases

Philips Records is issuing a "Zou bisou bisou," **Pepe Zapatta** (Ver-
(Continued on page 32)

AUSTRALIA

Richard to Wax 2 Col Joye Hits

By GEORGE HILDER
19, Todman Avenue, Sydney

Cliff Richard, England's top singing star, who is to tour Australia in October, will record two songs made famous by **Col Joye**. They are "Moonlit Night" and "Naughty Girl." **Joye's** own publishing company, **Joy Music**, owns the rights to the songs and plans to extend its activities to Great Britain.

Tie With Boone

Bob Rogers, Sydney's top disk jockey, received a letter from former rock 'n' roll singer **Johnny Rebb**, who is now in Hollywood.
(Continued on page 32)

GERMANY

Neil Sedaka Cuts German 'Devil'

By JIMMY JUNGERMANN
102 Ismaninger Street, Munich 27

RCA has issued two U. S. hits sung in German by **Neil Sedaka**, "I Must Be Dreaming" and "Little Devil," both by **Sedaka** and **Howard Greenfield**. German lyrics, "Heut Sind Es Traume" and "Crazy Days," are by **Herta**.

Weiss Tour

After his long Asian trip, **Warner Bros.' Robert B. Weiss** has started his European trip. Following stops in London, Zurich, Milan, Rome, Barcelona, Madrid and Hamburg, this will be **Bobby's** forthcoming itinerary: August 5-8, Grand Hotel, Stockholm; August 9-10, Hotel Continental, Oslo, Norway; August 11-14, Tre Falke Hotel, Copenhagen, Denmark; August 15-20, Savoy Hotel, London, England; August 21-26, Berlin Hilton Hotel, Berlin; August 27-31, Savoy Hotel, London; September 1, back at WB Paris office.

Visitors

Coming from Paris, **Alvino Rey** and his wife, **Luise**, one of the King Sisters, visited Munich for three days, August 2-4. **Polydor** producer **Gerhard Mendelson** in Munich for a meeting with **Polydor** boss **Kurt Richter** and composer-arranger **Erwin Halletz** before a holiday at his home in Monte Carlo.

Gold Record

Munich band leader **Ernst Jager** got a golden trombone from his boss, **Oscar Meissner**, for two million records sold for the **Tempo** label. **Jager** has recorded with the Munich-based label since 1946.

By BRIGITTE KEEB
Music Editor, Automaten-Markt

Gerig Publishing House, Cologne, has purchased the rights for the following titles to be recorded within the next weeks: "I Still Love You All," from the French "Padam, Padam," to be sung by **Vico Torriani** on Decca with a German lyric by **Heinz Wozel**; "But I Do" to be recorded by **Peter Beil**, currently having his first top hit with German version of **Ray Peterson's** "Corinna, Corinna" and right now climbing the charts with German version of **Ricky Nelson's** "Hello Mary Lou," under the Ger-
(Continued on page 32)

SPAIN

'Enamorada' Wins Festival

By PEPE PELAU
Co-Editor, Discomania

Spain's big pop music event, the **Benidorm Festival**, was won by "Enamorada" (In Love), lyric by **Rafael de Leon**, music by **Augusto Aleguero**; it was sung by **Jose Francis**. Second honors were won by "Quisiera Ser" (Wherever You Are), composed by **Manuel de la Calva**, lyrics by **Camilo Murillo**. The coveted top spot as foremost vocalist went to **Ana Maria Parra**, with other awards going to the **Duo Dinamico**, **Jose Francis** and the team of **Irunacoz** and **Fernando Montenegro**. The top song, "Enamorada," is in a beguine styling reminiscent of that of **Richard Rodgers' "I Didn't Know What Time It Was."**

Note to Paul

Reports are that Spanish teenagers, anxiously awaiting **Paul Anka**, may have a long wait indeed. Reason: **Paul** is understood to insist that all earnings be deposited in dollars in American banks. **Paul**: you might do well to check **Ava Gardner** at her suite in the Hilton and have her explain how she does so well being paid in pesetas in Spain.

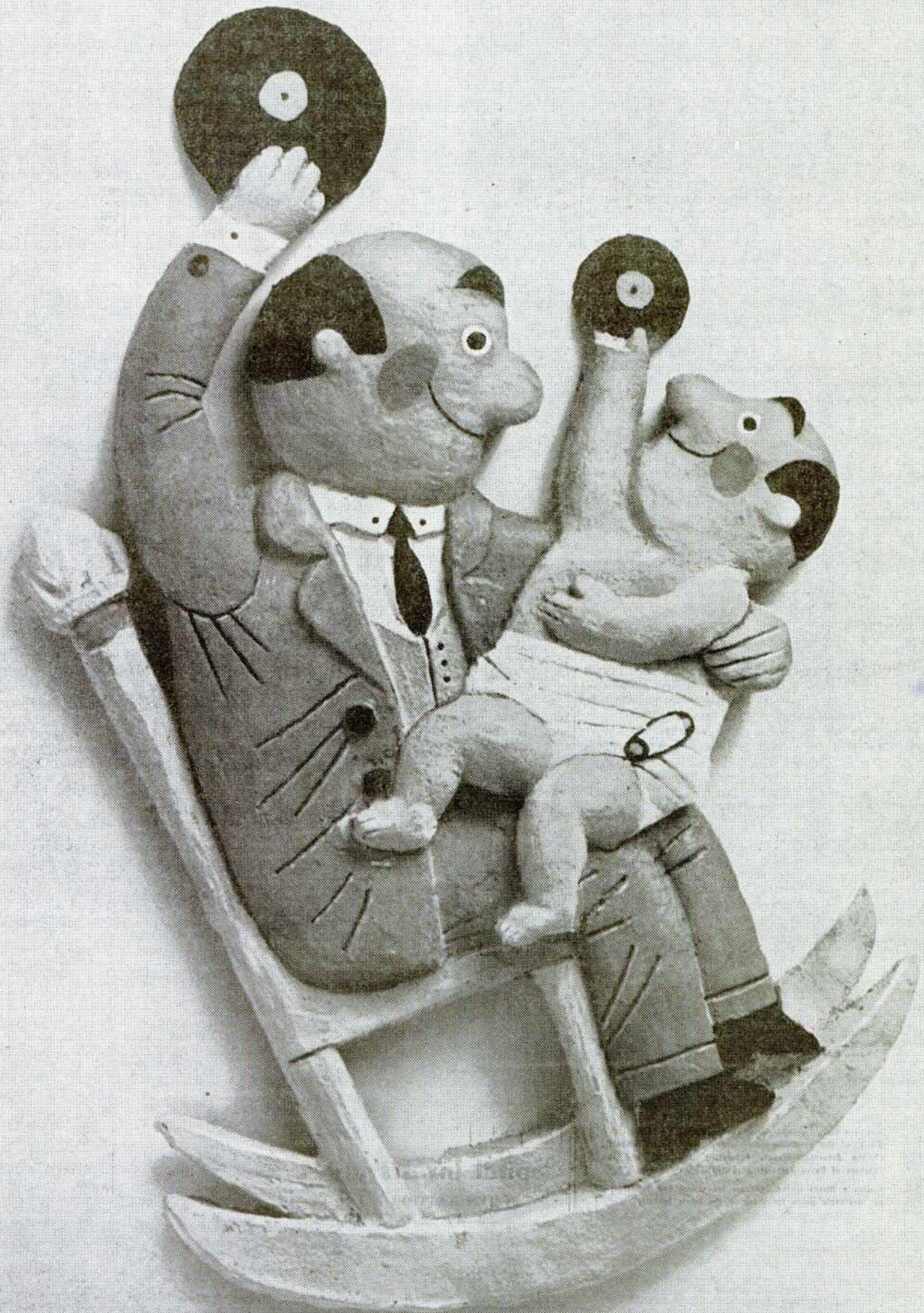
Next week, your regular Spanish columnist, **Raul Matas**, returns. Thanks, friends.

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Reviews of New Singles

Continued from page 19

STRONG SALES POTENTIAL

POPULAR

ZABETHE WILDE

★★★★ Summer Sunday—CAPITOL 4604—The thrush bows on the label with a warm reading of a pretty new tune over intriguing backing. Lass has a sound here like Diahann Carroll. (Manson, ASCAP) (2:35)

★★★★ Oh What a Feeling—Bright rocker is handed a good go by the lass on her debut waxing. The backing is in the groove—it swings. Good first wax by the thrush. (Edward B. Marks, BMI) (2:37)

NICK NOBLE

★★★★ The Beat of My Soul—CORAL 62280—A stirring tale of the man's heart and how it beats like a drum. Noble sings in great spirit and he's backed by a good arrangement with chorus. An interesting performance that's worth a hearing. (4 Star, BMI) (2:13)

★★★★ For Just a Little While Tonight—Jim Reeves and Hank Locklin teamed up on the writing of this nice ballad. It's sung with warmth and feeling by Noble and this, too, rates a listen. (Tree, BMI) (2:14)

CARL MANN

★★★★ If I Could Change You—PHILLIPS 3569—Mann sings with deep sincerity on this good ballad. He's ably backed by a handsome, rippling guitar backing. Forceful performance and it could grab action. (Knox, BMI) (2:55)

★★★★ I Ain't Got No Home—A swinging upbeat rhythm effort on the old Clarence Henry hit tune of a couple of seasons back. Mann handles it with plenty of style and this side, too, can pull coin. (Folkways, BMI) (2:38)

JACKIE De SHANNON

★★★★ Wish I Could Find a Boy (Just Like You)—She's looking for a boy like the one she knows, shouts the gal on this gospel-styled discing. Lass has a sound and a chance to break loose. Watch this disk. (Metric, BMI) (2:12)

★★★★ I Won't Turn You Down—Jackie De Shannon turns in an emotional reading on this wistful rockaballad over sock support from the string ork. A very strong side with a chance. (Loki, BMI) (2:15)

MERLE KILGORE

★★★★ I'll Take Ginger and Run Away—MERCURY 71839—An interesting story of a proposed elopement, sung with tenderness by Kilgore with chorus. Side has a repetitive feeling in its phrases. Good wax that could gain spins. (Tronic, BMI) (2:09)

★★★★ Wicked City—Pleasant medium-paced ballad wax by Kilgore. He has a nice touch with the tune and he scores well, assisted by a chorus and a good arrangement. Side can have country appeal, too. (Red River-Tree, BMI) (2:37)

JANE MORGAN

★★★★ It Takes Love—KAPP 418—Jane Morgan comes through with a lightly swinging reading of a bright rhythm tune on which she is backed smartly by the ork and chorus. Thrush could grab spins with this one and sales, too. (Sewell, BMI) (3:15)

★★★★ Homesick for New England—Interesting tune is sold in the usual warm Jane Morgan manner on this pretty recording. Tune is based on a French melody and the words are tender and touching. Two good sides. (Garland, ASCAP) (2:05)

EYDIE GORME

★★★★ I Feel So Spanish—UNITED ARTISTS 325—A lively hunk of special material is handed a solid go by the thrush aided by strong backing. Could get spins and spins. (Maxana, ASCAP) (2:27)

★★★★ My Heart—Eydie sells this pretty ballad with her usual commercial savvy. Good wax for her many fans. (Chappell, ASCAP) (2:48)

JIMMY IVES

★★★★ My Fumbling Heart—COMET 2141—A smart medium-rhythm arrangement backs this good debut performance on the label for Ives. He has the gospel, Sam Cooke touch and he handles his material in listenable style. Playable wax. (Republic, BMI) (2:02)

★★★★ Settle Down—A good rockin' rhythm effort. Ives has a sound in something of the style of Jimmy Jones here. Good arrangement and performance. Watch both sides. (Republic, BMI) (2:05)

CONNIE STEVENS

★★★★ The Greenwood Tree—WARNER BROS. 5232—Miss Stevens sings this folksy

air in a soft, plaintive, thin voice. She's accompanied by an equally soft ork featuring strings. The side has a certain "Tammy" feeling about it. (Nasta, BMI) (2:13)

★★★★ If You Don't Somebody Else Will—A happy, cakewalk rhythm tune with rolling drums, organ and an exuberant vocal by the gal with chorus. Bass horn and organ are featured as well as the voices. Good juke wax. (Acuff-Rose, BMI) (1:51)

ARTHUR PRYSOCK

★★★★ One More Time—OLD TOWN 1106—Arthur Prysock has a strong item on this side. The boy's big voice is splendidly in form on this tune which has a very solid Latin American calypso tempo. Engaging background features a vocal group. (Mellin, BMI)

★★★★ Speak to Me—A lovely rockaballad on the flip. Prysock's strong voice is used to great effect on this rockaballad. (Sheldon-Maureen, BMI)

ARCHIE CAMPBELL

★★★★ Grab a Little Sunshine—STAR-DAY 557—A happy, tick type of tune, full of good advice about how to make the day happier and better. Bright effort done in a sing-along style by Campbell and cohorts. Fine for the boxes. (Starday, BMI) (2:15)

★★★★ Sergeant York—A martial theme about the hero of World War I. It's done to a melody that bears traces of "When Johnny Comes Marching Home." Chorus also helps out here. Two listenable sides, both with country coots. (Starday, BMI) (2:45)

SAMMY DAVIS JR.

★★★★ There Was a Tavern in the Town—REPRISE 20018—A snappy, hip lyric version of the oldie. Davis essays a swingin' Bobby Darin "Mack the Knife" approach to the side and gets a big, driving Neal Hefti band backing. Davis continues to move up through successive modulations. This could get jockey action. (Ding Dong, BMI) (2:15)

★★★★ One More Time—This is billed as "a tribute to Ray Charles." It has the flavor of the latter's "Hallelujah I Love Her So." Flip is a better side. (Ding Dong, BMI) (2:35)

TEDDY DARYLL

★★★★ She Cried—UTOPIA 501—Teddy Daryll bows on the label with an impressive performance on a tender weeper that shows off a good style by the singer and listenable chorus and ork support. Watch this one. (Rittenhouse, BMI) (2:10)

★★★★ Second Chance—On this side chanter again shows off an attractive performance although the material is not as strong as the flip. Two good sides. (Rittenhouse, BMI) (2:30)

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.

RUTH PRICE

★★★★ Shadrach—CONTEMPORARY 373—Ruth Price comes through with a bright and exciting reading of the old favorite over sock backing by Shelly Manne and his men. Good wax that makes for good pop and jazz programming. (Carl Fischer, ASCAP) (2:55)

★★★★ They Say It's Spring—Listenable hunk of material is sung jazz fashion here by the thrush. Flip is a better side. (JATAP, BMI) (2:52)

TONI FISHER

★★★★ Love Big—COLUMBIA 42066 (33)—The chick has a big voice and uses it effectively on this Latin-touched tune. Background is strong with fiddles and chorale group. (Lizann, BMI) (2:29)

★★★★ If I Loved You—The lovely Rodgers and Hammerstein standard gets a rockaballad treatment on this imposing side. The girl has a fine voice which gets powerful support from strings and choir. (Williamson, ASCAP) (2:51)

JIMMIE RODGERS

★★★★ A Little Dog Cried—ROULETTE 4384—This is the tale of a little pup who stood by his Master, Jesus, as He was led to the cross. Rodgers tells it simply and surely, over good choral backing. A side that deserves much exposure. (E. V. Deane, ASCAP) (2:22)

★★★★ English Country Garden—The familiar tune is sung warmly by Rodgers over old-fashioned gentle backing. Two mighty spinnable sides. (Squire-Honecomb, ASCAP) (2:41)

AL ANDERS

★★★★ That's All I Want—ACCLAIM 1005—The chanter turns in a wild and potent reading of a bluesy story about a lonely man who needs some love. A side with a sound and chance to pull coins. Lad can sing. (Vir-Mo, BMI) (1:55)

★★★★ Do You Love Me?—Chanter sells this slow ballad with the same type of enthusiasm, as he asks the eternal question. Backing is mighty somber. Flip is stronger. (Vir-Mo, BMI) (2:28)

THE CASLONS

★★★★ Anniversary of Love—SEECO 6078—The Caslons sell this rocker with spirit aided by a lot of enthusiasm and also supported neatly by the band pounding in back of them. A side with a good chance to rise to the top of the heap. (Woodstock) (1:50)

★★★★ The Quiet One—On this side the lads turn in a fair performance on a listenable ballad. However, their forte is the uptempo tune on the flip side. (Woodstock) (2:08)

MODERATE SALES POTENTIAL

POPULAR

DEBBIE DEAN

★★★★ Itsy Bitsy Pity Love—★★★ But I'm Afraid—MOTOWN 1014.

LARRY HALL

★★★★ The One You Left Behind—★★★ Ladder of Love—STRAND 25048.

THE VOICES OF RITA MOSS

★★★★ Jaggin'—★★★★ Exactly Like You—GOTHIC 003.

KING CURTIS

★★★★ Trouble in Mind—★★★ But That's Alright—TRU-SOUND 401.

SALLE HARDING

★★★★ Don't Forbid Us—★★★ Danny Danny—CANON 229.

EDDIE LONDON

★★★★ Your Love—★★★ Come to Me Darling—JC 122.

MARTY HILL

★★★★ Give—★★★★ Red Lips—COLUMBIA 42073 (33).

THE CRAFTSMAN

★★★★ Love Me Love Me—★★★ Cileen—GARDENA 121.

THE JIMMY NEELEY TRIO

★★★★ Misirou—★★★ Getting a Taste—TRU-SOUND 402.

CAROL HALL

★★★★ I Wish I Was a Train—★★★★ Beat Beat Click Click Tap Tap—COLUMBIA 42064 (33).

RANDY FAIGE

★★★★ Sweet Words and Tender Kisses—★★★★ I Need You—BOYD 3399.

JEAN DEE

★★★★ Nothing Down (99 Years to Pay)—★★★★ My Greatest Hurt—PHILLIPS 3570.

FREDDY

★★★★ Pretend—★★★★ Mule Train—DOT 16247.

DEAN PURKISS

★★★★ Chivato—★★★ Alone Without Love—UNITED SOUTHERN ARTISTS 101.

JIM MITCHUM

★★★★ Oh, What a Wonderful Feeling—★★★★ Lonely Birthday—20th FOX 277.

TINA ROBIN

★★★★ Nothing Is Impossible—MERCURY 71852—Tina Robin bows on the label with a spirited reading of a bright rocker which is all about love. Lass sells it solidly and the backing is cute and so are the lyrics. (Aldon, BMI) (2:20)

★★★★ Play It Again—She asks the deejay to play her song again so that her boy friend will remember it with her. A cute idea that could help the disk get spins. (Aldon, BMI) (2:34)

HORACE DIAZ ORK

★★★★ Carina Marie—MALA 440—A pleasant, bubbly, Continental-styled instrumental. It has guitars and strings with a horn in spots. Harpsichord is featured in the melody. Side has a sound and it could move. (Southern, ASCAP) (2:24)

★★★★ Melancholy—A harmonica is featured in the lead in this slow, but pulsating rhythm tune. It's done in a minor key. Flip has the edge. (Southern, ASCAP) (2:50)

TOM CARNEY AND ORK

★★★★ Bettina Song—GONE 5110—The band swings along nicely in an easy tempo here. The voices add much as they sing wordless backgrounds for the sax section which is featured carrying the melody. A possible deejay programming item. (Dorsey Bros., ASCAP) (2:10)

★★★★ Make Up—A swinging instrumental by a band featuring the wordless singing of a group of mixed voices a la Ray Conniff. Side moves along nicely in an up tempo and provide varied programming for jockeys. (Dorsey Bros., ASCAP) (2:25)

KALIN TWINS

★★★★ One More Time—DECCA 31286—They boys turn out a pleasant, medium-beat effort which they wrote themselves. The side gets a breezy horn and chorus backing. Side has considerable appeal. (Kalin, BMI) (2:23)

★★★★ Bubbles—Here's the oldie "I'm Forever Blowing Bubbles," brought up to date with plenty of bright sound by the boys. Good arrangement here, too. (Remick, ASCAP) (2:05)

DAVE (BABY) CORTEZ

★★★★ The Happy Organ—CLOCK 71851—The hit of two to three years ago is re-released by Clock and it still has a wild, upbeat sound that could catch on. Label is now distributed by Mercury. They could have a flock of action all over again on this. (Dorothy, BMI) (2:02)

★★★★ Piano Shuffle—A blues effort is played for okay effects, but the flip will grab the action. (Dorothy, BMI) (2:02)

SALTY HOLMES

★★★★ Harmonica Boogie Shuffle—★★★★ Mama Blues—4-STAR 1752.

JULIUS LA ROSA

★★★★ There's No Other Love—★★★★ Caress Me—KAPP 417.

RONNIE I JOEY

★★★★ I Want—★★★★ Frozen Partners—LITTLE STAR 106.

RAY BREWSTER

★★★★ You're Hung—★★★★ I Need Love—ALTO 2004.

MARVIN LIBLICK AND DARTS ALEXANDER

★★★★ That's My Baby—★★ How'd You Like to Fall in Love—MASTERSOUND 50004-5.

ALLEN CASE

★★★★ She's My Love—★★ Let It Shine—GOTHIC 002.

VERA LYNN

★★★★ Adios, My Love—★★★★ May Your Heart Stay Young Forever—MGM 13028.

BOBBY LEWIS

★★★★ Solid as a Rock—★★★★ Oh Mr. Somebody—ROULETTE 4382.

RUSSELL ARMS

★★★★ Conco Robles—★★★★ The World Is Made of Liza—ERA 3053.

RONNIE DOVE AND THE BELTONES

★★★★ Party Doll—★★★★ Yes Darling, I'll Be Around—DECCA 31288.

JIMMIE McDANIELS

★★★★ Cat Walk—★★ Lovers Night—DOT 16248.

BIG BUDDY LUCUS

★★★★ Money, Money, Money—★★ Get Away Fly—PIONEER 71850.

THE BLUE CHIPS

★★★★ The Contest—★★ Puddles of Tears—RCA VICTOR 7923.

LARRY EDEN

★★★★ She Won't Say Yes—★★ This Is Love—COLPIX 602.

THE STORYTELLERS

★★★★ The Story of Bull Run—★★ Just Like for Always—KEM 2767.

(Continued on page 31)

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

Strongest sales potential of all albums reviewed this week.

• Continued from page 12

**LISZT: LES PRELUDES; SMETANA: THE MOLDAU; MOUS-
 SORGSKY: NIGHT ON BALD MOUNTAIN; SIBELIUS: VALSE
 TRISTE**



London Symphony (Dorati). Mercury SR 90214 (Stereo & Monaural)—An extremely smart production, with a delightful selection of varied repertoire, set off by a strikingly colorful and eye-catching cover. The cover itself shows numerous kinds of gems—diamond, ruby, sapphire and emerald, in full color, as though to identify the musical gems packaged inside. And listening gems they are, as performed by maestro Dorati and the orchestra. Brilliantly recorded, this package can sell for a lengthy spell.

RICHARD STRAUSS: EIN HELDENLEBEN; A HERO'S LIFE



The Philadelphia Ork (Ormandy) and Anshel Brusilow, solo violin. Columbia MS 6249 (Stereo & Monaural)—Strauss' last tone poem forms a splendid vehicle for a recorded orchestral spectacular, with its rich, full-bodied passages and its deep contrasts of mood. Only one other version is currently available in stereo, hence this can gather acclaim for that reason alone. Beyond this, the name value of the performers can add much appeal. This could become a strong counter package and dealers will find it worthwhile for demo purposes.

**SCHUMANN: CELLO CONCERTO; BLOCH: SCHELOMO
 (RHAPSODY FOR CELLO AND ORCHESTRA)**



New York Philharmonic (Bernstein); Philadelphia Ork (Ormandy) and Leonard Rose, cellist. Columbia MS 6253 (Stereo & Monaural)—Leonard Rose is a true virtuoso and he here re-creates two of the works for which he has won outstanding critical plaudits in concert performances. His tone, particularly the rich-hued bass area, is exceptional, and he contributes all the color and emotion which both these works were designed to convey. In this album, he has the benefit of two top names in the orchestral idiom, yet his own performance is what will, in the last analysis, sell the package. He generates a lustrous sound indeed.

Country & Western

AN OLD LOVE AFFAIR



Hank Thompson. Capitol ST 1544 (Stereo & Monaural)—The great Hank Thompson reflects on past romances in this new package of tunes. They're turned out in his familiar and fine nasal manner to the solid Westernish backing of the Brazos Valley Boys. A few sample titles will give an idea of the contents: "Paying Off the Interest With My Tears," "I Gotta Have My Baby Back," "It's My Fault."

International

FURIA! AMAYA



Carmen Amaya and Company. Decca DL 79094 (Stereo & Monaural)—For sheer dynamic excitement, there aren't many LP's that approach this one. The flamenco company of the famed dancer, Carmen Amaya, virtually strikes sparks with their spirited guitars, hand-clapping, shouting, singing, stamping and dancing. Although there are varied moods, the fascination here is the Andalusian music mixture of fire and ice. Excellent sound helps bring it all to life. There's a ready market for flamenco that will go for this disk.

Folk

THE BEST OF BURL IVES (2-12")



Decca DXB 167—This double-fold package by the personable Burl Ives is one that should appeal to all of the folk singer-actor's many fans. It should also make him many new devotees, packed as it is with Ives' best performances. Songs with roots in the American West, Ireland, England and the South are all sung in the singular Ives style. Some of them are "Blue Tail Fly," "Foggy, Foggy Dew," "John Henry," "The Streets of Laredo" and "Molly Malone."

Spoken Word

MEASURE FOR MEASURE



Various Artists. Shakespeare Recording Society SRS 204 (Stereo & Monaural)—This is a masterful performance of the Shakespeare drama with a really top-flight cast including John Gielgud as Vincentio, Ralph Richardson as Angelo, Margaret Leighton as Isabella and Tony White as Claudio. The drama of the play unfolds in an exciting manner with movement and script abetted by the stereo recording. The beautiful package contains three LP's which carry the entire text of the play. A booklet containing all the dialog is also included.

Children Low Price

SONGS FOR CHILDREN



Sandpipers Chorus and Ork. Golden LP 72—A delightful set for the kiddies. Mitch Miller, as musical director for this set, has picked 20 tunes from the standard catalog which makes for easy singing-along. A chorus of male voices do most of the work while a rhythm combo provides the background. Among the engaging titles on the disk are "Take Me Out to the Ball Game," "Man on the Flying Trapeze," "Three Little Fishes" and "When the Red, Red Robbin."
 (Continued on page 28)

THE NATION'S TOP TUNES
HONOR ROLL OF HITS
 TRADE MARK REG.

FOR WEEK ENDING AUGUST 13

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

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

RECORDINGS AVAILABLE
 (Best Selling Record Listed in Bold Face)

- 1. TOSSIN' AND TURNIN'**—Bobby Lewis, Beltone 1002.
- 2. NEVER ON SUNDAY** — Lale Anderson, King 5478; Chordettes, Cadence 1402; Don Costa, United Artists 234; Abbe Lane, Mercury 71835; Melina Mercouri, United Artists 304.
- 3. DUM DUM**—Brenda Lee, Decca 31272.
- 4. I LIKE IT LIKE THAT** — Chris Kenner, Instant 3229.
- 5. LAST NIGHT**—Mar-Keys, Satellite 107.
- 6. TOGETHER** — Connie Francis, MGM 13019; Steve Gibson, ABC Paramount 10105; Guy Lombardo, Decca 27560.
- 7. BOLL WEEVIL SONG** — Brook Benton, Mercury 71820.
- 8. HATS OFF TO LARRY** — Del Shannon, Big Top 3075.
- 9. WOODEN HEART (Muss I Denn)** —Joe Dowell, Smash 1078; Gus Backus, Fono-Graf 1234.
- 10. MICHAEL** — Highwaymen, United Artists 258.
- 11. LET'S TWIST AGAIN** — Chubby Checker, Parkway 824.
- 12. SAN ANTONIO ROSE** — Floyd Cramer, RCA Victor 7893; Frantics, Dolton 33.
- 13. PRETTY LITTLE ANGEL EYES**—Curtis Lee, Dunes 2007.
- 14. QUARTER TO THREE** — Gary (U. S.) Bonds, LeGrand 1098.
- 15. YELLOW BIRD** — Bards, Cuca 1038; Gary Crosby, MGM 13017; Arthur Lyman Group, HI FI 5024; Mills Brothers, Dot 16234; Lawrence Welk, Dot 16222; Roger Williams, Kapp 408.
- 16. I'LL BE THERE** — Damita Jo, Mercury 71840.
- 17. YOU DON'T KNOW WHAT YOU'VE GOT (Until You Lose It)**—Ral Donner, Gone 5108.
- 18. MY KIND OF GIRL** — Matt Monro, Warwick 636.
- 19. SCHOOL IS OUT**—Gary (U. S.) Bonds, LeGrand 1099.
- 20. CUPID**—Sam Cooke, RCA Victor 7883.
- 21. HURT**—Timi Yuro, Liberty 55343.
- 22. LET THE FOUR WINDS BLOW**—Fats Domino, Imperial 5764.
- 23. PLEASE STAY**—Drifters, Atlantic 2105.
- 24. EVERY BEAT OF MY HEART**—Gladys Knight, Fury 1050; Mid-nighters, DeLuxe 6190; Pips, Vee Jay 386.
- 25. SACRED**—Castells, Era 3048.
- 26. RAINDROPS**—Dee Clark, Vee Jay 383.
- 27. DON'T BET MONEY HONEY**—Linda Scott, Canadian-American 127.
- 28. THAT'S WHAT GIRLS ARE MADE FOR** — Spinners, Tri-Phi 1001.
- 29. TRAVELIN' MAN** — Jo Morris, Herald 420; Ricky Nelson, Imperial 5741.
- 30. THE FISH**—Bobby Rydell, Cameo 192.

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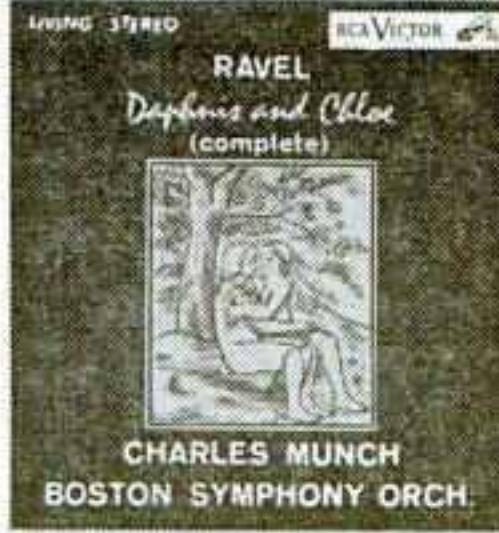
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M/LSP-2388



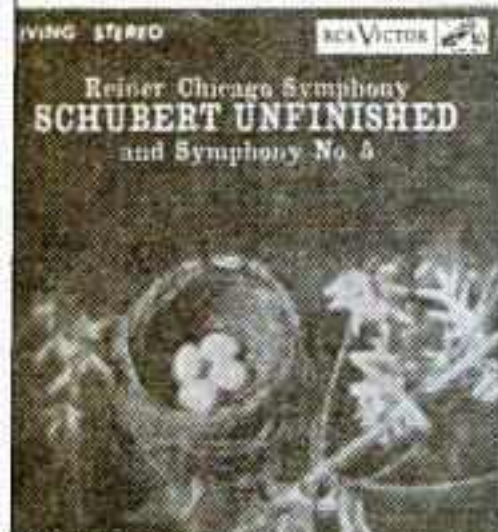
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LM/LSC-2556



M/LSC-2516



LM/LSC-2562



LPM/LSP-2364



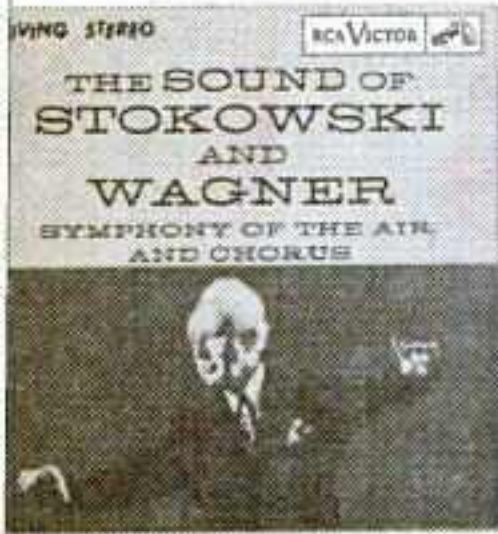
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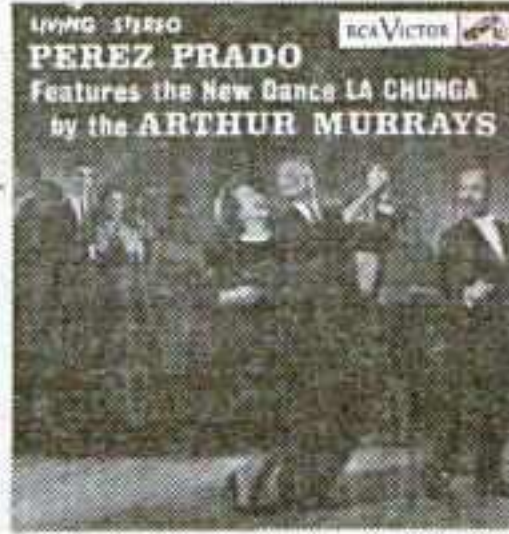
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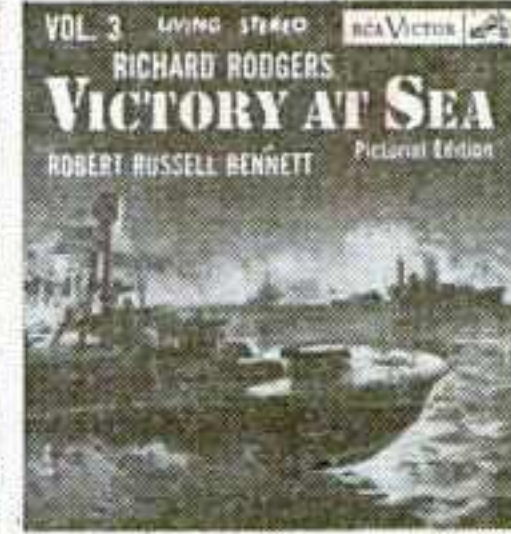
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M/LSC-2555



LPM/LSP-2379



LM/LSC-2523



LM/LSC-2509



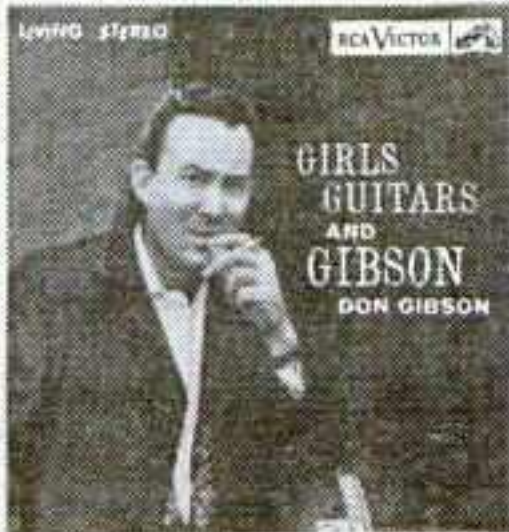
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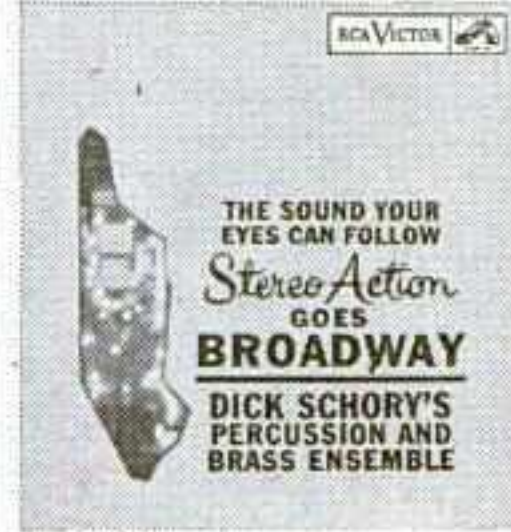
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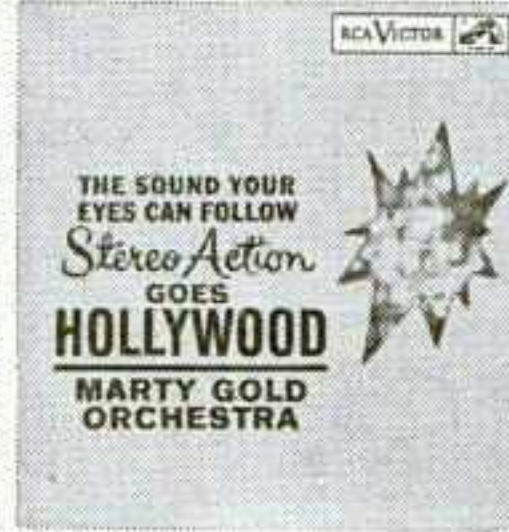
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LPM/LSP-2361



LSA-2382



LSA-2381



LM-2574



LOP-1509

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The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 25

Spiritual

EVERYTIME I FEEL THE SPIRIT
Mahalia Jackson. (Stereo & Monaural)—This is one of the most moving albums ever recorded by the great gospel singer. One of the tunes, "The Love of God," runs for nine minutes and it is nine minutes of powerful and superb spiritual singing by Mahalia Jackson. There are also familiar items like "Little David, Play On Your Harp," sung with the intensity and feeling that only Miss Jackson can generate. She is aided much by Mildred Falls on piano and Louise Weaver on organ.

POP LP'S

STRONG SALES POTENTIAL

MASTER OF THE WORLD
Les Baxter's Original Sound Track. Vee Jay LP 4000—Les Baxter's imaginative, melodic sound track for a forthcoming science-fiction film based on a Jules Verne classic, is spotlighted here. The effective score features the lyrical "Balloon Waltz," "Over the Rocks" and the romantic theme "Mediterranean." Fine Jockey wax for mood segs.

MY KIND OF GIRL
Matt Monro. Warwick W 2045 — Matt Monro proves he's not a one-hit artist with this new album which in addition to containing his hit, "My Kind of Girl," also includes a flock of standards. On all of them he shows off a swinging style, which although a bit Sinatra-ish also has its own individual sound. And the backings by the Johnny Spence ork are first-rate. Tune include "Cheek to Cheek," "Let's Face the Music and Dance," and the recently current "Portrait of My Love."

BOBBY VEE SINGS HITS OF THE ROCKIN' '50'S
Liberty LST 7205 (Stereo & Monaural)—Young Vee has selected a flock of the biggest hits of the past decade and does them in his pleasant style. Among the tunes presented are "Lolli-Pop," "Come Go With Me," "Earth Angel" and "Sixteen Candles." He sings to strings and rhythm accompaniment all set to a lightly rockin' beat. The package should get a nice reception from the teen set.

THE COLORFUL VENTURES
Dolton BST 8008 (Stereo & Monaural)—The duo, as in past performances, works with bass and drums backing on this latest set of danceable, guitar-highlighted instrumentals. Tunes include "Blue Moon" (recently a vocal hit for the Marcels); "Green Leaves of Summer," "White Silver Sands," "Yellow Bird," and other familiar melodies, with titles which carry out the idea of the title of the package. Good wax for teen terpers.

DEEP IN A DREAM
The Fleetwoods. Dolton BST 8007 (Stereo & Monaural)—The one boy, two girl group turns in a neat helping of its familiar croony harmonies on this new collection. In all cases, the backing, whether strictly rhythm or strings, is soft-pedaled under the vocal. Tunes comprise recent hits like "A Teen-Ager in Love," "Daddy's Home" and "Lavender Blue," along with originals by various members of the trio. Soft, agreeable wax.

SHELBY FLINT
Valiant LP 401—The lovely and fragile beauty of vocalist Shelby Flint's singing style is in pleasing emphasis here. The girl's soft tones are applied to her recent hit "Angel on My Shoulder" and 11 other tracks that have in them a quality of quiet, thoughtful melancholy. Besides the successful "Angel," Shelby sings "Joey," "Heather

on the Hill," "Every Night," "Far Away Places," "Danny Boy" and "Scarlet Ribbons" among others, with touching simplicity. Arrangements and orchestra are most fitting for this songstress, and the credit for them goes to Perry Bodkin.

THE CLANCY BROTHERS AND TOMMY MAKEM
Columbia CS 8448 (Stereo & Monaural)—The Clancy Brothers and Tommy Makem are a sort of Irish Brothers Four or Kingston Trio. They treat familiar Irish folk ballads, and more modern pieces in a delightfully droll manner, and add their own spirited interpretations to give the song new life. This album, which was recorded live, features the group in such songs as "Reilly's Daughter," "The Moonshiner" and "The Old Orange Flute." A fun album with a group who should soon build a solid following.

PEG O' MY HEART
Jerry Murad's Harmonicats. Columbia CL 1637 (Stereo & Monaural)—A very good, listenable new album by the Harmonicats that should please many fans. It features the skilled harmonica work of the trio, playing well-known standards in attractive and catchy arrangements. Tunes include "Mam'selle," "Tenderly," "Twilight Time" and "Perfidia."

I LIKE IT SWINGING
Buddy Greco. Eple LN 3793—Swing's the thing on this new set by vocalist and pianist Buddy Greco. The fine night club performer has 12 tracks in the medium and uptempo grooves that show off his rhythmic singing style to good advantage. He is supported by a band directed and arranged for by Al Cohn. Among the finger-snapping

LP REVIEW POLICY

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

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

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

SPECIAL MERIT SPOTLIGHTS, in the opinion of the Reviewing Panel, have outstanding merit and deserve exposure. All LP's intended for review should be sent to the **Billboard Music Week Reviewing Panel**, P. O. Box 292, Times Square Station, New York 36, N. Y.

sides are "Too Darn Hot," "Secret Love," "Fever" and "Day In, Day Out." This album should please many of Buddy's fans.

LITTLE LAND
(Big) Tiny Little. Coral CRL 757368 (Stereo & Monaural)—Fanciers of the piano stylings of Lawrence Welk's keyboard man Tiny Little are in for another treat on this LP. The arrangements are varied and tuneful and Little's piano work is excellent. Besides some ragtime moments at the 88, Tiny also interposes bits of Hammond organ wizardry. The titles are almost all culled from standard repertoire—"Chicago," "Avalon," "Dixie" and "Sioux City Sue," among them.

MR. ENTERTAINMENT
Sammy Davis Jr. Decca DL 74153 (Stereo & Monaural)—Sammy Davis has an exciting album in this set. The material is performed by Sammy in show-stopping style, and the performer's exuberance comes across powerfully. Included is "Just in Time," part of Sammy's night club act in which he does humorous impersonations of Nat Cole, Billy Eckstine, Al Hibbler and Louis Armstrong. Included, too, is a tap dance routine called "Taps and Traps." Most of the tunes are from the show variety from "Music Man," "Finian's Rainbow" and "Kismet," among others.

HAVE PIANO, WILL TRAVEL
Crazy Otto. Decca DL 74157 (Stereo & Monaural)—Fanciers of ragtime, honky-tonk piano will have a ball with this new set from Crazy Otto. The German gentleman with the souped-up 88 applies his special art to another group of standards on this LP. Among them are "Five Foot Two," "Hometown" and "Paper Doll." In addition, he plays some more recent tunes like "Get Me to the Church on Time," "Volare" and "Thank Heaven for Little Girls."

MY GOLDEN FAVORITES
Roberta Sherwood. Decca DL 74131 (Stereo & Monaural)—The husky-voiced Miss Sherwood has selected a brace of her own favorite songs for this latest disk production and fans are likely to greet it enthusiastically. Songs include such evergreens as "Stormy Weather," "These Foolish Things," "How Deep Is the Ocean," and one new tune, "Make Someone Happy," from "Do Re Mi." The thrush is backed by bouncing, swinging arrangements by Ralph Burns. Good wax with some fine juke box sides.

POLYNESIAN FANTASY
The Out Islanders. Capitol ST 1595 (Stereo & Monaural)—The most interesting thing about this group is the presence of Billy May as arranger and Charlie Barnet as sax soloist, neither of whom are known for their Polynesian proclivities. However, the results are lush, Hawaiian stylings with much use of the steel guitar and various percussion instruments of the Islands, set against a substantial woodwind section. Included are "Ebb Tide," "Beyond the Reef," "Poinciana," and several numbers featuring the high soprano stylings of Loulie Jean Norman and Marni Nixon. Delightful mood wax with a most displayable cover.

EVERYBODY LOVES THE LOVER
Sacha Distel. Columbia CS 8447 (Stereo and Monaural)—Distel, perhaps better known as an ex-Bardot boy friend and a great guitarist, rather than as a singer, attempts to show off the latter talent here for State-side audiences. The lad sings in a warm, croony, romantic troubadour style and the selection is designed to bring out this aspect—with "Let Me Love You," "Speak to Me of Love," and "It's Been a Long, Long Time" included. He comes off well enough in this vocal showcase, ably backed by Frank DeVol scorings.


SOUNDS BROADWAY! SOUNDS HOLLYWOOD! SOUNDS GREAT!
The Merrill Staton Voices. Eple LN 3797 (Stereo & Monaural)—Another top-notch vocal performance by this noteworthy group, with special emphasis given to creating stereo effects among the voices. In many cases, these fine show and movie tunes (mostly by Frank Loesser and Irving Berlin) are scored with girls' voices on one side and men's on the other, in a sort of statement and answer vocal approach. The backing sets the voices off handsomely on such tunes as "If I Were a Bell," "Once in Love With Amy" and "Top Hat, White Tie and Tails." Smartly styled wax that should do a brisk business.

THE SOUND OF GYPSY MUSIC
Dick Kesner and his Ork. Coral CRL 757376 (Stereo & Monaural)—Dick Kesner captures much of the warm magic of the gypsy music with the superb tone of the Stradivaris and he's tastefully assisted by voices, strings, bells and sparingly but cleverly used percussion units. The stereo here is a standout, as Kesner plays "Golden Earrings," "Two Guitars," "Play Fiddle Play," etc. Much of the material is done enough in a regular rhythm to make this danceable as well as listenable.

RADIO'S GREAT OLD THEMES
DeVol's Rainbow Strings. Columbia CS 8413 (Stereo & Monaural)—That segment of the public that recalls the pre-TV days will find this a memory-laden album, containing the themes from 36 of the most popular network radio shows from that medium's heyday. Frank DeVol and the Rainbow Strings deliver easy listening ren-

(Continued on page 29)

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● Reviews of New Albums

● Continued from page 29

JAZZ LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ BETTY BLAKE SINGS IN A TENDER MOOD

Bethlehem BCP 6058—Betty Blake is a relative newcomer to the jazz singing wars. She has a touching ballad style and swings well in the medium and uptempo grooves. She approaches her material in direct fashion, never relying on vocal gimmicks to get across the sense of a lyric. The girl has an identifiable style of her own. A top-flight combo of jazz musicians including Teddy Charles, Mal Waldron and Zoot Sims, accompany the girl.

R&B LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ BROKEN SOUL BLUES

Memphis Slim, United Artists UAS 6137 (Stereo & Monaural)—Memphis Slim uses his tantalizing blues voice on a variety of material here. The tempos and the material covers a number of different human experiences. Slim's strong and socking vocal style is applied to most of the tracks, with "Stack Alee" and "How Long" two of the outstanding examples. Another side features him playing a piano instrumental: "All This Piano Boogie Woogie." He is supported by a rhythm section and on some tracks by harmonica.

C&W LP'S

★★★★ STRONG SALES POTENTIAL

★★★★ OLD TIME BANJO PICKIN' AND SINGIN'

Stringbean, Starday SLP 142—Stringbean is a long, tall boy from Kentucky, and he knows his way around the five-string banjo. A frequent performer on the "Grand Ole Opry," Stringbean (David Akeman), with guitar and bass in support, plays a lot of the real mountain stuff here for which he is best known. He also sings with the old-time touch, but this is secondary to his picking. Fans of the old-time sound, and of the "Opry," should welcome this package.

★★★★ THAT WILD, WICKED BUT WONDERFUL WEST

Johnny Bond, Starday SLP 147—A group of saga tales of the wicked West in the days of the gunfighters is sung warmly here

by Johnny Bond. Many of the songs were penned by Bond himself, such as "The Bully" and "The Pass." Others are standards: "High Noon," "Empty Saddles," etc. Good wax for country fans.

SPECIALTY LP'S

★★★★ STRONG SALES POTENTIAL

COMEDY

★★★★ KATZ: AT THE U. N.

Mickey Katz, Capitol ST 1603 (Stereo & Monaural)—Fans of the Jewish comedian Mickey Katz will have much fun with this humor-filled LP. The first side has Katz as a delegate at the U. N. The material is speckled with funny Yiddish comments on the international situation. The flip has the comedian as a visiting dignitary holding a press conference. Katz answers questions on various topics ranging from the international situation to food, sports and Florida. He is assisted on this disk by his son Joel Grey, impressionist Len Weinrib, his wife Jo Wilder, and actor Norman Fell.

LATIN AMERICAN

★★★★ PACHECO Y SU CHARANGA VOL. II

Johnny Pacheco, Alegre LPA 805—Johnny Pacheco was himself one of the earlier proponents of the charanga in the United States and he has a strong following among the Latin dance set. He is, of course, very much at home with this new imported and intriguing Cuban rhythm, and even though a number of other charanga sets have been released, this can do good business in its market. Authentic instrumentation, including flute and violin, is employed. There are 10 tracks, all well styled for the dancers.

POLKA

★★★★ JOHN WILFAHRT PLAYS HIS GOLDEN FAVORITES

John Wilfahrt, Decca DL 74139 (Stereo & Monaural)—The late (Whoopie) John Wilfahrt presents a program of his most requested selections and numbers which he personally liked to perform. Included in this collection of polkas, schottisches and waltzes are "The Blue Skirt Polka," "O Susanna Schottische" and "Beer Barrel Polka." A strong item for its market.

RELIGIOUS

★★★★ THE ENDURING HYMNS

Ken Griffin and Kirby Griffin, Columbia CL 1645 — Ken Griffin's large following should want this new album of familiar hymns as played by the organist and son Kirby. The tunes are among the most popular in all religious hymn literature, including "The Old Rugged Cross," "Abide With Me," and "Rock of Ages." A fine album for the religious market.

INTERNATIONAL

★★★★ GETTING TO KNOW YOU

Varel and Bailly and Lew Chanteurs de Paris, Columbia CS 8438 (Stereo & Monaural)—Andre Varel and Charley Bailly are two French singers who have made a name in the U. S. via their TV and night club appearances. On this new set they show off their Gallic style on a flock of American tunes, ranging from "Getting to Know You," "When the Saints Go Marching In," all sung in French. They are accompanied by Les Chanteurs de Paris who add smooth support.

★★★★ I REMEMBER GERMANY, VOL. 10

Various Artists, Fiesta FLPs 1319 (Stereo & Monaural)—Previous volumes in this series have enjoyed considerable sales success and this package should chalk up equally satisfactory returns. Pleasant, melodic vocal chorus work is spotlighted on a group of nostalgic German songs, many of which feature lyric tributes to Germany's Black Forest. A solid package for the market.

SPOKEN WORD

★★★★ SELMA DIAMOND TALKS

Carlton LPX 5001—A very funny gal is Miss Diamond, both in terms of her comedy writing skill over the years, and more recently as an act in her own right. She's been seen and heard most prominently on the Jack Paar show in recent months, and here she hands out a flock of her own stories (in which she herself is often the victim) some of which have been heard on the Paar show. It's funny stuff and the audience laughter adds to the atmosphere. Package is one of the few featuring a comedienne and it can bring action.

★★★ MODERATE SALES POTENTIAL

JAZZ

★★★ DOC + 4 = DIXIE

(Doc) Evans and His Dixieland Band, Concert-Disc CS-47 (Stereo & Monaural).

★★★ MUSKRAT RAMBLE

"Doc" Evans and His Dixieland Band, Concert-Disc CS-48 (Stereo & Monaural)

LOW PRICED JAZZ

★★★ DANCEABLE DIXIE

Tommy Ferguson and His Danceable Dixie Band, Richmond S 30099 (Stereo & Monaural)

INTERNATIONAL

★★★★ I REMEMBER DENMARK, VOL. 3

Poul Bundgaard, Katy Bodtger and Teddy Peterson and his Ork, Fiesta FLP 1324.

★★★★ I REMEMBER PARIS, VOL. 3

Daniel Dupre, Fiesta FLP 1323.

★★★★ ALOHA AKAKA

Alfred Apaka, Decca DL 74150 (Stereo & Monaural).

★★★★ CESAR COSTA CANTA

Orfeon LP-12-252

POLKA 3 STAR ALBUM REVIEW

★★★★ BAYRISCHE BLASMUSIK

The Village Brass Band, Fiesta FLPs 1320 (Stereo & Monaural)

RELIGIOUS

★★★★ HAND IN HAND

Kings Men Quartette, Family Altar FALP 453 (33-Compact).

LATIN AMERICAN

★★★★ AJA! PACHANGA

Randy Carlos and His Ork, Fiesta FLPs 1317 (Stereo & Monaural).

LIMITED SALES POTENTIAL

RELIGIOUS

SING PRAISES

Shenandoah Valley Academy, WGTS-FM Recording Service 102.

FOLK

FOLKSONGS AT THE LION'S HEAD

Ellen Behnke, Walden 400.

No Plugs Ruling

● Continued from page 1

the reports of owned interests and, on the basis of the information, decide if disclosure announcements on the air are needed. If so, they might be lumped into a single announcement at sign-on or sign-off time, the net suggests. The network says FCC's proposed rule-making would snare a broadcaster if one of his personnel had "even one share" of stock in the Ford company, and a deejay mentioned driving a Ford in the course of his chatter.

Triangle Broadcasting suggests that announcement be required only when owned interests are "substantial," and when the owning parties influence selection of the program matter. Mutual Broadcasting said the whole matter should be handled on the basis of "unfair trade practices," and preferably forbidden, rather than permitted under a rule to announce financial benefit.

COLUMBIA INKS RADY AS ARTIST

● Continued from page 1

ing Rady is scheduled for September release, and is titled "Voices in Motion" in stereo recording. While appearing on Columbia as an artist, Rady's Project activities include producing LP's for release under the Warner Bros., MGM, Atlantic, and other labels. In addition, several of his LP's are being distributed by the RCA Victor Record Club, Columbia's arch club rival. Current Victor club deal just concluded by Rady: "Bing Crosby's latest sing along LP now being offered under the Warner Bros. banner.

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and

IN YOUR SPARE TIME

(Please Think of Me)

2113

Solomon Burke

"JUST OUT OF REACH"

(OF MY TWO OPEN ARMS)

and

BE BOP GRANDMA

2114

The Top Notes

"ALWAYS LATE"

(WHY LEAD ME ON)

and

TWIST AND SHOUT

2115

Tex and the Chex

"I DO LOVE YOU"

and

MY LOVE

2116

ATLANTIC RECORDS

Reviews of New Singles

Continued from page 24

★★★★ STRONG SALES POTENTIAL

COUNTRY & WESTERN

BURL IVES
 ★★★★★ **Mockin' Bird Hill**—DECCA 25524
 —The great Patti Page hit gets a fine updating by Ives, singing with chorus and a good guitar and piano. This side has a lot of class and it could get action. (Southern, ASCAP) (2:34)

★★★★ **Royal Telephone**—A strong, inspirational item by Ives. There's a fine bit of imagery here and it has a most listenable quality. He works here with the Anita Kerr Singers. Two good sides. (Ludlow, BMI) (2:47)

JIM EANES
 ★★★★★ **You Made Me What I Am**—STARDAY 554 — Jim Eanes sells this weeper with feeling and heart over simple backing by the country group. A side that could catch coins. (Starday, BMI) (2:13)

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★★★★ **Mary Was a Little Lamb** — Cute novelty ditty receives a warm performance from the chanter aided by sparkling hoe-down-styled support. A side that could catch country coins. (Starday, BMI) (1:45)

★★★★ STRONG SALES POTENTIAL

SACRED

JIMMY WAKELY
 ★★★★★ **An Unfinished Prayer**—SHASTA 165—A slow and moving sacred song. Wakely sings it with heart, in a style not unlike that of Red Foley. Chorus, guitar and piano fill in the backing in persuasive style. Strong wax for the market. (Riverside, ASCAP) (2:39)

★★★ **The Signifying Signs of the Lord**—A harp and a deep bass voice start this heartfelt vocal effort by Wakely. Effective wax with choral backing, but the flip has more to offer. (Mono, BMI) (2:46)

★★★★ STRONG SALES POTENTIAL

SPIRITUAL

WOMACK BROTHERS
 ★★★★★ **Somebody's Wrong**—SAR 118—A snappy, upbeat shout. The boys, a group of five young brothers from Cleveland, have been well recorded in this exciting performance by Sam Cooke. Side really builds in intensity and it has a steady, driving beat. (Kags, BMI) (2:00)

★★★ **Yield Not to Temptation**—A slow, soulful chant, actually in three-quarter time. Colorful performance, handled in a deeply dedicated manner. The boys could easily make a noise in this field. (Kags, BMI) (2:22)

THE HARMONIZING FOUR
 ★★★★★ **Father I Stretch My Hands to Thee**—VEEJAY 899—The lead singer makes a moving plea for help from the Supreme Being on this side. Simple backing adds to the attractiveness of the disk. (3:02)

★★★★ **On the Right Road**—A very pleasing and lovely spiritual item here. With the bass singing lead, the group does a very convincing job of telling of the qualities of faith. (Conrad, BMI) (3:13)

THE ARGO SINGERS
 ★★★★★ **Near the Cross**—VEEJAY 900—Female lead singer on this side tells her inspiring story in high liquid tones. Her fine voice is backed by a strong choir of vocalists and simple instrumental accompaniment. (BMI) (2:53)

★★★★ **He's All Right With Me**—Male and female singers have the lead on this side. Tempo is sprightly, and the inspira-

LIMITED SALES POTENTIAL

POPULAR

CHARLIE JESTER
 If Only I Had Known—Sylvia. LE CAM 722

DEWEY BROWN
 Vagabond Heart—Too Late VACA 105.

STORMY BROOKS AND THE ESCAPADES
 Canny Canny Cannibals—Doris. ASTRO-NAUT 115-116.

TOMMY WALTERS
 That's Love—Little Angel. LIMELIGHT 771.

LIZ
 Don't Take Your Love From Me—Red Lite. CANON 227.

RONNIE STYNER
 Hasty Little Heart—Love Me Faithfully. CAPA 101.

JERRY VINAR
 Your Love Is Just for Me—Please Tell Me VARIETY 1028.

JOYCE MAYO
 Crazy Mixed Up Bourbon Street—Creole Gumbo. BOURBON STREET 3109.

JOYCE MAYO
 Existing—Crazy Mixed Up Bourbon Street. BOURBON STREET 3492.

JOE HALL
 Missile Song—If You Don't Ever. MIS-SILE 101.

FRANKIE SANDS
 Mr. Fortune Teller—You Taught Me How to Remember—MASTERSOUND 50002-3.

BOB STRELITZ
 Write Myself a Letter—That's a Plenty—ORCHESTRA 6176.

DOUGIE'S ALL STAR BANJO BAND
 Ain't She Sweet—San — ORCHESTRA 6174.

DOUGIE'S ALL STAR BANJO BAND
 Me and My Shadow—Ballin' the Jack—ORCHESTRA 6175.

ional tune builds with much feeling. Backing is of the traditional piano organ and drum type. (BMI) (3:00)

ROBERT ANDERSON
 ★★★★★ **Closer Walk With Thee**—VEE-JAY 898—The singer shows his fine gospel style here. His pleasing tones are beautifully grooved to this well-known gospel. Tempo moves along easily at a bit below medium tempo. (3:35)

★★★ **Waiting for Jesus** — A very strong blues influence on this inspirational side. Besides the singer's fine voice, side also sports some very fine piano work in the simple backing. (Martin & Morris, BMI) (3:22)

★★★★ STRONG SALES POTENTIAL

LATIN AMERICAN ★★★

JIMMY NINO
 ★★★★★ **Jimmy Martinez** — MAYTE 34—Spanish version of the Marty Robbins hit handled nicely here by Milo De Luna and David Sanchez over backing by the Jimmy Nino combo. A side that could gather loot on boxes in New York, Texas and California. (3:17)

★★★ **Chinelita Dorada** — Pleasant instrumental is played nicely by the Nino crew. Flip is stronger. (2:30)

★★ MODERATE SALES POTENTIAL

JAZZ

BABS GONZALES
 ★★★★★ **Lonely One**—★★★ **We Ain't Got Integration**—PRESTIGE 204.
 ★★★★★ **Azur-Te**—★★★ **The Pachanga Twist**—TRU-SOUND 403.

SEYMOUR
 ★★★★★ **Swinging Favorites (Parts 1 & 2)**—HEARTBEAT 45.

COUNTRY & WESTERN

JACK TUCKER
 ★★★★★ **When the Shades Are Drawn**—★★★ **Moment's Glory**—TOPPA 1041.

HUGH FARR
 ★★★★★ **Blue-Nosed Male** — ★★★★★ **The Shifting Whispering Sands**—SHASTA 164.

LINDA LEE
 ★★ **Here I Go**—★★★ **Don't Let Me Down**—SHASTA 163.

RHYTHM & BLUES

EARL (GOODROCKIN') BROWN
 ★★★★★ **Mary's House Party** — ★★★★★ **Shake It**. SHIRLEY 104.

RALPH AND RUTH
 ★★★★★ **Hard Hearted Girl—A Thought Crossed My Mind**. RENA 803-804.

DENNIS ROBERTS
 ★★★★★ **Come On**—★★ **I Don't Care**—YUCCA 133.

JUDY RUSSELL
 I Know—American Girl—ESSAR 1004.

DONNA ROSS
 A.O.K.—My Friend Joe. DART 408-9.

KENNY AND DOOLITTLE
 Kitty Kat—Why Do I Go On. SIMS 123.

JAY CHEVALIER
 I Ula Francana (My Louisiana Maid)—True So True. MONTEL 902.

CLETE GRAYSON
 Nature Girl (Nature Boy)—Tell Me Your Dream (I'll Tell You Mine). PACIFIC 111.

LENNY DAVIS
 Sing Little Songbird—Satan's Got You (By the Hand)—DO-RA-ME 1413.

COUNTRY & WESTERN

BOOTS HILL
 A Thing Like This Can't Happen—I Wanna Be Loved by You. CAPA 102

DON SOWARDS
 Someone Loves Me Yet—Gonna Get Tough. RENA 2004.

JIMMIE CRANE
 I'll Be at Your Wedding—I'm Honky Tonking Now. MERLENE 1.

CHARLIE KELLOGG & HIS OZARK DRIFTERS
 I Won't Be Home No More—Honky Tonk Mother—MANNING 5263.

VINCE MOLINA
 How Can I Live—I Turned to You—ALLSTAR 7226.

TOMMY HANCOCK
 El Rancho Grande De Texas Tech—Our Last Rendezvous—SANDYLAND 1002.

SPIRITUAL

THE PATTERSON SINGERS
 ★★★★★ **Oh What a Time We'll Have Up There**—★★★ **Try Jesus** — FEDERAL 12427.

SACRED

GILBERT ADKINS
 God's Trombone, Parts 1 & 2. GOSPEL 1054.

STELLA LYONS
 Late Hours—Paper Tiger—REDSTONE 002.

BOB HEAYES
 World of Broken Dreams—Don't Hide Your Wedding Ring—SIMS 122.

Probe of GEMA

Continued from page 5

cerning GEMA and its relations with the Federal Government, pro or con. Schaeffer took the position, without stating it in so many words, that GEMA has become the center of controversy and that as a politician, and especially in an election year, it would be unseemly for him to become involved.

Administration Expense
 The 16 Adenauer deputies, in asking Schaeffer to elucidate on GEMA's relationship with the Federal Government, implied they felt the organization was spending too much for administration, and was disregarding the long-range best interests of its clients. The deputies implied that they believe GEMA should be subjected to strict regulations and control by the Federal Government in the best interest of all concerned.

Aside from the question of administrative costs, there is considerable rank-and-file concern over GEMA's deteriorating public "image." Where in the past the performing rights society has enjoyed prestige as guardian of rights of the authors and composers, it has of late taken public brickbats as bent on gathering unto itself almost despotic power over the music industry.

The Muckermann-Ehren forces complained, for example, of the "monopoly" position being erected by GEMA.

Report Confirmed
 Schaeffer's report confirmed the Muckermann-Ehren contention that German performing rights legislation is obsolete and incomplete. The situation in Germany parallels to some extent that in the U. S. It develops from Schaeffer's report, however, that where in the U. S. ASCAP has been restrained from exercising powers not expressly granted it by legislation, in West Germany GEMA has been treated differently. GEMA collects royalties from juke boxes and it has been given what amounts to carte blanche to collect from public meetings and attractions. Its relations with the Federal Government, as Schaeffer confirmed, are entirely voluntary on the part of GEMA. The agreement stipulates, in fact, that GEMA's acceptance of a "voluntary agreement" will not prejudice its position in any future legislation Parliament may enact.

DISK JOCKEYS—Bob Heller of Philly's Flying Record Dist. Co., 665 N. Broad St., Philadelphia, Pa.
PICK OF THE WEEK **"SMAK-A-ROO"** by **CARA STEWART**
 Top Rock #002 2816 E. Adams St., Phoenix 34, Ariz.
 Write for samples to: **TOP ROCK RECORD CO.**

Shootin' Up The Charts!
"DON'T CRY BABY"
ETTA JAMES
 argo 5393
"LONELY STREET"
CLARENCE HENRY
 argo 5395
"Music, Music, Music"
the Sensations
 argo 5391
CHESS PROD. CORP.
 2120 S. Michigan
 Chicago 16

ANNETTE'S
 NEW SINGLE
'HAWAIIAN LOVE TALK'
 b/w
'BLUE MUU-MUU'
 Vista F. 384
 (from the LP HAWAIIANNETTE)
 BV 3303

Breaking Big!
"I'M SO HAPPY"
 (Tra-La-La)
The Ducanes
 Goldisc #3024
GOLDISC RECORDS
 1650 Broadway New York, N. Y.

A REAL SMASH!
FATS DOMINO
"GOOD HEARTED MAN"
 b/w
"LET THE FOUR WINDS BLOW"
 #5764

IMPERIAL RECORDS
 6425 Hollywood Blvd.
 Hollywood 28, Calif.

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MY FUMBLING HEART
JIMMY IVES
 C 2141
COMET RECORDS
 A Division of Herald-Ember
 150 W. 55th St. N. Y. C.

The Hit of Today and Tomorrow
"MEXICO"
BOB MOORE
 #446
MONUMENT RECORDS
 539 West 25th St.
 New York, N. Y.

German Lass Does Turnabout

Continued from page 22

der a new deal with Capitol will be "My Year of Love," which he wrote here last year and is published by the **Bunny Lewis-Fred Jackson** outlet **Tin Pan Alley Music**. . . . Justifying its activities to get more British music broadcast, the **Songwriters' Guild** estimated that in the last three years its members drew an extra \$34,300 in royalties with a similar amount going to publishers.

Disk Business

Denmark's **Storyville** label is to be handled here by **Central Record Distributors**. The deal was a result of the recent visit of the Danish firm's head **Karl Emil Knudsen**. Disks will be pressed here but some Continental sleeves will be used. **Storyville**, mainly a jazz catalog, includes several leading British and American artists in its repertoire. . . . The **Granada** group, with wide interests in television and theaters — it also has a publishing firm (**Mercury** headed by **Dick Howard**) and retail disk outlets — has registered the name **Granada Records**, but says there are no plans for activation at present. . . . Among the British tax changes announced last week is a 10 per cent increase in duty on imported pressings, masters, etc. . . . **EMI** was feting **Nelson Riddle** and **Paul Weston** at a joint reception August 3. . . . **Decca's** Lon-

don label issued an EP, "Old-Fashioned Love," by **Johnny Maddox**, containing seven titles.

Musical director of the **Bing Crosby-Bob Hope** film "Road to Hong Kong" now being made near London will be **Robert Farnon**, who will also write additional music to the **Jimmy Van Heusen-Sammy Kahn** songs. . . . **Helen Shapiro**, the hottest British disk prospect to emerge this year, uses part of her school vacation for dates in Sweden and Denmark this week. . . . She was the youngest panelist so far on **BBC-TV's** "Juke Box Jury" August 5. **Sammy Kahn** was also on the panel.

New Releases

This is the peak week of the British summer holidays and there were few releases scheduled by manufacturers. **Deutsche Grammophon** had a lengthy list of classical EP's and LP's. The **EMI** group issued eight new LP's. Only one was allied to the pop field — an **HMV** issue of a "Bye Bye Birdie" selection by a British non-show cast. It was recorded by **Fiona Bentley's** independent production firm and leased to **EMI**. . . . Only one single scheduled was by **Philips** — "Joy Ride" by a British artist, pianist **David Lisbon**.

Record Sales

Outstanding sales appeal of **Shirley Bassey** is demonstrated by her present chart position of her coupling "Reach for the Stars and Climb Ev'ry Mountain." Disk was issued long after the other singles which came out with "Sound of Music's" May opening. . . . Moving records which make chart entries include **Sam Cooke**: "Cupid" (**RCA**) and **Fats Domino**: "It Keeps Raining."

Aussie Newsnotes

Continued from page 22

Rebb stated that he has a long-term contract with **Pat Boone's Company**, **Cooga Mooga, Inc.**, and all future recordings will be released on **Dot** in America and **London Records** in Australia.

Festival is rush releasing **U. S. Bonds** "School Is Out" on **Top Rank**; also **Judy Stone** singing "You're Driving Me Mad" b/w "Danger Heartbreak Ahead." . . . **C.B.S. Coronet** is releasing the sound-track album from 20th Century-Fox film "Snow White and the Three Stooges" to coincide with the school holidays late in August.

Music Publishers

Two **Castle Music** tunes by **Franz Conde** and **Joe Halford** have been recorded by **Festival** for the **Rex** label. They are "Please Understand," sung by **Pam Liversidge**, and "Ask Your Heart," sung by **Patty Markham**. . . . **Belinda Music** has scored with "I'm Gonna Knock on Your Door" and "Girl of My Best Friend" by **Ral Donner** on **Viking**, and "Then I'll Know" by **Bryan Davies** on **H.M.V.** . . . **Leeds Music** has just purchased the song "Romeo," recorded in England by **Petula Clark** on the **Pye** label. The song was originally called "Salome" and written in 1933 by German band leader **Robert Stolz**.

French Newnotes

Continued from page 22

sailles); "Mother-in-Law" (**Belle maman**), **Rocky Volcano** (**Philips**); "Long Tall Sally," **Buzz Clifford** (**Philips**), and "All Shook Up" (**Crever d'amour**), **Teddy Rays** (**Fontana**).

The **Barclay Group** has "Traumen kann man was man will" (**Tous les rêves sont a nous**), **Kan and Kjeld** (from **Ariola**); "Tanguillos de Cadix," **Los Chiquitos** (from **Hispanvox**); "Pony Time," **Les Chaussettes Noires** (**Barclay**); "Wheels," **Franck and Johnny** (**Bel Air**), and "Let the Good Times Roll," by **Ray Charles** (from **Atlantic**).

German Newsnotes

Continued from page 22

man title ". . . das bist Du" (That's You) on **Philips**.

Connie Francis, currently at the top of German chart with German version of "Someone Else's Boy" ("Schoner fremder Mann") and the most prominent American recording artist here singing German lyrics, will be out with another two German titles, especially written for her: "Immer und uberal" — "Einmal komm' ich wieder," to be released on **MGM**.

First Answer Disk

The first German answer disk after the American pattern will be released by **Polydor** soon. Song, featuring the "Are You Lonesome Tonight" melody, is entitled "Ja ich bin einsam heut' nacht" (Yes I'm Lonesome Tonight) and is sung by **Polydor** discovery **Wilma Lucchini**. The **Presley** waxing of "Are You Lonesome Tonight" has been a hit here for several months in the original as well as in the German versions by **Peter Alexander** (**Polydor**) and **Wyn Hoop** (**Decca**).

Changes

The new **Polydor** Cologne producing team of **Kurt Feltz** and **Hans Bertram** will handle the following artists in the future: **Inge Brandenburg** (formerly **Telefunken**), who was named best European jazz songstress last year; **Will Brandes** (formerly **Electrola**); the **Medium Terzett** (formerly **Electrola**); as well as the **Geschwister Hermann**, **Fred Bertelmann**, whose changeover to **Polydor** had been reported earlier here, will begin activities on the label with the **Heino Gaze** ("Calcutta") composition, "Uberall, wo mich ein Madchen kusst" (Everywhere, Where I'm Kissed by a Girl).

Distribution Contract

Ariola is to sign a contract with the **Italian Centra** label, permitting the exchange of titles between both firms' repertoire. In the classical field, **Ariola** will issue **Centra** records featuring **Maria Callas** and **Renata Tebaldi** in Germany, in pop music such artists as **Domenico Modugno** and **Milva**. On the occasion of German Phono Exhibition in Berlin, from August 26 to September 3, the firm will introduce the first product resulting from this exchange program.

Belgian Newsnotes

Continued from page 20

the **Philips** label. Titles are "Mama Rock" and "Non se Felice." . . . **Fonior** released **Eddie Cochran's** "Weekend," No. 15 on the British chart last week (London from **Liberty**).

Discobel, Brussels, distributor of **Imperial**, **Ariola**, **Bel-Air** a.o. records, has notified us that our page 1 story on "Belgian Dealers, Mfrs. Agree on Pricing Code" (**BMW**, July 24) might give the impression that the **CS** is composed only of the firms **Fonior**, **Philips**, **Discotrade**, **Gramophone**, **Siemens-Deutsche Gramophon**, **Telefunken-ABC**, **Paramount** and **Leman & Gorlee**. In fact, this is only the Bureau of the **CS**, which actually includes all important companies in Belgium, including **Discobel**, **Cobedi**, **Inelco**, **Discovogue**, etc.

On July 27 the third **Song Festival** at **Knokke**, on the Belgian coast, came to an end. Finalists were **Belgium** and **Great Britain**, with the last named country winning the contest and the famous **Europa Cup** for 1961. Most observers felt that the two teams were almost of equal strength.

For the winners, remember the names of **Ken Kirkham** and **Kathy Kirby**, while for **Belgium** **Jacqueline Anset** and **Frieda Linzi** (she already signed several contracts after her brilliant performances) were the two most remarkable artists. The prize for the best individual performance went to French vocalist **Simone Langlois**.

After a three-week tour in **Canada** and the **U. S.**, **Alberto Cortez**

Best Selling Sheet Music in U. S.

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

This Week	Last Week		Weeks on Chart
1	1	NEVER ON SUNDAY—Esteem-Sidmore (BMI)	15
2	2	EXODUS—Chappell (ASCAP)	37
3	10	MICHAEL—United Artists (ASCAP)	2
4	3	CALCUTTA—Pincus-Symphony House (ASCAP)	32
5	—	TOGETHER—De Sylva, Brown & Henderson (ASCAP)	2
6	7	SAN ANTONIO ROSE—Bourne (ASCAP)	6
7	5	LAST DATE—Acuff-Rose (BMI)	33
8	9	WONDERLAND BY NIGHT—Roosevelt (BMI)	29
9	11	HEY, LOOK ME OVER—Morris (ASCAP)	28
10	—	WOODEN HEART—Gladys (ASCAP)	1
11	6	HELLO MARY LOU—January (BMI)	6
12	4	YELLOW BIRD—Frank (ASCAP)	8
13	—	DUM DUM—Metric (BMI)	1
14	8	WHEELS—Dundee (BMI)	25
15	12	APACHE—Regent (BMI)	22

Holland Newsnotes

Continued from page 20

cluded are four pieces from **Lewis** ballet "The Comedy," which was first performed May last year in Paris. Music from "The Connection" composed by **Freddie Redd**, and played by the **Howard McGhee Quintet** is the third LP.

L. C. Phonogram released "Exodus" by **Ferrante & Teicher** and "Never on Sunday" by **Melina Mercouri** on the **United Artists** label, formerly obtainable here on **London**. The **Canadian-American** label, brought to **Holland** by **John James Vis**, manager of **Artone Gramophone**, has made its appearance with the release of two **Linda Scott** disks. The first one, "I've Told Every Little Star," is quite a success here and the second, "Don't Bet Money Honey," has just been released.

Dealer Reunion

Since 1947 there's an annual reunion of some 800 Dutch record dealers on **L. C. Phonogram's** "Disco Dealer Dag." On September 4, the 15th event will take place in "Gooiland," **Hilversum**. New record projects and series are disclosed and presented in a great show.

Dutch Talent

The **Blue Diamonds** recently returned from their tour in **Spain**. They have two records in the German charts. A German translation of their original American version of "In a Little Spanish Town" is one of them. The **Blue Diamonds** (**Ruud and Riem de Wolff**) are on the **Decca** label in **Holland**, on **Fontana** in the rest of **Europe**, and on **London** in **U. S. A.**

New Zealand News

Continued from page 22

Australia. He has toured the **U. S. A.** many times and his records are always top sellers in the **Western field**. . . . **Pete Fountain** has a release on **Coral**, "PF Salutes the Great Clarinetists." . . . **Billy Vaughn** continues as the top seller for **London**. His "Billy Vaughn Plays" is **HMV's** top selling LP, followed by comedian **Dave Barry**, also on **London** with "Laughs for Losers."

Jimmie Rodgers in N. Z.

Jimmie Rodgers packed both shows in **Auckland** appearances and drew enthusiastic applause for fine performances. He was ably supported by locals **Bill and Boyd** (who have a hot seller on the charts). **Toni Williams** (his farewell concert before embarking to **Australia**) and Aussie lads the **Delltones**.

(**Mr. Sucu Sucu**) has returned to **Belgium**, but first signed a new contract for another three-month tour. He will leave **Belgium** for the **U. S.** September 11.

Columbia Playtime

Continued from page 1

The whole project, **Forlenza** said, is based on the fact that normally, as much as 80 per cent of the programming fare on an average box is dormant material. The program is designed to revitalize boxes and provide playable, profitable fill.

Earlier, it became known that **United Artists**, **Decca-Coral** and an indie outfit, **Vassar Records**, were also becoming active in the disks for jukes kick. Yet another, **Heartbeat Records**, is operating out of **Chicago** now, with distribution in various **Midwest** and **Far West** points. The **Columbia** approach, in fact, was generated through an awareness of the success of **Heartbeat**. One of the artists on **Heartbeat**, now being programmed in the boxes, is **Seymour and His Heartbeat Trumpet**.

Meanwhile, it was learned that **MGM** is investigating the same kind of approach and may soon release some experimental disks. **Vassar Records**, which has already produced a whole series of juke-oriented platters, is turning everything out in 45 stereo. The company is also embarking on a point of sale merchandising effort by providing operators and locations with placards to be placed thru-out the location pointing out the juke box and the special "designed for jukes" material available.

Philips' French Merc

Continued from page 1

had access to **Barclay's** Paris studios, where **Quincy Jones**, **David Carroll** and the **Platters** held numerous recording sessions.

The **Mercury-Philips** co-ordinated release and sales plan will meet with international review by the entire **Philips** sales staff at its meeting August 25 in **Paris**.

Mercury will launch the **Philips** label in the **U. S.** later this year.

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Must play lead string instrument. Vocal lead or harmony. Will consider others, especially one who can do old med. show skits. No drinker or chaser. Clean character. Profit sharing with established show in country and western field. Write, wire, also send picture and complete personal history.

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MOA Launches Public Relations Effort; To Be Aimed Solely at Juke Industry

CHICAGO—The coin machine industry is about to have two separate but parallel public relations programs. Music Operators of America is planning to launch a public relations program of its own, aimed primarily at the juke box industry.

The MOA program will be in addition to the effort currently being conducted by the Coin Machine Council, organized some two years ago solely as a public relations arm for the coin machine industry.

Unlike CMC, however, which is aimed at all facets of the coin machine industry—juke boxes, amusement games, rides and vending machines—the MOA effort will be aimed solely at the juke box operator.

Another Service

The effort is being described as a broadening of its base by MOA, and "another service" to be performed by the association for its members.

In describing the program, E. R. Ratajack, managing director and

co-ordinator, said "this is not a spur of the moment idea; we have been preparing for this work since the early part of February."

"We have fact sheets, explanatory data and history, all ready to send out to the press, radio and magazine field."

No Conflict

Asked how the new MOA program would fit in with the present CMC effort, Ratajack said he could see "no conflict. While CMC is doing a job for the coin machine industry in general, we are aiming our effort at the music segment only."

Ratajack said there has been "a long time need for someone to speak for the operator. MOA, as the music operator's representative, is a natural focal point for such work."

He said that MOA "knows the industry, knows the operator and the function he serves, and we believe we can make headway in presenting his true status before the public."

Why aim MOA's effort at just the juke box operator? Ratajack said this was primarily because MOA's chief interest is the juke box operator. He noted that the association was formed some 11 years ago with the juke box operators' interest in mind.

Why a public relations program at all?

Ratajack said the juke box market was shrinking due in good part to the poor image of the juke box operator before the public. Many locations are reluctant to have a juke box because of the bad press the coin-operated phonograph industry has received. He said he hoped to correct this with a public relations program.

Pinpoint Effort

Asked if CMC wasn't doing this job, Ratajack answered "yes, but they're spreading their effort over the entire coin machine industry. We hope to pinpoint our effort at the juke box operator only."

Did he think he would be working with CMC on the juke box end of the public relations program? Ratajack said there was "no reason why CMC and MOA can't work together toward a common goal."

How about hiring a public relations counsel as CMC has done? Ratajack said "no," he didn't think this was necessary and that MOA's present staff was capable of handling the extra work.

Get Together

He said he had no immediate plans to get together with CMC on specific public relations projects, but he suspected that the two organizations would "get together in the future because of our mutual interests."

Ratajack said the first step was the dissemination of a press package that would include a description of the juke box operator, the juke box industry, the history of the

(Continued on page 45)

Seeburg Names Badger Sales New Distributor for Arizona

CHICAGO—Badger Sales Company, Inc., headed by Bill Happel Jr., has been named Seeburg distributor for Arizona, replacing Minthorne Music Company, which formerly handled the line throughout the State.

Badger, with offices in Los Angeles, also handles Seeburg in Southern California. Current plans, said Happel, are to service the Arizona territory out of the Los Angeles office, with a man assigned to travel the territory.

Happel said Badger may open an office in Arizona later this year, possibly this fall.

Background

Badger originally joined the Seeburg fold last May. Prior to that, the firm handled the AMI line for some six years.

J. J. Minthorne, head of Minthorne Music, said his firm would continue to operate its background music installations, which have become a sizable part of the firm's business throughout the past few

years. Minthorne said he would also have an announcement regarding his plans in the near future.

Happel's Badger Sales Company is one of the strongest distributors on the West Coast. In addition to the full Seeburg line, the firm is distributor for Chicago Coin, Gottlieb, Keeney, Fischer, Irving Kaye and American Shuffleboard.

Marshall Ames, general sales manager of Badger, will make an initial survey of the Arizona territory. In addition to Happel and Ames, Badger is headed by William Schroeder, secretary-treasurer.

Curtis Intros Smaller Jukes

NEW YORK — A new compact juke box for so-called "marginal" locations has been introduced here by Curtis Industries. The new unit is designed mainly for catering establishments, hotels, motels, luncheonettes and other similar locations.

Kurt Reichold, executive vice-president of Curtis, believes there is a healthy market for these small size units, since many of the marginal spots have long been overlooked due to high costs of machinery and installations of individual wall box stations.

The new unit can be mounted on any wall like a candy machine and will occupy about the same amount of space. The set has a 60-record selection, a volume control and a "cheater button" in case the customer changes his mind on a selection.

Reichold said the machines, which are made in Germany, are available to operators at about one-quarter the cost of the normal larger juke unit employing wall boxes.

COMMON GOALS

West German Coin Industry Unites For Tax, Performance Rights War

FRANKFURT—West Germany's coin machine industry is closing ranks to forge a united front on the major problems confronting them—taxation and performing rights.

There is now clear-cut agreement between manufacturers and operators that taxes and royalties are the only real issues to be faced at the moment, and that they are joint problems to be faced jointly.

There has been vociferous operator complaint in the past that the manufacturers were indifferent to operator problems. The fact the manufacturers and operators can now agree on an identity of problems is a significant development.

Identical Interests

In recent interviews Genter Wulff, president of the manufacturers—the VDAI—and Willy Mueller, president of the operators (ZOA), have stressed the identity of interests of their respective organizations.

This means that the manufacturers, who tended to focus on the export market, are now shifting attention to the domestic market, where American equipment has carved out an ever-expanding bridgehead. The operators have long contended that export sales depend upon a stable, broad domestic base. They complained that manufacturers pushed export sales and relegated the domestic market to second place.

However, the contraction of the domestic market, its transformation from a new-box boom market to a replacement situation, has alarmed producers. The domestic market can no longer be taken for granted, but must be won.

Producers have become sensitive—suddenly—to anything which tends to restrict operator collections and, indirectly, new box buying.

This means taxation and performing rights royal-

ties. The manufacturers have jumped into the taxation battle, aligning themselves with the operators. Wulff says there is a united front of manufacturers and operators on the amusement tax issue.

Fighting the Tax

Wulff is marshalling the manufacturers for a general offensive against the tax. His aim is to get new legislation eliminating inequities of the present hodge-podge state measures. He warns that unless the amusement tax issue is resolved rapidly the coin trade's campaign will bog down.

All this is a far cry from only a few years back when the operators were complaining bitterly that they were compelled to wage a lonely fight against the amusement tax. Manufacturers, they complained, were seated comfortably on the sidelines, their gaze fixed on export markets.

Wulff indicates that the producers are disposed to go slow on joining the GEMA dispute, but he serves notice that the manufacturers stand behind the operators, ready to enter the hassle if GEMA's attitude appears seriously to threaten vital trade interests.

"Although this problem primarily concerns the operators," he stated in an interview with the German trade organ Atomatenmarkt, "the industry must hold itself very alert and must intervene at the moment there are clear signs the two institutions (GEMA and GVL) are endangering the entire (coin machine) trade through a misuse of their power position."

The GVL is the German organization of performing artists, who are now attempting to obtain performing rights royalties paralleling those received by the composers and authors.

Wulff's clear warning to GEMA and GVL is in

(Continued on page 45)

DOUBLE-PLAY DISKS

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

DUM DUM AND EVENTUALLY	BRENDA LEE Decca 31272
TOGETHER AND TOO MANY RULES	CONNIE FRANCIS MGM 13019
BOLL WEEVIL SONG AND THOSE EYES	BROOK BENTON Mercury 71820
LET THE FOUR WINDS BLOW AND GOOD HEARTED MAN	FATS DOMINO Imperial 5764
DON'T BET MONEY HONEY AND STARLIGHT, STARBRIGHT	LINDA SCOTT Canadian-American 127
THE SWITCH-A-ROO AND THE FLOAT	HANK BALLARD AND THE MIDNIGHTERS King 5510
TRAVELIN' MAN AND HELLO MARY LOU	RICKY NELSON Imperial 5741
WHAT A SWEET THING THAT WAS AND A THING OF THE PAST	SHIRELLES Scepter 1220
MY CLAIRE DE LUNE AND IN TIME	STEVE LAWRENCE United Artists 335
CANDY MAN AND CRYING	ROY ORBISON Monument 447

Eastland Gambling Machine Bill Flies Through Senate

WASHINGTON—The Eastland bill to tighten the Johnson Act ban on interstate shipments of gambling machines was swiftly passed by the Senate last week. The bill was part of the anti-rackets package requested by the Attorney General. However, a question of committee jurisdiction has separated the Eastland gambling machine bill out of the group being considered now by the House Judiciary Committee and put it into the House Interstate and Foreign Commerce Committee, where it awaits action.

At the same time duplicate anti-rackets bills have been introduced in the House by Rep. Seymour Halpern (R., N. Y.). The Halpern bill, duplicating the Eastland (D., Miss.) legislation, is also with the House Commerce Committee. These measures broaden the definition of gambling machines to include certain types of pinballs and set up strict record and registry requirements for anyone who manufactures, repairs or deals in gambling machines. (See Billboard Music Week, July 31.)

Model Vending Company Offers Common Stock

PHILADELPHIA — The Model Vending Company, here, has put 150,000 shares of common stock up for public sale at \$3.50 per share. This is the firm's initial offer,

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Dear Dick:

Returned is a signed copy of our Annual Advertising Contract for our sixteenth consecutive year of advertising in Billboard. This means over 800 consecutive weekly advertisements. A testament to the merchandising effectiveness of Billboard.

Billboard advertising has been equally effective for our subsidiary Corporations, The Davis Western Export Corporation, and Davis World Export Corporation. The famous "Davis 6-Point Guarantee" has become the hallmark for high quality, location ready, coin operated equipment throughout the World.

It might be interesting to point out at this time that our advertisements in Billboard have been placed through Doug Johnson Associates, Incorporated in Syracuse, New York.

This is surely one of the longest and strongest Client-Media-Agency relations in advertising.

Please give Aaron my best personal regards.

Sincerely,

DAVIS DISTRIBUTING CORP.
Robert E. Romig
Robert E. Romig
Secretary-Treasurer

RER/saj
Encl.

SEEBURG MUSIC SYSTEMS
EXCLUSIVE FACTORY DISTRIBUTORS

"... Sixteenth consecutive year of advertising in Billboard"

"... over 800 consecutive weekly advertisements"

"... a testament to the merchandising effectiveness of Billboard"

Shown are reduced reproductions of typical Davis Distributing Corporation advertisements.

EARLY SPRING SPECIALS

CIG VENDERS
SEEBURG E-1 \$249.00
EASTERN MARK II
22 colt. 99.00

SEEBURG
2225 \$895.00
2010H 775.00
HF1000 365.00
100W 325.00
3W1 Wallbox ... 47.50

SEEBURG WIDEAWAYS
H2200 \$350.00
H100W 250.00
HM100A 75.00

WURLITZER
2200 \$475.00
Terms: 1/2 deposit required.

Davis Distributing Corp.
738 East Erie Blvd.,
Syracuse 8, N. Y. U. S. A.
Phone: GK 8-1151

FAMOUS DAVIS GUARANTEE

SEEBURG
2010H \$725
KD200 425
V 200 with VL Selection Receiver 295
V3WA-200 Sol. Wallbox 75
3W1-100 Sol. Wallbox 39

WURLITZER
2250 \$395
2200 395
2000 245

ROCK-OLA
1455 \$375
1448 315
1446 225

AMI
Continental 200-Sol. like new \$795

CIG. VENDERS
Seeburg E-1 \$249
Corsair 30-Column 245
Corsair 20-Column 199
Eastern 22-Column 99

Terms: 1/2 deposit required

Davis Distributing Corp.
738 East Erie Blvd.,
Syracuse 8, N. Y. U. S. A.
Phone: GK 8-1151

SPECIAL NOTE TO OPERATORS

You're sure of the most and the best in used coin machine equipment every week in ...

BILLBOARD MUSIC WEEK

EASY LISTENING

Easy Listening		From this week's Hot 100		Wks on Chart
This Week	Last Week	Title, Artist, Label	Hot 100	
1	2	TOGETHER Cassie French, MGM 13019	7	
2	5	WOODEN HEART (Mus. I Benn) Joe Dowell, Smash 1798	7	
3	—	MICHAEL Highwaymen, United Artists 336	5	
4	1	BOLL WEEVIL SONG Brook Benton, Mercury 71820	13	
5	6	NEVER ON SUNDAY Charlette, Cadence 1402	8	
6	7	MY KIND OF GIRL Mott Maerz, Warwick 636	11	
7	4	SAN ANTONIO ROSE Floyd Cramer, RCA Victor 7993	10	
8	10	HURT Tad Tera, Liberty 8843	3	
9	3	YELLOW BIRD Arthur Lyman, Hi Hi 3024	11	
10	12	AS IF I DIDN'T KNOW Adam Wake, Coral 553	3	
11	8	MOODY RIVER Pat Boone, Def 16309	15	
12	11	SHOULD I String-A-Long, Warwick 636	9	
13	14	MY CLAIRE DE LUNE Steve Lawrence, United Artists 333	4	
14	17	TEARS ON MY PILLOW Melba Tynes, Coral 42376	3	
15	16	WATER BOY Don Shirley Trio, Cadence 1392	4	
16	15	TAKE A POOL'S ADVICE Mel King Cole, Capitol 4393	7	
17	18	THE GONG OF NAVARONE Joe Raposo, Loma 474	5	
18	—	NOW AND FOREVER Burl Kaempfert, Decca 31279	2	
19	20	I'LL NEVER SMILE AGAIN Flatters, Mercury 71847	2	
20	—	HERE IN MY HEART Al Martin, Capitol 4393	3	

HOT C & W SIDES

By special survey for week ending 8/13

This Week	Last Week	Title, Artist, Label	Wks on Chart
1	2	I FALL TO PIECES Patsy Cline, Decca 31200	19
2	1	HEARTBREAK U. S. A. Kitty Wells, Decca 31246	11
3	4	TENDER YEARS George Jones, Mercury 71804	8
4	3	SWEET LIPS Webb Pierce, Decca 31249	11
5	5	BEGGAR TO A KING Hank Snow, RCA Victor 7666	13
6	6	WHEN TWO WORLDS COLLIDE Roger Miller, RCA Victor 7878	10
7	11	SEA OF HEARTBREAK Don Gibson, RCA Victor 7990	8
8	8	SAN ANTONIO ROSE Floyd Cramer, RCA Victor 7993	8
9	10	MY EARS SHOULD BURN Claude Gray, Mercury 71824	7
10	7	THREE HEARTS IN A TANGLE Ray Brooks, Decca 31192	22
11	12	HILIBILLY HEAVEN Tex Ritter, Capitol 4567	8
12	9	HELLO WELLS Patsy Young, Capitol 4333	21
13	15	BIG RIVER, BIG MAN Claude King, Columbia 43043	6
14	18	THREE STEPS TO A PHONE George Hamilton IV, RCA Victor 7981	8
15	13	LOOSE TALK Buck Owens & Rose Maddox, Capitol 4536	12
16	21	WHAT WOULD YOU DO Jim Reeves, RCA Victor 7956	4
17	19	KISSIES NEVER LIE Carl Smith, Columbia 43042	5
18	20	TOO MANY TIMES Don Williams, Decca 31233	6
19	16	BLACKLAND FARMER Frankie Miller, Starday 434	4
20	14	DELANDRA HILLS Buck Thompson, Capitol 4536	11
21	22	BLUE BLUE DAY Willoway Brothers, Decca 31376	3
22	23	LITTLE MISS BELONGS TO NO ONE Mary's Brown, Mercury 71845	3
23	25	RIGHT ON WING Wanda Jackson, Capitol 4533	2
24	26	SUNNY TENNESSEE Cowboy Copas, Starday 532	3
25	—	HONKY TONKETS Carl Butler, Columbia 41997	1
26	—	UNDER THE INFLUENCE OF LOVE Buck Owens, Capitol 4602	1
27	28	PASSING SOME BLUES Coleman Wilson, King 3313	2
28	—	HUNGRY FOR LOVE Stonewall Jackson, Columbia 43038	1
29	17	HEART OVER MIND Ray Price, Columbia 41947	21
30	—	COLD COLD HEART Jerry Lee Lewis, See 364	1

TEEN BEAT

Teen Beat		From this week's Hot 100		Wks on Hot 100
This Week	Last Week	Title, Artist, Label	Hot 100	
1	1	TOGGIN' AND TURNIN' Bobby Lewis, Belltone 1003	14	
2	2	I LIKE IT LIKE THAT Chris Kenner, Insect 3229	11	
3	6	LAST NIGHT Mar-Kays, Sceptile 107	6	
4	3	DUM DUM Brooks Lee, Decca 31373	8	
5	4	HATS OFF TO LADY Del Shannon, Big Top 2073	10	
6	10	PRETTY LITTLE ANGEL EYES Curtis Lee, Decca 3007	6	
7	7	LET'S TWIST AGAIN Chubby Checker, Parkway 424	8	
8	5	QUARTER TO THREE Gary (U. S.) Bonds, LeGrand 1009	12	
9	12	I'LL BE THERE Doris Ja, Mercury 71840	6	
10	16	YOU DON'T KNOW WHAT YOU'VE GOT (Girl) You Love It Mel Denver, Decca 31268	5	
11	20	SCHOOL IS OUT Gary (U. S.) Bonds, LeGrand 1009	3	
12	11	CUPID Sam Cooke, RCA Victor 7983	10	
13	—	LET THE FOUR WINDS BLOW Fats Domino, Imperial 5744	3	
14	9	PLEASE STAY Drifters, Atlantic 3108	10	
15	13	SACRED Curtis, Era 3048	11	
16	—	DON'T GET MONEY HONEY Linda Scott, Canadian-American 127	6	
17	—	I'M GONNA KNOCK ON YOUR DOOR Eddie Holgate, Cadence 1287	8	
18	—	THAT'S WHAT GIRLS ARE MADE FOR Spinners, Tri-Phi 1001	7	
19	—	I FALL TO PIECES Patsy Cline, Decca 31200	12	
20	—	EDWARD GARD Regents, Cov 1071	5	

HOT R & B SIDES

By special survey for week ending 8/13

This Week	Last Week	Title, Artist, Label	Wks on Chart
1	1	TOGGIN' & TURNIN' Bobby Lewis, Belltone 1003	11
2	3	I LIKE IT LIKE THAT Chris Kenner, Insect 3229	10
3	4	THE SWITCH-A-ROO Mark Ballard & The Midlighters, King 3310	3
4	12	LAST NIGHT Mar-Kays, Sceptile 107	5
5	6	THAT'S WHAT GIRLS ARE MADE FOR Spinners, Tri-Phi 1001	8
6	2	BOLL WEEVIL SONG Brook Benton, Mercury 71820	11
7	9	IT'S GONNA WORK OUT FINE Ear & Tina Turner, See 749	3
8	5	EVERY BEAT OF MY HEART Fips, Van Jay 306	11
9	13	DON'T CRY NO MORE Bobby (Blue) Bland, Duke 349	3
10	7	I DON'T MIND James Brown, King 3346	11
11	16	MY TRUE STORY Jive Five, Belltone 1004	7
12	8	QUARTER TO THREE Gary (U. S.) Bonds, LeGrand 1009	11
13	18	I DON'T WANT TO TAKE A CHANCE Mary Wells, Motown 1211	3
14	23	LET THE FOUR WINDS BLOW Fats Domino, Imperial 5744	2
15	19	I'LL BE THERE Doris Ja, Mercury 71840	4
16	10	NO, NO, NO Chastain, DeLuxe 4191	8
17	22	I NEVER KNEW Clide McPhatter, Mercury 71840	4
18	28	I'M A TELLING YOU Jerry Butler, Van Jay 306	2
19	—	SCHOOL IS OUT Gary (U. S.) Bonds, LeGrand 1009	1
20	26	TAKE MY LOVE Little Willie John, King 3354	2
21	24	MIGHTY GOOD LOVIN' Marvin, Tamla 54044	3
22	—	SAN-HO-LAY Freddy King, Federal 12428	1
23	11	PEACE OF MIND B. B. King, East 349	8
24	21	THE FLOAT Mark Ballard & The Midlighters, King 3310	7
25	—	DON'T GET BABY Eric James, Argo 3293	1
26	29	LET'S TWIST AGAIN Chubby Checker, Parkway 424	2
27	—	YEARS FROM NOW Jackie Wilson, Brunswick 33319	1
28	—	LONELY STREET Clarence Henry, Argo 3295	1
29	—	BABY, YOU'RE RIGHT James Brown, King 3354	1
30	—	RED LIGHT Ray Miller, Warwick 643	1



BILLBOARD MUSIC WEEK COIN MACHINE PRICE INDEX

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

and averaged bi-monthly. Listings should be used only as a general guide, since machines of identical type and condition may have considerably different values in different areas.

MUSIC

AMI

D-40 (100), 1951	\$ 60
D-80 (100), 1951	50
E-40 (100), 1953	95
E-80 (100), 1953	125
E-120 (120), 1953	135
F-40 (100), 1954	150
F-80 (100), 1954	210
F-120 (120), 1954	250
G-40 (100), 1955	250
G-80 (100), 1955	275
G-120 (120), 1955	310
G-120-1 (120), 1954	310
G-200 (200), 1954	275
G-200-1 (200), 1954	275
G-200-2 (200), 1954	275
G-200-3 (200), 1954	275
G-200-4 (200), 1954	275
G-220-5 (200), 1954	275
H-200 (200), 1954	445
H-120 (120), 1954	435
H-100 (100), 1954	360
H-200H (100), 1957	385
I-200 (200), 1957	585
I-120 (120), 1957	535
I-100 (100), 1957	420
I-200H (200), 1958	445
J-200 (200), 1958	660
J-120 (120), 1958	625
J-100H (100), 1958	535
J-200H (200), 1959	535
J-120 (120), 1959	675
J-100 (100), 1959	575
J-200 (200), 1959	650

ROCKOLA

1438 (120), 1953	\$ 95
1438 (120), 1954	175
1442 (120), 1955	185
1446 (120), 1955	215
1448 (120), 1956	210
1450 (120), 1957	325
1452 (120), 1956	275
1454 (200), 1957	350
1455 (200), 1957	385
14535 (200), 1957	475
1458 (120), 1958	475
1462 (120), 1958	350
1465 (200), 1958	515
1468 (120), 1959	600
1468 Stereo (120), 1959	625
1475 (200), 1959	655
1475 Stereo (200), 1959	680

SEEBORG

H1000 (100), 1958	\$200
H1500 (100), 1952	240
100W (100), 1953	325
H11000 (100), 1953	335
H11000 (100), 1954	400
V100 (200), 1953	300
1001 (100), 1953	500
K200 (200), 1957	430
L100 (100), 1957	545
201 (200), 1958	750
161 (160), 1958	730
161 (100), 1958	670
220 (100), 1958	770
2200S (100), 1959	795
2200 (100), 1959	770
222 (160), 1958	810
2220H (160), 1959	775
2220H (160), 1959	835

WURLITZER

1250 (40), 1950	\$ 50
1400 (40), 1951	70
1500 (104), 1952	85
1600A (104), 1953	110
1600A (104), 1954	130
1700 (104), 1954	215
1800 (104), 1955	285
1900 (104), 1956	355
2000 (200), 1956	360
2100 (200), 1957	425
2150 (200), 1957	430
2250 (200), 1958	530
2294 (104), 1958	375
2290 (200), 1958	580
2300-1 (200), 1959	740
2300 (200), 1959	670
2304 (104), 1959	645
2304-1 (104), 1959	680
2310 (100), 1959	670

BOWLERS & SHUFFLES

BALLY

ABC Bowler 7-55	\$170
ABC Bowling Lane 12-56	140
ABC Champion 8-57	285
ABC Super-Deluxe Bowler 9-57	275
ABC Tournament 8-57	235
All-Star Bowler 12-57	75
All-Star Deluxe 2-58	95
Billy Shuffle 1-59	35
Challenger 9-59	700
Club Bowler 2-59	385
Compass Bowler 7-55	175
Deluxe Club Bowler 3-59	410
Jumbo Bowler 9-55	225
King Pin Bowler 9-55	225

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

CHICAGO COIN

All Star Team Bowler 11-55	\$ 90
Blinker 8-55	170
Bowl Score 5-55	140
Bowl Master 7-59	390
Bowling Team 10-55	130
Bull's-Eye Bowler 7-55	130
Championship 11-56	\$240
Crawling Leap 7-57	125
Cris Cross Target 1-55	60
Double Feature 12-58	380
Hollowed 4-55	155
King Bowler 3-59	695
Lucky Strike 1-58	330
Miami Shuffle 10-58	40
Monte Carlo 1-59	75
Player's Choice 9-58	545
Rebound Shuffle 11-58	45
Red Pin 3-59	435
Rock Ball 2-59	125
Rocket Shuffle 2-58	95
Rocket Shuffle Two-Player 4-58	125
Score-A-Line 9-55	135
Shuffle Explorer 6-58	135
Shoe Ball 1-57	85
Star Rocket 5-58	250
Tournament Ski Bowl 12-56	130
Triple Strike 1-55	125
TV Bowling League 11-57	200
Twist Bowler 10-58	390

UNITED

Advance 8-59	\$575
All-Star Shuffle Alley 9-58	325
Bonus Bowling Alley 3-58	375
Bowling Alley 11-56	125
Build-Up 5-56	120
Capital Shuffle Alley 8-55	95
Clipper 4-55	75
Cyclone 10-58	325
Deluxe Bowling Alley 7-57	245
Deluxe Flash 6-59	450
Deluxe Shooting Star 6-58	90
Dual Shuffle 1-59	375
Eagle 11-58	525
Eagle Shuffle Alley 5-58	295
Flash 6-59	425
4-Way 11-59	500
Handicap 9-56	225
Handicap 11-59	375
Hi-Score 8-57	195
Jumbo Bowling Alley 8-57	295
Jupiter Shuffle Alley 9-58	125
League Alley 8-59	325
Lightning 2-55	75
Midget Bowling Alley 3-58	75
Nigma 11-58	350
Pinx Bowler 7-58	75
Playtime 6-58	545
Regulation 11-55	195
Revol Bowling Alley 12-57	75
Select Play 6-58	195
Shooting Star 4-58	60
Shuffle Playmate 2-59	60
Simplex 4-59	400
Star Star 11-57	295
Super Bonus 9-55	150
Team Bowling Alley 4-57	220
Team-Mate 12-59	595
3-Way 8-59	485
Top Match 11-55	195
Venus 4-55	125
Zenith 5-59	425

PINBALLS

BALLY

Bullseye 6-59	\$400
Bulls-Eye Popper 10-56	50
Bully U.S.A. 7-58	75
Beach Beauty 11-55	65
Beach Time 9-58	230
Big Show 9-56	70
Broadway 12-55	50
Carnival 10-57	65
Carnival Queen 11-58	275
Circus 8-57	65
County Fair 11-59	550
Crossroads 1-58	100
Cyprus Gardens 5-58	195
Douglas Barber 8-58	115
Fun-Way 9-59	375
Gay Time 6-55	50
Genie 4-55	40
Key West 12-58	70
Lola Fun 9-59	380

Miami Beach 9-55	55
Miss America 1-58	135
Night Club 3-58	60
Parade 6-56	40
Sea Island 2-59	335
Show-Time 4-57	75
Sun Valley 7-57	140

GOTTLEB

Ace High 2-57	\$ 75
Add-A-Line 7-55	50
Annabelle 8-59	230
2 Around the World 7-59	300
2 Atlas 5-59	290
Azale Rose 9-56	65
2 Bells Star 4-58	195
Clay Bowler 7-56	65
4 Contest 10-58	285
2 Continental Case 7-57	160
Cris Cross 3-58	160
Dancing Dots 6-60	290
Derby Day 5-56	80
2 Double Action 5-59	245
Easy Act 12-55	50
2 Fair Lady 11-56	110
4 Falsiff 11-57	130
2 Flag Ship 1-57	230
Frontierman 11-55	60
2 Gendler 1-58	90
2 Gendler 8-58	220
Harbor Lites 3-56	60
Hi-Dive 4-59	195
2 Light & Card 3-60	325
Lightning Ball 12-59	245
2 Madonnelle 11-59	320
4 Majestic 4-57	\$235
2 Marathon	90
2 Picnic 6-58	205
Queen of Diamonds 6-59	220
Rainbow 12-58	75
2 Race Time 3-59	260
4 Register 10-56	100
Rocket Ship 5-58	160
Rolo Pool 7-57	155
Royal Flush 3-58	95
4 Score-Board 4-56	75
2 Seven Seas 1-60	290
2 Sea Bells 9-56	90
Silver 10-57	145
Sonic Party 11-58	190
Straight Flush 12-57	155
Straight Shooter 2-59	195
Sunshine 9-58	185
2 Super Circus 9-57	185
4 Sweet Sixes 9-59	360
Texas 5-60	420
2 Tornado 8-56	95
2 Tournament 8-55	90
Twin Bill 1-55	50
Union 10-59	230
Wagon Train 4-60	285
2 Whirlwind 2-58	200
Wishing Well 9-55	40
World Beauties 2-60	245
World Champ 8-57	90

WILLIAMS

Arrow Head 7-57	\$ 50
Casino 8-58	125
2 Circus Mouse 10-55	75
Club House 10-59	185
Crossword 3-59	175
Cue Ball 4-57	50
2 Fiesta 12-59	285
4 Star 7-58	110
4 Fun House 10-56	75
4 Gay Parade 8-57	55
Golden Balls 9-59	160
Gulcher 9-58	190
10-Rand 8-57	70
Hot Diggity 8-58	50
Jig Saw 12-57	75
Kings 8-57	78
2 Kings 9-57	125
Naples 11-56	50
Peter Pan 4-55	50
2 Piratally 5-58	50
4 Race-the-Clock 4-55	50
Ragtop 10-55	60
Reno 10-57	65
Reel 11-59	195
Satellit 6-58	115
Sea Wolf 7-59	150
2 Shamrock 1-57	70
Smoke Signal 9-55	60
Soccer Kick Off 3-58	125
Spot Pool 6-59	175
Starline 3-57	95
Steeple Chase 11-57	95
Super Score 9-56	75
4 Turt Rider 7-56	75
3-0 11-58	125
Three Deuces 8-55	60
Hit-Tac-Toe 1-59	160
Top-Rac-Toe 1-56	60
Tip-It 2-58	110
Turf Champ 8-58	110
Wanderland 3-55	50

Azale Test (without sound) (Cap) 9-56	295
Bull Park (Bally) 4-60	395
Bully Derby (Bally) 2-60	210
Bully Targets (Bally) 10-59	225
Bumper-O-Rama (Mats.) 4-57	45
Jump-Up (Cap) 4-58	160
Balling Practice (Bally) 8-59	225
Baroque Gun (Mats) 6-60	245
Big League (Bally) 5-58	170
Big League Baseball (Cap) 3-55	100
Bike Race (Mats) 5-58	395
King-O-Rama (Cap) 3-57	325
Bull's-Eye (Bally) 3-55	200
Bury Gun (Cap) 5-57	275
Champion Baseball (Gen) 7-55	75
Circus Rifle Gallery (Gen) 3-57	210
Cross (Wms.) 3-56	100
Cris Cross Hockey (Cap) 9-58	170
Crossfire (Wms.) 3-57	200
Davy Crockett (Gen) 10-56	210
Deluxe Crusader (Wms.) 5-59	285
Deluxe Ringer (Gen) 3-55	150
Deluxe Skill Parade (Bally) 1-59	135
Deluxe Vanguard (Wms.) 10-58	260
Derby Ball (Cap) 5-55	40
5th inning (Cap) 6-55	100
Get Champ (Bally) 8-58	95
Gun Club (Gen) 1-58	275
Gunsnake (Bally) 4-59	170
Heavy Hitter (Bally) 3-59	200
Hercules (Wms.) 3-59	270
Hi-Fly (Gen) 4-56	50
Horseshoe Fortune Teller (Gen) 9-57	110
Jet Pilot (Cap) 5-59	100
Joker Ball (Mats) 10-59	200
Jumbo Ten Pin (Wms.) 3-58	95
Jumbo Ten Strike (Wms.) 3-56	125
K. Aule Test (Cap) 12-58	95
Kaye Kicker (Kaye) 5-58	125
King of Heat (Wms) 5-55	105
Kiss-O-Meter (Exhib) 12-56	125
League Leader (Gen) 4-58	45
Magic Mirror Horseshoe (A-B) 2-60	225
Model 500 Shooting Gallery (Exhib) 3-55	125
Monkey Clim (Cap) 3-55	175
Mean Raider (Bally) 7-59	250
Multrama (Gen) 10-57	160
1957 Baseball (Wms.) 4-57	175
Official Baseball (Wms.) 4-60	335
Par-O-Rama 800 (Cap) 12-56	195
Peep Baseball (Exhib) 12-56	75
Pepo the Clown (Wms) 12-56	160
Photo Machine (Mats) 12-59	395
Pink Kicker (Wms) 3-59	270
Pirate Gun (Cap) 10-56	210
Playland Rifle Gallery (Cap) 8-59	375
Polar Hunt (Cap) 4-55	150
Peter Rabbit (Cap) 4-60	425
Quarterback (Gen) 9-55	50
Rat Ball (Mats) 5-59	175
Rifle Gallery (Gen) 9-55	125
Back 'n' Ball (Mats) 5-58	45
Safari (Wms.) 1-55	145
St. Christopher (Mats) 12-58	195
Selville Tracker (B-L) 12-58	285
Sherriff (Wms) 4-58	195
Sidewalk Engineer (Wms) 4-55	95
Sit-Scare (Bally) 6-60	75
Sky Rider (Cap) 10-58	210
Sky Rocket (Gen) 5-55	50
Softball League (Exhib) 12-57	295
Space Age (Gen) 3-58	170
Space Gunner (Bally) 5-58	125
Spook Gun (Bally) 9-58	195
South Water Pole (Gen) 3-57	295
Star Slapper (Cap) 4-56	150
Steak Fair (Gen) 7-56	175
Stem Shovel (Cap) 3-56	90
Super Big Top (Gen) 12-55	175
Super Slapper (Cap) 7-55	95
Swam (Mats) 4-55	350
10 Commandments (Mats) 12-57	195
Ten Pin (Wms) 12-57	95
Ten Strike (Wms) 12-59	95
Test Pilot (Cap) 12-57	195
Titan (Wms) 8-59	310
Treasure Cove (Exhib) 7-55	160
Twist Reel (Cap) 5-58	180
Victory Graph (Mats) 2-57	295
Wild-Wad (Gen) 3-55	195
Yankee Baseball (Cap) 2-59	260

ARCADE & NOVELTIES

Aqua Duck (Gen) 2-55

CMC Postpones Elections; New P-R Program Aired

CHICAGO—The Coin Machine Council's first annual election was postponed to next Tuesday (8). However, several members of the executive committee met informally last week and heard public relations proposals for the coming year.

Ben Rogers, appearing for the public relations board, public relations counsel for CMC, made several recommendations that included: (1) Conducting an economic study of the industry for use in fact sheets to the daily press and for development of stories about the coin machine industry.

(2) Conducting a social research program to determine what motivates people to play amusement games and juke boxes. This could be done by a social research firm

and Rogers noted the information would be of value to all segments of the coin machine industry.

(3) Publishing a five-point code of ethics. The membership certificate would also be redesigned to include this code.

CMC's first annual election of officers and 39 director seats was to have been held at last Tuesday's (1) executive committee meeting at the Morrison Hotel.

CMC secretary Herb Jones said that several out-of-town members of the executive committee were unable to make the meeting and those present felt it would be better to wait and have a wider representation present for the election.

Last week's session therefore was more in the nature of an informal get-together and did not have the status of an official meeting.

As first reported by Billboard Music Week last week, Lou Casola is still being favored for re-election as president of the council, as are the other officers, Herb Jones, secretary; Herb Oettinger, treasurer, and three vice-presidents, John Bilotta, E. W. Holyfield and Harold Lieberman.

Casola appeared at last week's session and reportedly gave no indication that he would not be willing to serve another term. This being the case, his re-election appears more than likely.

CMC is also talking about electing three more vice-presidents to give the council its total of six allowed by the bylaws.

Biggest contest apparently will

be over the three vice-presidential posts, if they are added, and several new director posts.

Resignations Listed

Resignations over the past year include E. R. Ratajack and George Miller, both of Music Operators of America, who felt their posts with CMC would create a conflict of interest, and Sam Lewis, who resigned as vice-president of Williams Electronic Manufacturing Company and left the coin machine industry.

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

Members of the executive committee include Casola as ex-officio member, plus Jones, Oettinger Bilotta, Pierce, Lieberman, Slifer, Art Weinand Andy Hesch, Joe Kline and Les Montooth.

VENDING OPS SAYING HELLO

SAN DIEGO, Calif.—Approximately 50 music and vending operators in this area attended the first out-of-town "get acquainted" shindig by the R. F. Jones Company, Los Angeles, in the Lancer's Court of King's Inn.

The Jones Company was represented by Chuck Klein, general manager; Bill Gray, vending division, and Ralph Cragan, phonograph sales, attended the first out-of-town Purpose of the gathering was to announce the opening of the new Jones facility in Los Angeles to serve Southern California. The Los Angeles branch is the sixth of the Ray Jones set-up with others in San Francisco, Salt Lake City, Denver, Seattle and Honolulu.

Minthorne Music Company

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association with Seeburg

has terminated.



NEW YORK COINMEN took top honors at the Philip Morris golf tournament during the recent convention of the Cigarette Merchandisers Association at the Laurels Country Club, Monticello, N. Y. Left to right are Meyer Parkoff, Atlantic-New York, third place; Max L. Berkowitz, Philip Morris regional sales manager; Herb Sternberg, Continental Vending, second place; Morris Weintraub, CMA managing director, and Lou Price, County Cigarette Service, first place.

City Council To Investigate Juke Op Loans

MINNEAPOLIS—The financial involvement of coin machine operators with bars and taverns here will be investigated, according to Alderman Robert Janes, chairman of the Minneapolis city council licenses committee.

The practice of operators helping to finance liquor and beer outlets in exchange for locations was revealed to the licenses committee by Walter Witt of this city who told the alderman that the practice is common and quite competitive.

Witt said that he loaned \$1,000 to Gerald B. Flavin, operator of Jay's Bar at 412 Cedar Avenue here, for the privilege of placing two machines in the place. Witt said that there was no collateral on the loan.

The loan was disclosed during committee questioning of Flavin, who had been called in to show cause why his license should not be revoked. Flavin has been arrested and charged with selling stolen property in another case. His trial is set for August 4.

Wurlitzer Sales Off 11% During Quarter

NORTH TONAWANDA, N. Y.—Sales of the Wurlitzer Company for the quarter ended June 31 were \$6,670,360, down 11 per cent from the same period a year ago. Net loss for the quarter was \$157,210, equal to 18 cents a share on 889,817 shares, compared with net earnings of \$79,427, or 9 cents a share on 886,738 shares a year ago.

However, the report said that July orders are running better than anticipated, and the outlook is bright for fall and winter.



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Silver King 1/2 B.G. or Mds.	8.50
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Model #33 Peanut, 1/2	6.50

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Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.72
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Pistachio Nuts, Sheik, Red	.57
Cashew, Whole	.40
Cashew, Butts	.40
Peanuts, Jumbo	.42
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M & M, 500 ct.	.47
Hershey-ets	.47

Rain-Blo Gum, 72 ct.	.32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
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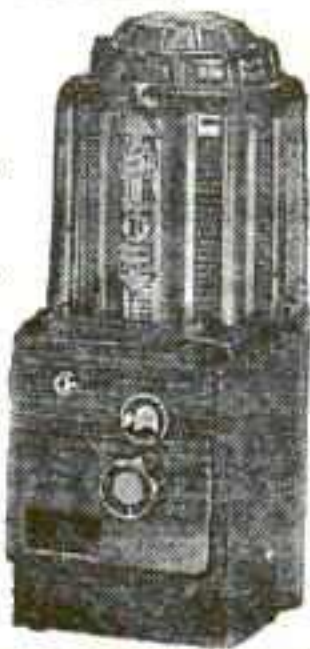
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Eisenberg Sells Canadian Interests

CHICAGO — Herman Eisenberg's Montreal Confection Ltd., a major bulk vending distributorship and operation, has been sold to Al Siegel, Siegel Distributing Company, Ltd.

Siegel is one of Canada's leading distributors and operator of all types of coin-operated equipment, with offices in Toronto, Montreal, Winnipeg and Vancouver.

Eisenberg's Canadian routes consisted of some 1,400 machines on location in the Montreal area.

His distributorship carried a full line of bulk vending products—fill and charms—plus the exclusive distributorship for Victor and Beaver equipment.

Wiesman Joining Siegel

Hugh (Bud) Wiesman, partner with Eisenberg and a minority stockholder, is joining Siegel.

Eisenberg, one of the bulk vend-



HERMAN EISENBERG

ing industry's best-known figures, retains his U. S. bulk routes, with offices in Cleveland, and his charm manufacturing enterprises.

The current sale, however, closes out all Canadian interests for the Cleveland veteran. Previously Eisenberg disposed of some 700 pieces of equipment in the Quebec area to Louis Ostross.

Eisenberg said the move will enable him to concentrate on his U. S. routes and his charm manufacturing business, which he started last fall.

He indicated he intends to introduce several new charms before the next National Vendors Association convention in the spring.

Eisenberg has long been active in NVA as well as being one of the founders of the Ohio Vendors Association and currently its president.

Together with Leonard Quinn, Columbus, Ohio, operator, and several other key bulk vending figures, Eisenberg was a guiding light behind the defeat of recently proposed State legislation that would have literally killed bulk vending operations in the State.

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**Victor Packaged Mdse. Unit
To Bow at NAMA Convention**

CHICAGO — Victor Vending Corporation has developed a new packaged merchandise vender and plans to show it at the National Automatic Merchandising Association convention at the Congress Hotel here October 28-31.

Victor unveiled prototypes of the machine at a special distributor meeting held here last week (21-23).

Victor's Harold Schaeff said the machine can vend virtually any package from 1½ to 4 inches wide and 5 inches long. Possibilities include candy, soap packages for laundromats and scores of grocery and dry goods items.

The machines stand 5 feet high, 16 inches deep but are a slim 11 inches wide. They're designed to be set up in banks to vend different types of merchandise.

Each unit holds 300 pieces of a single product. The machines may be adjusted for multiple coin insertion, and each is equipped with a National slug rejector. Schaeff

said the units will be suited for both bulk and major equipment vending operators.

**NVA Outing Plans
Subject of Coming
August 9 Meeting**

NEW YORK — The new Bulk Vendors Association will hold its regular monthly meeting at Stratton's Restaurant, Forest Hills, Queens, Wednesday (9). The operators will convene at 7 p.m.

Stressing the importance of the meeting, Roger Folz, Association president, pointed out that plans will be discussed for the group's annual outing at the Concord Hotel, Kiamasha Lake, N. Y., September 21-24. The meeting will also include planning for the souvenir journal to be issued in conjunction with the outing.

Folz said there is a chance that an Eastern regional meeting of the NVA will also be held during the Concord session. In connection with this, it's expected that Nate Rake will lead a Philadelphia contingent north to the Catskills scene.

**Vendors Fight
License Move**

DETROIT — Motor City bulk vendors are opposing a proposed change from the present health code license set-up, which imposed a definite fee per operator annually for regulatory purposes to a set fee for each machine — which they consider to be a revenue-producing plan. One hearing was held by the Detroit Common Council last week, with another set for August 7.

Meanwhile, leaders of the Merchandise Vendors Association of Michigan are meeting with representatives of the Detroit Budget Bureau and the Department of Health to seek a meeting of the minds. The proposed change in fee set-up, not worked out in detail as some three categories and 10 sub-classifications are involved, would apply to all bulk vending of food products—meaning anything eaten or consumed, as candy and ball gum.

Detroit operators successfully opposed a restrictive ordinance proposed last year and are looking forward to another victory in protecting vending interests.



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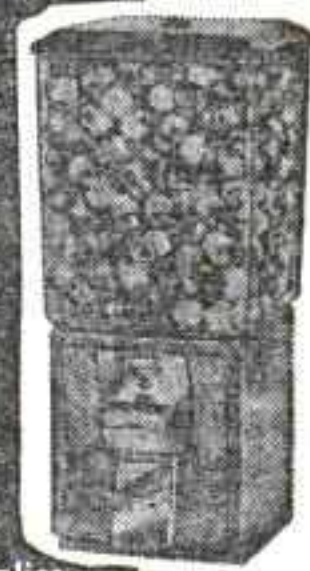
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NVA Board to Discuss Legislation and 1962 Convention at Chicago Meeting

CHICAGO—National Vendors Association will hold an open directors' meeting at the Congress Hotel here October 29, with bulk vending legislation and the group's next annual convention in Miami Beach, Fla., expected to occupy most of the agenda.

The NVA meeting will be held simultaneously with the National Automatic Merchandising Association here. Although basically a directors' meeting, all NVA members are invited to attend.

NVA may also hold a regional meeting in New York, about the time of the New York bulk operator meeting to be held at the Concord Hotel there September 22.

Convention Program

The association's convention program committee also met here recently for a general discussion of

next spring's Miami Beach agenda. The convention will be held in March at the Deauville Hotel there.

Program will be devoted primarily to several key speakers and panel discussions on current bulk vending problems. NVA's executive secretary, Jane Mason, noted that the panel discussions were always well received by the group.

Attending the Chicago meeting were Bob Guggenheim, program chairman; Bill Falk, Everett Graff, Bob Kantor, Rolfe Lobell; Don Mitchell, legal counsel, and Jane Mason.

At the October director meeting members will be discussing any current legal problems facing the bulk industry plus a number of internal association matters.

Richard Rollins, chairman of the membership committee, is expected

to give a report on the association's membership campaign begun at the last convention in Chicago. The operator and distributor bringing in the most members receives free accommodations at the spring convention in Miami Beach.

Several of the local associations, formed throughout the past year or two, are expected to have representatives at the meeting. Bulk vending associations, affiliated at least in some part with NVA, are now set up in North Carolina, Florida, New York, Illinois, Ohio, California, Tennessee and Canada.

Members of the North Carolina group have indicated that they plan to charter a bus and attend NVA's Miami Beach meeting as a group.

NVA will also be picking the site for its 1964 convention at the October meeting.

NAMA Exhibits to Be Largest Ever

CHICAGO—The 1961 National Automatic Merchandising Association Convention will combine four days of workshops and discussions on the vending industry with the world's largest showing of vending equipment, products and allied services when it meets here October 28-31.

A special feature of this year's show is the First International Vending Symposium entailing presentations on overseas vending methods by representatives from all parts of the world.

The NAMA Exhibit, set to occupy 100,000 square feet of space at McCormick Place, will be open daily during the convention: 12 noon-6 p.m., October 28-29; 12 noon-5:30 p.m., October 30, and 12 noon-4 p.m., October 31.

Workshops at Conrad Hilton

All workshops will take place at the Conrad Hilton Hotel. Discussion topics include cigarette vending, supervision of service and maintenance employees, methods of selling vending services to new locations, leasing and financing of vending machines, employee relations, coffee vending and the operation of vending services such as currency changers, background music systems and decorative machine enclosures.

The final event of the official program will be NAMA's 25th Anniversary Banquet, October 31, celebrating its founding September 14, 1936.

Convention registration is gratis for NAMA members. Non-mem-

ber operators are charged \$10 for exhibit-only registration and \$35 for both exhibit and program. However, non-members fees will be reduced 50 per cent by registering in advance before October 13. Non-member manufacturers must write NAMA for special advance registration information.

This year, vending executives also should register their wives in

NAMA Issues Vending Survey

CHICAGO—The National Automatic Merchandising Association has just issued its 1961 Blue Book of Automatic Merchandising, source book to the automatic vending industry.

The book features 214 pages of illustrated information about the automatic food, merchandise and service vending business, and lists vending machine manufacturing companies vendable product suppliers, manufacturers of component parts and services and operating company members of NAMA. Each listing includes information about the types of products manufactured or supplied and gives the names of key company executives. The listings are indexed according to product for easy reference.

Cost of the book is \$3 for a single copy and \$1.50 for each additional copy.

Orders should be directed to NAMA, 7 South Dearborn Street, Chicago 3, Ill.

Vending Councils in Connecticut & Maryland Meet With NAMA Officials

CHICAGO—Vending groups in Maryland and Connecticut are meeting to launch year-around legislative, public health and public relations programs.

The Maryland Automatic Merchandising Council met at the Emerson Hotel, Baltimore, Thursday (3). Robert Taylor, council

president appointed committees for the year's program. Friday (4) the council members met at a private resort for an outing.

The Connecticut Automatic Merchandising Council will meet Tuesday (8) at the Yale Hotel, Wallingford, Conn. Council president Louis Grossman said the all-day meetings will start at 9:30 a.m.

Both groups are conferring with representatives of the National Automatic Merchandising Association who are assisting in starting the State programs. Meetings with the various committees are Richard Funk, legislative counsel; David E. Hartley, public health Counsel; Walter W. Reed, director of public relations, and Thomas E. McCarthy, secretary of the councils.

NAMA said that similar action programs will be launched through NAMA staff caravans in all State councils during the summer and fall months.

S. Eppy Re-Intros False-Teeth Charms

NEW YORK—Samuel Eppy is re-introducing two-color plastic false teeth charms this week. They're priced \$7.25 to \$9 per 1,000.

Charms are pink (for the gums) and white (for the teeth) and have a small loop at one end that kids can use for attaching to a key chain or just plain looking through.

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 Clor-o-Vend Ball Gum ... 41 1/2¢ lb.
 Clor-o-Vend Chicks, 320 ct. ... 41 1/2¢ lb.
 Chiclé Chicks, 320 & 520 ct. ... 37 1/2¢ lb.
 Bubble Chicks, 320 & 520 ct. ... 29 1/2¢ lb.
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EUROPEAN NEWS BRIEFS

Swiss Coin Trade Has Prestige

ZURICH—The Association of the Swiss Coin Machine Industry reports that coin machine operation is at an all-time peak of affluent prestige. Some of Switzerland's most respected businessmen are coin machine operators. The association lists 25 major Swiss businessmen with coin machine operator holdings. The majority of operators are prosperous businessmen with diversified holdings. They are in coin machine operation, according to the association, "because it is good business." The average such businessman-operator has between 15 and 30 boxes, in prime locations. The distributor does the servicing, leaving the operator free to concentrate on the purely financial details. A Zurich banker said, "It would surprise you to know how many of our biggest businessmen have investments in the coin machine business. I know several businessmen who practically make a hobby out of juke box operating."

Ownership Certificate Pays Off

WEST BERLIN—The West German coin machine industry's "Musikautomatenbrief"—or juke box title—has won worldwide acceptance in just over three years since it was introduced by German manufacturers. The title, corresponding to an automobile certificate of ownership, is issued by the Verband der deutschen Automatenindustrie (VDAI) with each phonograph sold by a manufacturing concern belonging to the VDAI, the central organization of producers. The ownership certificate bears the serial number of the machine and a description similar to that for an auto ownership certificate. The "Musikautomatenbrief" facilitates the sale of used equipment, the recovery of stolen equipment, and serves as a guarantee of workmanship. The VDAI says the title has helped boost the resale value of German-made equipment by providing a means of authenticating its year and manufacture. It also provides an easy means of checking equipment offered for sale to verify that it isn't stolen. "The ownership certificate adds class to a box," says the VDAI, "it also makes it appear valuable and exclusive. It is also a guarantee that the VDAI stands behind the box." The certificates make it easy, furthermore, for the VDAI to issue authoritative figures on German juke box production, simply by taking the serial number on the last title issued.

'Lyric' Tests Name Power

HUELLHORST, West Germany—What's in a name? A lot, Wurlitzer is banking. The American manufacturer is now well embarked on an experiment widely watched by the U. S. and European coin machine trade—the production of a box specifically designed for the European market. Wurlitzer's Lyric will not be sold in the U. S. It is being produced here at Huellhorst, near Hamburg, by Deutsche Wurlitzer GmbH, the Wurlitzer German company. It is an economy box and as such is not substantially different from other economy machines already in production on the European market. However, Wurlitzer name to the "compact" box went over big. A Wurlitzer distributor explained: "If you were an operator and you were in the market for an economy box and you had your choice of Make X or Wurlitzer, you would take Wurlitzer—or at least we think you would." What the Wurlitzer man meant is illustrated in Budapest, where Hungarians use "Wurlitzer" as the generic term for all juke boxes. "If the sales response is as lyrical as that of the distributor, other American manufacturers are expected to follow Wurlitzer with new boxes tailored to the European market. The Lyric is a 100-selection box in stereo and monaural.

Reds Woo Austrian Coinmen

VIENNA—Soviet diplomats forecast a glittering future for the Austrian coin machine trade—if the Soviet proposal is accepted to move the United Nations from New York to Vienna. Soviet diplomats, in conversations with Austrian coinmen, offer to rosetate visions of a cascade of coins into hundreds of new machines. "We will make you so much money the sound of dropping coins will drown your Vienna waltzes," a Red diplomat cracked. Most Western observers doubt that Russia will get far with its astonishing proposal to shift the UN general headquarters to the banks of the Danube. But Russian diplomats talk confidently of "an early decision." The proposal was made on the eve of the meeting here of President Kennedy and Nikita Khrushchev. The Russian leader dislikes New York as the UN headquarters. Vienna, on the other hand, has become Russia's favorite "neutral" capital, even outshining at the moment Geneva. The promise of a coin machine boom was held out by the Russians in connection with efforts to spur the Austrian government into active agitation on behalf of the Soviet proposal.

Collections on Rise in Italy

ROME—Italian juke box operators are having one of their best years since the war. Collections are running about even with the 1960 Olympic games year. Operators all over Italy report that phonograph popularity is at a peak. Italy's juke box boom is largely the product of the general Italian prosperity, which has raised the real wages of labor to all-time peaks. The juke box boom is spotlighting the Italian operator as the aristocrat of European coinmen. One play fetches 50 lire (8 cents) with three plays for 100 lire. Location commissions average 25 per cent instead of the 50 per cent usual elsewhere. The operator pays more for his equipment than the American operator, but wage scales for his employees are only 25 per cent of those paid in the U. S. Mario Marinelli, a Roman operator, summarized, "We're well off—we Italian operators. And we look for things to get even better."

Moving With the Sun Ups Swiss Ops' Takes

ST. MORITZ, Switzerland — Swiss juke box operators are discovering that collections can be improved by locating boxes according to the season.

It used to be that a phonograph remained in the same spot at the same location winter and summer—with the result that operators complained of sharp seasonal fluctuations in collections. Studies of tourist traffic at various Swiss resorts in winter and summer seasons persuaded some operators that a juke box perfectly set to harvest the maximum take of tourist coin in the winter might be poorly situated to catch the summer traffic. This season operators have applied location research—with surprising results.

"A difference of only a few feet may make a big difference in collection," reports Paul Scheibe, an

operator. "In the winter, boxes should be moved close to the fireplace so as to form the center of an intimate atmosphere. But in the summer they should be shifted to terrace locations or as near as is feasible.

"There are the more obvious shifts, of course. For example, the boxes in ski lodges in the winter should be moved to golf club-houses in the summer and so on. But its the subtle shifting that can make the real difference."

Swiss operators have had surprising success, through such detailed research and observation, in equalizing collections as between winter and summer.

"It sounds farfetched, I grant," Scheibe continued, "but it pays to study the casual traffic patterns of tourists in resort areas — where they congregate and why."

Canadian Coin Laundry Operators Fight Compulsory Sunday Closing

TORONTO—Police threats to prosecute coin-operated laundries staying open on Sundays resulted in at least one being closed.

Mrs. Mabel Smith, secretary of the Ontario Coin Laundry Owners' Association, said she closed her premises on Eglinton Avenue at Kennedy Road "in compliance with the Lord's Day Act."

This was the first reported break in a solid front by Metro coin laundry operators since police warned they would ask Attorney General Kelso Roberts for permission to prosecute 63 laundries which stayed open July 9. The police crack-down follows a Supreme Court decision that the laundries are illegal on Sundays.

Mrs. Smith said she believed some other operators also closed. She did not name the operators but said she heard one man say he had been fined \$10 once and didn't intend to risk another fine. However, other automatic laundries in the Eglinton-Kennedy area remained open.

"I know I'll lose business," Mrs.

Smith said, "but I think this is the right way to go about it. We must abide by the law until we can get it changed."

Earlier, some laundry operators vowed to remain open in spite of the police crack-down. One operator said he would "go to jail" rather than close.

Police officials said reports from all Metro divisions will be sent to the attorney general's office where a decision will be made after all Ontario police departments are heard from.

Harvey Wolfe, president of the Canadian Coin Laundries Association, said operation on Sunday is a work of necessity and the Ontario government will be petitioned for legislation permitting it.

In later developments, Toronto coin laundry operators washed their dirty linen in public. The intra-industry squabble developed as operators began a discussion of an Ontario government proposal announced at Queen's Park to study

(Continued on page 46)

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German Bar Rules New Lessee Must Carry Op Contract

STUTTGART — The court at Stuttgart-Bad Canstatt has ruled that an operator's contract with a bar lessee must be assumed by the new lessee in case the lease is transferred before expiration of the operator contract.

The plaintiff in the case here installed a juke box and a payout machine in a bar and made a loan of \$750—interest free—to the bar lessee.

When the original lessee transferred the lease to a new buyer, the operator transferred the loan to the new proprietor, who accepted it. However, the second lessee balked at signing a new contract upon learning that the original lessee received 25 per cent of the collections instead of 30 per cent.

The owner, who was made co-defendant in the suit, demanded that the operator remove the juke box and payout. The owner then installed a location-owned juke box and payout. The court ruled that the operator must be permitted to keep his juke box and payout on the premises until expiration of the original contract, and that the bar owner must remove the location-owned equipment.

MOA Newsletter

Music Operators of America's August newsletter is being reprinted in *BMW* as a service to MOA members. The newsletter appears in *BMW* exclusively and is not being mailed to the membership. The views expressed are those of MOA.

WHAT'S A JUKE BOX OPERATOR REALLY LIKE?

"The basic problem of public misconception of the juke box industry could be cured if the music operator himself had a better concept of his function in industry and society. When asked what his business is, the juke box operator will usually limit his reply to 'I'm a juke box operator.' This taciturn reply, induced by experience with lukewarm public opinion, does nothing to alleviate the aura of mystery and suspicion that surrounds his profession.

"And it is a profession. The operation of juke boxes is both a science and an art.

"The maintenance of automatic coin-operated musical equipment, preventive and correctional is a science. In certain aspects the cabinet of this music reproducing device covers many components which are the forerunners of parts in complex computers. The forefathers of control devices in space rockets saw the first light of day in a juke box. A cross check of components and their function reveal the credit unit in the juke box has a cousin in the space and computer industry called a 'memory or data storage unit.' The selector system has its counterpart in 'sensing device.' Many trip, micro and open switches, solenoids, gear trains, intermixers and sequence controls have kissin' kin known by more glamorous names in the well publicized space and computer industry. To this complex electro/mechanical operation is added a sound system that plays monaural or stereo records at 45 or 33 1/3 r.p.m., intermixed and automatically. Similarly, all of these components and auxiliary pieces are connected by the same arteries of coded cable wiring.

"The juke box operator, to successfully perform his function, must be a master in the science of automation.

"This scientific knowledge is necessary, but it would be to no avail if the operator was not also proficient in the art of programming. For the end use of this electro/mechanical device is to provide entertainment. This end use is accomplished by records which are placed in the machine.

"The art of programming is making sure that the prospective listeners desired tune is in the machine and available for immediate play. This requires a study of the patronage of the establishment in which the machine is placed. The characteristics and requirements of ethnic and sectional origin, race, age group or mixtures of these patterns must be evaluated and catered to. From this study, the operator must determine how many old favorites, contemporary style, how many polkas, how many rumbas—rock and roll—rhythm and blues—country—western—vocal or instrumental records must be programmed and stored in the machine to achieve optimum customer appeal. He must be adept in judging an artist's rising or waning popularity, omniscient in presenting a change in public taste.

"To further insure patronage, a psychologist's touch must be used in the placement of the instrument within the establishment. While the manufacturers design and style the cabinet of a juke box for eye-stopping appeal, this costly effort is lost if the phonograph is placed behind a high-backed booth or in an out-of-the-way nook. To invite play, the juke box must be seen and so set that its location is equidistant from any point in the establishment.

"In addition to being a master in the science, the art and the psychology of juke box operation, the operator must also carry the attributes of a capable business administrator. He must have knowledge of bookkeeping, maintain bank and finance company relations, understand depreciation schedules. He must administer an office, supervise a shop. He must remember to comply with federal, State, county and city regulations and costly licenses. He must be shrewd in determining what equipment to buy, what to sell or sagely trade.

"All of this justifies the juke box operator's place in industry. Does this effort, however, serve any function in society?

"Music fills a need and a desire in man's existence. It is generally conceded by historians that music followed food and shelter as a basic requirement. In the beginning, two sticks clacked together provided a basic rhythm. The next step was a drum, consisting of an animal skin stretched over a hollow log. When all of the percussion possibilities were exhausted, crude forms of woodwinds were tried. As man progressed, so did his methods of producing music, percussion instruments, woodwinds, brass.

"The juke box operator in his service caters to this continuing need and desire. His primary market is not the person capable of buying front row center for Ravinia or Carnegie Hall concerts, even though this group represents a good part of his patronage. Instead, his service is aimed at a lower income group. This population mass has the same need and desire for music. The juke box man satisfies the demands of this group by providing music to their taste, subject to personal selection and for their own individual enjoyment. He does this for 25,000,000 people every day of the year.

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Roanoke Vending Co. Debs 2 AMI Boxes

KNOXVILLE, Tenn.—Roanoke Vending Exchange, Richmond-based distributor for AMI coin phonographs, held a showing of the new AMI Continental 200 and

100 selection machines here Sunday (30). Jack Bess hosted the showing and representing AMI was George Klersy.

Tennessee operators represented were H & D Music, Atchley Music and Knoxville Music, all of Knoxville; and Leonard Music and Blount Amusement Company both of Maryville. . .

Rock-Ola Plans Princess Week For New Phono

CHICAGO—Rock-Ola distributors will begin a week-long series of operator showings of the new Rock-Ola Princess phonograph, Sunday (13).

The new phonograph is described as a "compact Princess, but with all the features of the larger models." The phonograph has both stereo and monaural play, with a triphonic switch that enables the operator to play the machine on single channel (using speakers within the phonograph and auxiliary speakers if desired), dual-channel with body speakers, and dual-channel with auxiliary speakers.

Rock-Ola officials reported excellent acceptance of the machine at distributor showings held recently. Several distributors are planning elaborate open-house ceremonies for the unveiling, and the week has been designated "Princess Week" by the Rock-Ola factory.

'Good Music' Market Grows: Jensen Survey

CHICAGO—The theory that there's a market for good music on singles get added support here last week.

A survey taken by Jensen Industries, leading manufacturer of phonograph needles and accessories, revealed that a whopping 78 per cent of the nation's first post rock 'n' roll generation, young people in their early 20's, have turned from rock 'n' roll to the kind of music they scorned when they were teen-agers.

Their tastes now take in everything from melodic ballads to classics, but the emphasis is on good music.

To the juke box operator the meaning is simple. The so-called young tavern and cocktail lounge crowd, persons who comprise a substantial portion of the juke box trade, prefer the slower music and would just as soon let rock 'n' roll go.

The survey was on informal but thorough polling of a representative group of Jensen dealers. It went on to show that 22 per cent still likes rock 'n' roll, but interspersed with more melody.

Jukes With 'View' Getting Powerful Action in Europe

PARIS—The new film juke box, Scopitone, has sold over 300 boxes since going on sale in February. The manufacturer, CAMECA of Paris, reports the "see it" box is being exported to four European countries and the export list is expected to include nearly all of Europe by the end of 1961.

CAMECA is negotiating, it was revealed, for introduction of the box in the United States and Canada. Scopitone is basically a cinema box, showing 17-mm. films of recording stars and orchestra in full color. The manufacturers say the demand for the box exceeds present production capacity and that its popularity has driven the resale value of the few existing boxes to fantastic levels.

Some locations report that Scopitone has boosted their bar receipts by as much as 50 per cent. It is preferred to television by some locations because its programming can be controlled. Scopitone now offers a library of 36 films but this list will be expanded rapidly.

Coin Machine Taxes Go Up 143% in Decade in Indiana

By JOSEPH KLEIN

INDIANAPOLIS—Spiraling tax rates together with an intensified drive to assess all equipment may serve to enfeeble Indiana's coin machine business.

Assessment of equipment in the State this year is expected to result in substantial increases in taxes payable in 1962. Hikes of 80 and 85 per cent are anticipated as the result of a comprehensive reassessment of both real and personal property now in progress.

The tax on coin equipment property has risen by 143 per cent in the last decade, according to the Indiana Taxpayers' Association.

Property Tax

Walter T. Horn, executive secretary of the association, pointed out that the average property tax rate for 1950 was \$3.69 per \$100 of assessed valuation. In the current year the average rate is \$6.37 for the State.

"I fear that the average rate for taxes to be collected in 1962 will be more than \$7, with many units levying rates higher than \$10 and \$12," Mr. Horn said. "Indianapolis is heading for a rate of nearly \$9 unless budget requests are materially reduced. Some of the Marion

County townships outside of Indianapolis likely will have rates even higher."

The property tax, which is used largely for local purposes and which yielded \$501,362,593 in 1960, is one of two burdensome taxes paid by the Hoosier operator. The other is the State's gross income tax. And, of course, the property tax involves payments not only on equipment but also on the operator's real estate, automobile, trucks, his records and spare parts in stock and on whatever tools and machinery he may have in his shop for the repair of equipment.

Tax on Phonos

The higher taxes coupled with the nickel play still prevalent in
(Continued on page 46)

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Memphis Ruling Would Hit at Operators Who Own Locations; \$500 Bond Recommended

By ELTON WHISENHUNT
MEMPHIS — John Dunlap, member of the City Licensing Commission, complained last week that amusement company owners who own or lease small cafes and restaurants do not investigate the people they sublease to sufficiently and should be required to post a \$500 bond on each.
Dunlap, who is also an attorney and assistant county attorney, a part-time job, proposed the writing of a "strong set of rules and regulations which the board badly needs."
Dunlap proposed that the county attorney's office write

"rules and regulations." As a member of this office, he would have a part in the writing, or his advice and counsel would have a part in it.

Official View

Because of Dunlap's position on the licensing commission—which hears beer violations brought in by police—his views, as published in The Commercial Appeal, a daily newspaper here, are regarded as official, and can make trouble for local operators—if they lose the battle.

But none of the ops have indicated they will surrender without a battle, for all operators have cafes which they lease to others to operate. There are some 1,600 cafes and restaurants in the city and county with licenses to serve beer.

These locations are the backbone of the coin machine industry's locations here.

The following are Dunlap's statements, and then the views of two key operators in reply.

Dunlap said:
"The needed set of rules and regulations should take dead aim at the amusement company owners, who in numerous instances are tenants of the properties where beer is licensed for sale."

Operator's Problem

"The amusement company owners sublease the premises to the actual operators and it is to them that the beer licenses are issued. The irresponsibility of the amusement company owners in choosing their tenants is the problem.

"Their prime consideration is not the sale of beer but the installation of their coin machines—cigaret, food vending, pinballs, juke box and other coin machines.

"So the irresponsible beer parlor operator soon has the police in his doors breaking up fights, arresting him, and the result is the loss of his beer license. Of course, the cafe operator is out of business with his chief commodity gone. Then is the amusement company owner contrite enough to select his next sub-tenant with a character and record check?

"He is not. He can have another prospective subtenant before the board the next week seeking license. Unless he has a criminal record, he will get his beer license for the same place from which the previous subtenant was ousted.

\$500 Bond

"Some of these cafes have had several licenses issued in a period of one year. The remedy, I believe, is that for each beer license, the amusement company owner, or other lessee, should be required to post a \$500 bond.

"Then should the subtenant lose his beer license, so does the amusement company owner or other lessee, whichever the case is, lose his \$500. A \$500 bond can put conscience in anybody, amusement company owner or otherwise."

Attorneys are checking this proposal to see if it would be constitutional. If the county tries to enforce such a measure, a lawsuit is sure to result.

Some operators view the proposal as being unconstitutional because it is an arbitrary and confiscatory use of police power.

Drew Canale, Canale Amusement Company and Canale Tobacco Distributors, Inc., said:

"This would be a measure so drastic as to be, in my opinion, invalid if challenged in the courts. The State law which sets forth provisions for issuing beer licenses will, I am sure, take precedence over city law and any set of rules and regulations.

"The State law does not provide a \$500 bond for a tenant who, in effect, is a third party as to the issuance of a beer license and cannot be held responsible on a con-

tract between two other parties—the cafe operator and the government body issuing the beer license.

"Further, it is not the duty of amusement company owners to investigate their subtenants. This is something which, under the law, the licensing commission is to do. All in all, Dunlap's recommendations will not stand up."

Jake Kahn, partner with his son, Charles, in Tri-State Amusement Company, which has many cafes subtitled, said:

"We amusement company operators are being made to look like it is our fault when the City Licensing Commission has a complaint before it.

"We do not sell the beer nor
(Continued on page 46)

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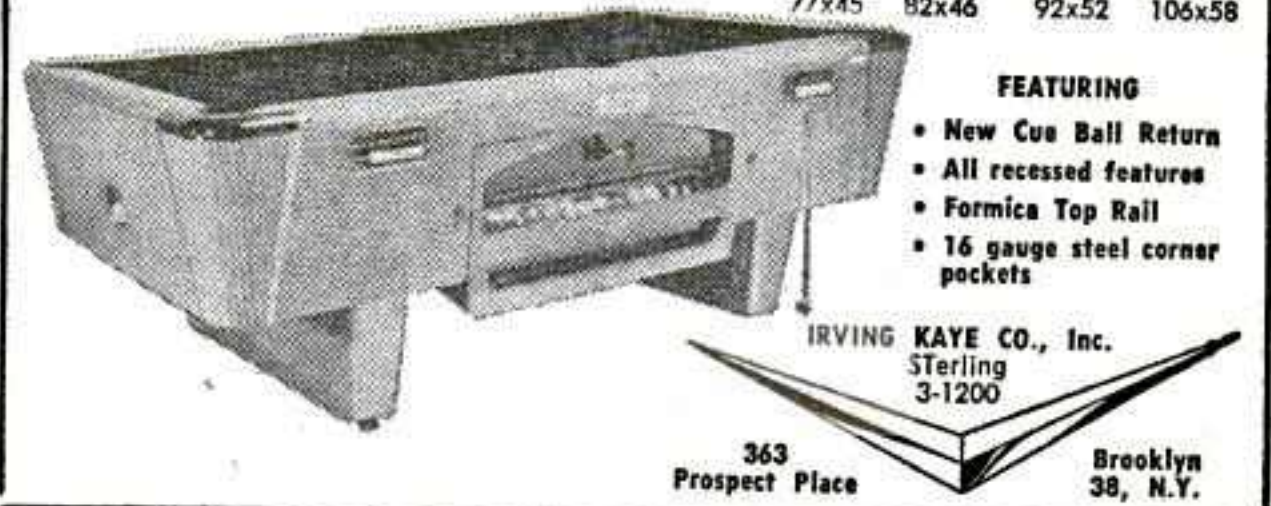
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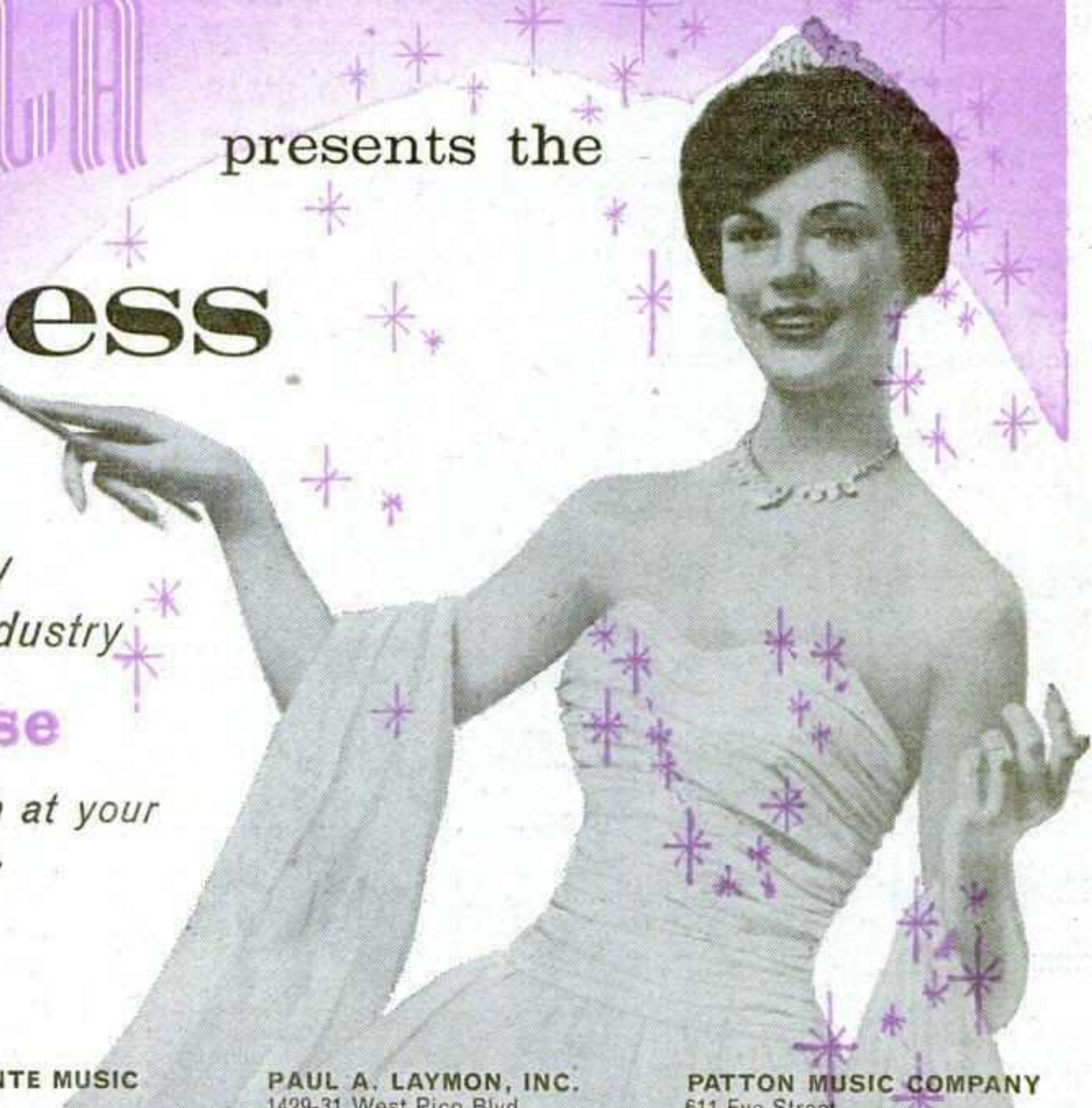
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**ROSS DISTRIBUTING
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INC.**
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**S & M DISTRIBUTING
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East

NEW ENGLAND NOTES

Redd Distributing Company of Boston (Seeburg) has gone in for specialization of its sales force and has added four new men. **Jim Listi** and **Ed Bennett** will concentrate on games and music, and **Dick Creamer** is the new vending sales engineer. **Dick Sullivan** will be in charge of background music. Two other members of the sales force are now concentrating on Arcade pieces and amusement games with **Al Levine** in charge.

David J. Baker, chief of American International Bowling Corporation's Boston division is one of the more sporty types in the music industry. He is now driving his second "hot" Corvette sports car and has recently purchased two riding horses which he keeps in the nearby Blue Hills for the family use. His son and daughter, with Dave, when he gets the chance, can be seen cantering these fine weekend mornings. Baker also is a keen water-skiier.

Trimount Automatic Sales Corporation looks practically deserted these days with 90 per cent of the executives ducking the heat at some cool beach resort. Off on vacation are **Irwin Margold**, **Dan Brown** and **Dave Riskin** of the sales department. Technical experts **Gil Lawrence** and **Bob Bourque** are also off to the seashore. Minding the store is **Marshall Caras**. Marshall reports AMI doing well and says they'll be happy if they can find some used equipment. Trimount is showing the **ABT** bill changer. It appears to be impressing visitors.

The sea-going contingent is spending as much time on the water these weekends. Among those enjoying the cooling sea breezes are **Ben Ross**, of Mattapan; **Bob Sylvester**, of Somerville; **Ray Faini**, of Framingham, and **Commodore Bill Cowan**, of Quincy. . . **Al Dolins** reports that the music business at his resort town of Hyannis on Cape Cod is booming. The presence of President John Kennedy at nearby Hyannis Port isn't hurting the local trade in the least.

BUY WITH CONFIDENCE

CIGARETTE VENDORS	GUNS	BINGOS
Corsair 20 \$195	Ex. Space Gun \$ 95	Key West \$ 95
National 9 M 110	Gun Patrol 125	Big Show 95
National 9 ML 125	Six Shooter 125	Show Time 95
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	Midway Bazooka 295	Rodeo 75
	Shooting Gallery 350	South Seas 85
	Deluxe Shooting 475	Spot Lite 45
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	Hercules 325	Complete, as is—Complete Shopping \$15.00 each extra.
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10 Model #7450 Valley Pool Tables, slate tops, just like new—\$225.00 each.

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Williams DELUXE 90 MODEL

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Both Deluxe 90 and Deluxe 75 Have All These Features:

- brightly polished chromium plated castings around all pockets
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- separate cue ball return within easy reach from upright position
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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.

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Contact Your Nearby Williams Distributor.

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The new Boston outlet for Wurlitzer is gradually finding its feet here at the offices and showroom on Brookline Avenue, with **Jim Hunter** and **Phil Sweeney** at the helm. Manager Hunter and Sales Manager Sweeney have something in common. They both have taken homes in suburban Danvers. Both also have four children. Hunter came from Wurlitzer's Tonawanda office and Sweeney from the firm's outlet in Charleston, W. Va. They'd like to have local operators drop into the showroom next to the Red Sox park.

Dave Gropman, who up until a couple of weeks ago operated under the name of Beacon Hill Music Company, has had some changes made in his life in the last few weeks. He has a new son, has taken his family to the new home he built in Needham and has a new business set-up. He merged his firm with the American International Bowling Corporation and is now working in the capacity of route operations regional manager. **Cameron Dewar**.

PHILADELPHIA SCENE

Alan Bruck, who is in charge of Macke Vending's Amuse-a-mat operation here, was married on June 25 to **Betty Jean Millstein**. They honeymooned in Puerto Rico.

Midwest

MILWAUKEE MENTIONS

Board members of the Milwaukee Coin Machine Operator's Association met recently to discuss the hiring of an attorney to replace **Joseph E. Tierney**, who died last week. . . **Frank Bartnik**, Banaco Music, flew to Canada with his son for a brief fishing trip. **Mrs. Evelyn Bartnik** reports meanwhile that she has taken over the front office reins. **Alice Antczak**, with the firm for 20 years, has retired.

Joe Pelligrino, P.&P. Distributing Company, is mourning the death of his mother last week. . . **Travis Welch**, former Wisconsin Novelty Company routeman is now operating a route for Eau Claire Novelty Company. He headquarters near his home town in Gilman, Wis. . . **Harry Jacobs Jr.**, United, Inc., is back from a Northern Wisconsin respite, reports business holding at a fair level. "It could be better, though" he says.

Rollie Tonnell, son of **Herb Tonnell**, Cigarette Service Company, Appleton, Wis., was married last week. . . Games receipts are holding up better than juke box takes, according to **Sam Hastings**, Hastings Distributing Company. . . Two operators serving on the Milwaukee Music Industry Golf Tourney committee, are **Harry Jacobs Jr.**, and **Ken Kulow**. Both rank among the area's top amateur golfers. . . The golf event is scheduled for September 13, at the Port Washington Country Club.

Recently added to the Wisconsin Novelty Company staff, are routeman **Bill Stautner**, and shop employee **Jerry Minessale**. . . A busy man these days is **Herb Wagner**, G. & W. Novelty Company, South Milwaukee. He takes a leading spot in the committee work on the annual South Milwaukee "Spectacle of Music." This event lures thousands of people from all over the country to view to the marching band competition. Meanwhile, the one-stopper's counterman **Jim Skiba** reports these operators stopped in hunting for hot wax: **Fred Braun**, Suburban Music, Menomonee Falls; **Nick De Cristo**, Eastern Novelty, Thiensville; **Beloit Automatic Music**, Beloit, and **Clyde Fessler**, Fessler Music, Sheboygan.

Clarence Smith, Milwaukee Amusement Company, is spending the next few weeks cruising down the Mississippi River in his 21 foot boat. . . **Leslie Eichler** has joined the S. L. London Music Company staff. He heads up the new vending division's sales department and calls on the trade with S. L. London's lines of cigarettes, soups and coffee vending equipment. . . **Walter Glish**, head of the S. L. London Music Company service department, is back on the job following his summer vacation. **Martha Schalk**, the firm's long time front office manager, is undergoing a physical checkup at a local hospital. **Benn Ollman**.

OUT MINNESOTA WAY

Big league baseball reportedly has hurt entertainment business generally in the Twin Cities. With people flocking out to Metropolitan Stadium in the Minneapolis suburb of Bloomington when the Minnesota Twins are in town, other places of amusement have suffered, ops say, with a lessening of activity in juke boxes and amusement games.

Kenny Glenn of Mayflower Sales Company, St. Paul, vacationed around Minnesota and in Wisconsin. . . **Dick Brown**, partner in Brown Bros., Inc., Minneapolis one stop, is being married August 26 to **Madonna Ryan** of Minneapolis. . . **Chicago Coin's Pro Basketball** machine is moving well at **Sandler Distributing Company**, Minneapolis, according to **Sol Rose**, sales manager.

Robert (Bob) Moran, formerly with Automatic Games Supply Company, St. Paul, for many years, died suddenly July 18 of a heart ailment. He had been a serviceman and installation man for the firm in a five-state area. Funeral services were held July 21 in Hopkins, Minn.

Ray Schultz, operator at Grand Rapids, Minn., and his family vacationed at Rochester and Belle Plaine, Minn. . . **Lou Basil**, Minneapolis operator, and his family vacationed at Mosinee, Wis.

Out-State operators in the Twin Cities recently included **Clayton Norberg**, C & N Sales, Mankato, Minn.; **Lawrence Schillinger**, Knapp, Wis.; **Harry Anderson**, Frederic, Wis.; **Sherman (Nibs) Peterson**, Osceola, Wis.; and **Red Wilbur**, Duluth, Minn. **Donald M. Lyons**.

DETROIT DOINGS:

Edward D. Fields is taking over the name of Kay Amusement, operating a route of amusement games, with manufacturers in the North end. **Eugene A. Klamerus**, who formerly operated under the Kay Amusement title, has dropped it and is operating his game route under his own name now, moving to new headquarters. Klamerus reports business generally slow, discouraging any immediate plans for expansion. . . **Erwin B. Moss**, veteran Operators, Inc., has entered the hospital for treatment of a heart ailment, to which he has been subject for several years. . . His son, **Marty Moss**, is handling operations in the meantime. **Erwin Moss** is now the junior deacon of Daylight Lodge No. 525, Free and Accepted Masons, founded with a membership made up largely of show people.

Nate Harry, partner for years in the operating firm of Nate and Harry, has bought out the interest of his partner, **Harry Taylor**, who is retiring because of ill health. They have also operated the Nate and Harry Bar together. The firm operates shuffleboards and pool tables, and lately added bowler games.

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DANCING DOLLS	STRAIGHT SHOOTER
WAGON TRAIN	DOUBLE ACTION
LITE-A-CARD	SITTIN' PRETTY
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C.C. 6-PI. SKI-BALL	\$ 95
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Williams PINCH HITTER	275

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Seeburg E-1	\$249
Corsair 30-Column	245
Corsair 20-Column	199
Eastern 22-Column	99

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222SH	\$795
201DH	695
KD200	425

AMI

Continental 200-Sel., like new	\$795
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West German Coin Industry Unites

• Continued from page 33

sharp contrast to the VDAI's previous policy of "hear no evil, see no evil" as concerns these two groups.

Eliminate Uncertainties

For their part, the operators are hammering home to the manufacturers, as is reflected in Wulff's remarks, that operator purchasing of equipment can only be projected long-range when the tax and performing rights uncertainties are eliminated. ZOA, in effect, is making the placement of long-term equipment orders dependent on manufacturers co-operation in these issues. The operators are bidding for support of the wholesalers, who are fearful of manufacturers moves to institute direct sale of boxes to locations.

Mueller says operators are obligated to support wholesalers. ZOA's president takes categorical issue with the premise that wholesalers perform no useful trade function and could well be by-passed. On the contrary, Mueller asserts, "The wholesaler is the intermediary between operator and manufacturer. They live in a mutually dependent relationship."

Meller is also trying to strengthen relations among the 11 state operator associations with the central organization. These relations are not always smooth and easy. However, ZOA has been spectacularly successful in submerging regional dissonance into general operator harmony. Strong state operator associations have been erected in North Rhine-Westphalia, Lower Saxony, Schleswig-Holstein, Bavaria, Hesse, the Rhineland-Palatinate, Baden-Wuerttemberg, the Saar and the city-states of Hamburg, Bremen, and Berlin.

Voice of the Industry

Now Wulff and Mueller are concentrating on

strengthening the "Working Committee of the Coin Machine Industry" (AMA) as voice of the industry. The AMA consists of manufacturers, operators and wholesalers. Principal obstacle here, however, is the Federal Government's Cartel Office—the Bundeskartellamt, the anti-trust watchdog authority. The Cartel Office ordered dissolution several years ago of a predecessor to the AMA, which, it was ruled, infringed on anti-trust legislation.

The AMA has been constituted as a successor organized as a clearing-house for the trade. As such, it has so far passed the scrutiny of the Cartel Office.

Foreign Partnerships

It is predicted by German trade leaders that the next major trade development will be the forging of trans-Atlantic partnerships between U. S. and German operators, wholesalers and manufacturers. Manufacturers co-operation may be remote, but parallel problems dictate a partnership of operators.

Indeed, it has been learned that U. S. operators, through their Music Operators of America organization (MOA) intends approaching the ZOA on the subject of co-operation and mutual assistance.

German manufacturers, it would appear, are inhibited from taking up any similar close links with U. S. manufacturers by the hot American competition on the German market. This market is wide-open and the competition is waxing ever warmer.

In fact, the increased tractability of German manufacturers as regards operator problems is due largely to U. S. competition for the German Market. Whatever the motivation, German manufacturers are making common cause with the operators, and this development is significant for the American as well as German market.

at MOA consider the project extremely worthwhile.

Locations Closed

"A great number of locations are now closed to juke boxes because of class distinction directly attributable to the establishment's poor opinion of the juke box and the operator," the MOA director said. "If we can be instrumental in changing this trend, we feel that we will have performed a service not only for the music operators but for the distributors and manufacturers as well."

**SEE
AMI
COLOR
INSERT
OPPOSITE
HOT 100 CHART**

MOA Launches Public Relations Effort

• Continued from page 33

industry and other information about MOA. The package would be sent to the public press plus civic and legislative leaders.

Further steps would be based on the reaction to our initial effort, Ratajack said.

The MOA newsletter "What's a juke box operator really like?" is to be included in the press package, as is a fact sheet and code of ethics previously published in BMW.

Ratajack emphasized that the public relations work would be

"fitted into our regular scheduled activities. While it will increase our work load, the printing and mailing fit into our present budget. It will be, in effect, another service of MOA.

While such efforts to uplift the image of our industry have been described in the past as either impossible, useless or too costly by some segments of our business, we

WE NEED In Quantity:

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- ★ Guns
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Canadian Coin Laundry Operators

• Continued from page 40

legalization of Sunday coin laundry operations.

Harvey Wolfe, president of Eastern Coinwash, Ltd., and president of the Canadian Coin Laundry Association, pleaded for unity and co-operation among Toronto's operators. After addressing a meeting of coin laundry operators at the Seaway Hotel, Wolfe, a key figure in the controversy, was accused of undercutting competition by offering a 10-cent wash in two Metro

outlets. He admitted this was so. The two outlets are at St. Clarens Avenue and Dundas, and 125 Islington Avenue.

Wolfe said he started a 10-cent wash (all other Washington operations cost 25 cents) in the two areas he considered "depressed" by last winter's big unemployment. But, as he concluded, George Finlayson, operator of a coin laundry on Dundas Street W., near Wolfe's 10-cent operation, stood and shouted: "How about this 10-cent stuff?"

Chairman Maxwell Izen, past president of the Canadian Coin Laundry Association, would not allow him to finish and advised him to speak to Wolfe privately after the meeting.

Finlayson later said the cheap wash outlet had cut into his business at first, but that most of his customers had "come back." He said another operator closer to the Wolfe outlet had not been so fortunate.

Wolfe emphasized the reduced

TAKES JUKES TO CLEANERS

FRANKFURT — Globus-Automaten is introducing a juke box steam cleaning service using American equipment. The charge is \$22.50 per box. Boxes are stripped down and all parts thoroughly steam-cleaned. For extra charge, worn parts will be replaced and boxes repainted.

price was only temporary and that it would probably be in effect for only another two weeks.

The Sunday opening issue got only minor billing, Wolfe said: "We will continue to fight for our rights, even if we have to go into the courts again." The Supreme Court of Canada recently ruled the laundries must close on Sunday, but most stores have remained open.

"Every time we turn around it seems somebody is pointing a finger at the coin laundry industry," he said. Wolfe also said a recent Toronto survey showed many laundries were providing inadequate or dirty facilities.

Indiana Taxes Up 143% in Decade

• Continued from page 41

many sections of Southern Indiana may make it virtually impossible to maintain some juke box operations. The property tax on a single phonograph assessed at \$12 per \$100 of assessed valuation—a possibility predicted by the Indiana Taxpayers' Association — would amount to \$120 a year.

The determination of the State to draw its full share of taxes from coin-operated equipment is attested by the fact that an entire chapter of the property tax law is devoted to methods of assessing vending machines, juke boxes, pinball machines, slot machines and amusement devices.

Annual Bulletin

Evaluations for assessment are based on a bulletin issued annually by the Indiana State Board of Tax Commissioners. In this are listed market valuations of common types of juke boxes, scales, games, bowling machines, shuffleboards, pinball machines and other automatic equipment.

Machines which do not dispense

goods or merchandise are not "vending machines" under the law. Thus the requirement for ownership identification on each "vending machine" is applicable only to equipment which "dispenses goods, wares or merchandise upon the deposit of a coin in the machine" and which delivers "goods, wares or merchandise to the depositor," according to a ruling of the tax board.

The law also provides that pinball machines, whether installed legally or otherwise, are taxable.

Where there is inability or unwillingness to disclose machine ownership, the equipment is assessed against the location owner.

High taxes, three recessions, falling farm prices and harsh competitive conditions have definitely left their mark on Indiana coin machine operations.

NAMA Exhibits

• Continued from page 39

Members of the International Symposium Committee include Jack B. Low, chairman, Wittenborg, Inc., Brooklyn; Richard Cole, Cole Vending Industries, Inc., Chicago; Thomas B. Donahue, Richmond Heights, Mo.; Eric Dunn, New York; William S. Fishman, Automatic Retailers of America, Inc., Chicago; Robert I. Logan, Interstate Vending Company, Chicago; J. R. McNutt, Standard Change-Makers, Inc., Indianapolis; K. C. Melikian, Rudd-Melikian, Inc., Hatboro, Pa.; Norval B. Rader, Automatic Canteen Company of America, Inc., Chicago; M. B. Rapp, Continental-APCO, Inc., New York; Howard M. Tripp, Vendorlator Manufacturing Company, Fresno, Calif., and Fred E. Wallin, National Rejectors, Inc., St. Louis.

Memphis Ruling

• Continued from page 42

run the cafe and therefore are not responsible for the actions of the location operator.

"Actually, we have done the city and the people more good than they realize. For we have created many hundreds of jobs for people. If it were not for the amusement company owners who are willing to put up the money for cafes to operate, they would not be in business, which is a definite economic advantage for any community."

Kahn has been in the business about 32 years, longer than any operator now in business. Canale, in the business about 12 years, is past president of Memphis Music Association and a key spokesman for the local industry. He is an attorney, also, but does not practice.

2 Mechanics Wanted

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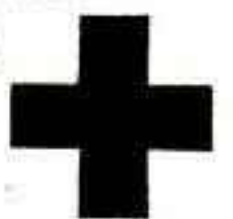
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1 PLAYER 10c
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BALLS PER GAME!



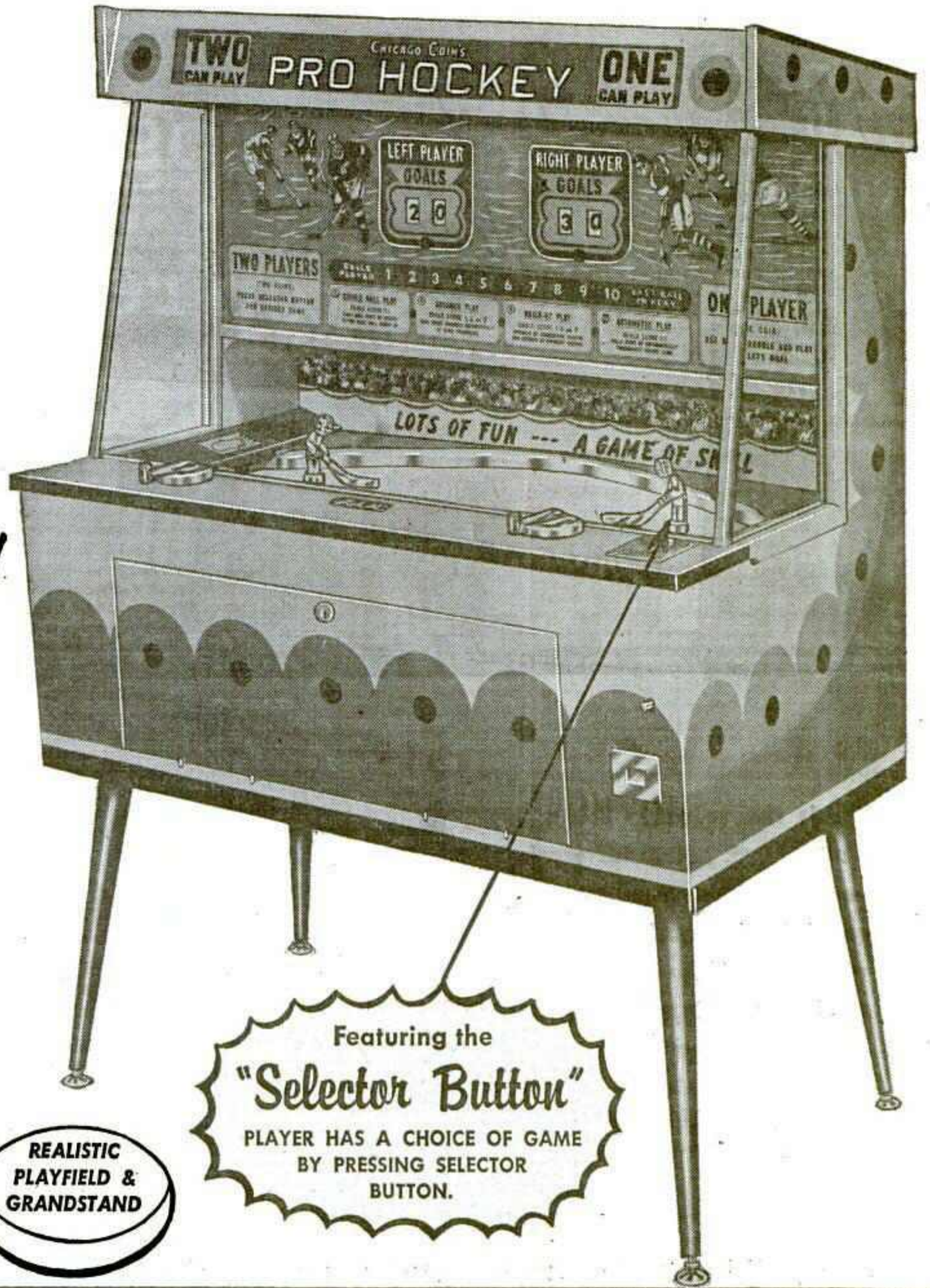
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GOALS SCORE (1)
Goals must be scored before next ball comes up.
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Goal value advances automatically as game progresses.
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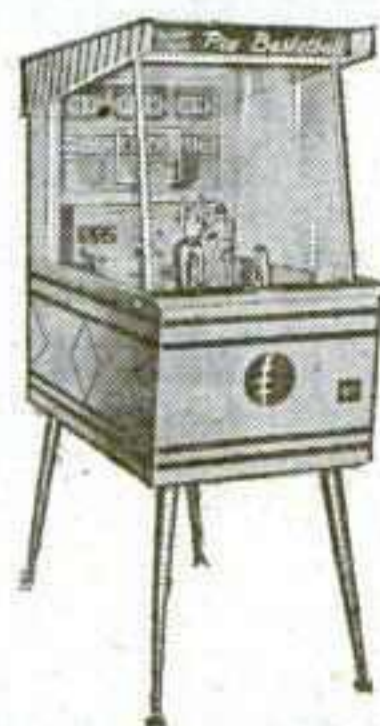
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