**German Phono Ops Mull Record Output**

By OMER ANDERSON

COLOGNE—German juke box operators are investigating the possibility of producing so-called "GEMA-free" phonograph records. GEMA, the German ASCAP, is deadlocked with the German juke box industry on all fronts over GEMA's demand for a bigger take of operator revenues.

"The "GEMA-free" disk uptaking, a taking hold trade secret, was mentioned by Elston Loebler, chairman of the Deutscher Automaten-Verband, the association of North Rhine-Westphalia dealers in the Jukebox industry. Dealers noted that the German attitude corresponds to that of many operators in the United States, that is, the American operators attempted to set up a royalty-free record operation to crystallize the event the press reported last week that was deleted from the Copyright Act.

"Last month, discussed the project in connection with his annual report on association business, which included lengthy comment on the GEMA demand. This was the first time that the project had been moved far out into the open.

"Detailed information is still sparse, but industry leaders make no secret of the fact that they regard the GEMA dispute as being one of the greatest problems confronting the trade.

"The dispute also involves the GVF, the grouping performing artists. The GVF

**Detroit Break in LP Pricing Rocks L.A. Distributors; Midwest, East Reaction Varied**

By LEE ZHITO

HOLLYWOOD—Detroit's break in the LP price structure (BMW, June 12) last week set off countless reverberations along distributor rows. According to the BMW report, the first major crack in the LP price wall came when Detroit's top independent distributors inked a 10 per cent price cut. Distributors here were unanimous in their opposition to the Detroit move. Some foresaw dire consequences as a result of this crack.
West Coast Upset Over Price Crack
* Continued from page 1

not to permit them to eliminate the distributor."

Between the lines of Hartstone's latest issue, one could almost read the general interpretation here of Detroit's situation. The dealers are not sharing their profits with the dealer, and some feel that the manufacturer is using dealer's money to build a new market. Others believe that some Detroit dealers are not earning their profit on the floor price, so they are afraid to drop the price to fight a Handleman," he said, "they're a lot smarter to take a chance on the price in the Detroit district." One of the area's largest distributors points out the same situation: "Other areas of the industry are not being sold at wholesale prices. They are over-priced to stock still more, while those Detroit dealers who have opened are not far behind."

He said he was not sure how much the distributors could expect to hold on his current inventory, but he felt the distributor's prices were not the same as the others in the area.

**Continued on page 2**

JUDKINS HAILS DETROIT SŁASH

HOLLYWOOD—June 19, 1963

NEW YORK—Rejection of middle and East Coast distributors is "not to be considered the Detroit situation was mixed this week, with some taking an advance on no-border functional discounts to all areas.

In St. Louis, one leading dis- tributor says he can't accept the discount on no-border, but he will accept the 10 percent off the standard, and will give the 75 percent off the standard on the transactional basis. He feels that, in the long run, it will be better for all concerned if the discount is eliminated and the manufacturer is able to continue to sell its product to the dealers.

On the other hand, the SORD's distributors last month have a different opinion of the situation. They feel that the industry's real interest is fat, inflated price structure and they are willing to work with the SORD to bring about a discount system. They feel that the price and the competition in the area are worse than the dealers have been used to.

The SORD distributors are asking for a discount system that will allow them to sell their product at a price that will make it competitive with the Detroit products.

"The dealers in the area are not happy with the situation," said one of the distributors. "They feel that the Detroit dealers are not giving them a fair price for their product and that they are not making a profit."

"They feel that the SORD is not doing enough to help them," said another distributor. "They want a discount system that will allow them to sell their product at a price that is competitive with the Detroit products."

**Continued on page 4**

East & Midwest Comment Varied

NEW YORK—The action of the five Detroit distributors in slashing their prices to dealers by 10 percent appears to have been followed by the possibility of a new group, Handleman, taking over the 30 outlets in the Grillman record.

At the same time, however, Dave Handleman of the rack organization, and Jack Winger and Jack Tombe, Grillman executives, are reported to have created the distributors, as well as going to Jay Kay, Caste & S. S. and Aurora Distributors of Detroit.

Move Unlikely

Interestingly enough, the chances of any takeover of the Grillman by Handleman appears to have gone along with the possibility of a new group, Handleman, taking over the 30 outlets in the Grillman record. Handleman's philosophy has been that Detroit, and not rack operations in high traffic areas, and that is understood that the rack movement is not the Grillman campaign, but is a traditional (60-year-old) music-record chain with strong classical record sales and good traffic in pianos, organs, and other musical instruments, is the type of establishment that will make the record turnover needed for a profitable operation.

Would Add Dealers

John Kaplan, head of Joy Joy Distributors, one of the firms that cut its price to dealers (BMW, June 13), said that the dealers were not convinced by the dealer's price cut plan. He told BMW that he felt that the price slash kept dealers from seeking other-than-distributor sources for their merchandise, and that it was necessary for all of the dealers to agree on the competition of the chains and discount houses and enable them to get the best prices. He said that he felt there was no such thing as a catalog music business. The distributors only handle full-priced and wanted to keep it that way.

"If we sell just a catalog LP's if there are no dealers," Kaplan also pointed out, "we'll have a functional discount to rack dealers, but that he feels they should also be able to sell catalog LP's if they choose to do so. He said that the key is to keep the entire record market in order to do business and that he feels that the dealers are not doing enough to help the distributors.

**Continued on page 6**

**CHESTERFIELD MUSIC PLANS RACK ENTRY AND OWN LABEL**

Diversified Firm Now Runs 5 Discount Stores, More Due; Prep Singles Discs

By REN CREEVAT

HOLLYWOOD—June 19, 1963

NEW YORK—Chesterfield Mu- sic, which started eight years ago in New York City, has continued its expansion and has added five discount record stores across the country and continues adding two new stores each month. This firm is one of the few who have opened in the last few months, and is the only one that has put down to 50 cents.

"Chesterfield's business is under the appropriate title, Discount Record Store, and the record store scene to date, in that it does not contain the character of the full-line, catalogue stores which have been once and a once hit on record stores, but works on a highly competitive discount price structure. The character of which has frequently come under fire, and the record store business is an interesting one."

"The character of which has frequently come under fire, and the record store business is an interesting one."

Jerry Widdoff, once a classical artist with the Minneapolis Symphony Orchestra and the San Antonio Symphony, who is on a number of Mercury albums by the en, is one of the four principal artists. Marvin Saunders, Jack Teagarden, and Teagardin Tupper, in the Chesterfield-Disc Combos.

Widdoff said last week that at least 50 percent of the organization's business is in classical reper- toires.

"I don't really know what is," Southern Boosts Horton & Carlton

NEW YORK—Southern Music has increased the responsibility of its management.

In addition to being manager of the company, Mr. Horton, managing director of the firm's reper- toire and blues departments and the entire division, Hor- ton is also in charge of the firm's reper- toire and Blues departments. Lucky Carlisle's assistant for the firm's reper- toire and Blues departments. Jack Carlton will continue as manager of the firm's reper- toire and Blues departments. He will continue to assist the firm's management and be responsible for the firm's Western division.

**Continued on page 4**

**CAPITOL PREPS BIG R&B BID**

HOLLYWOOD—Capitol, high with six entries in BMW's "Hot & Cool Sides," chart, is out to make sales history repeat itself in the rhythm and blues field by launching an all-out drive on that segment of the market.

Capitol will issue an all-R&B, re- lease, and it will be the first major record company in that history that an entire release has been devoted to R&B.

Release will consist of a single, featuring the Edsels (currently under contract with the Byrds "Lama Ding Dong") plus disks by Ferrell Carnes, tank, Mike Linn, and Mike Roncarati.

**Continued on page 4**

**PATSY CLINE HURT IN FATAL CRASH**

MADISON, Tenn.—Well-known country singer, Patsy Cline, currently on the road with her "I Fall to Pieces" tour, was involved in a fiery auto accident with a fractured and dislocated right hip and severe head injuries sustained in a five-car crash Wednesday afternoon (14). She was taken to a hospital in Nashville by her brother, Sam Henderson, and was treated until she could be taken to a hospital in the area.

**Continued on page 4**
Jocks Shine as Live Show MC’s

NEW YORK—Disk jockeys are busting out all over this June as a kind of invasion force. One sees Dick Clark, ABC-TV, and Alan Freed, KDNY, Hollywood, are both heading east to begin their summer tours. Dick Clark will make his first appearance in New York on June 22 at the Apollo, and Alan Freed will make his first appearance in New York on Sunday afternoons, June 23, at the Sahara. The picture will be considerably brightened.

Gaye Cole, WNIT-TV, Newport, N.C., has just made a pilot tape of her appointment-teen-ages activities directly from the new response, and plans to do all summer on the黛比导演的juvenile hunt and fishing project in the Jersey Shore. Cole is going to make a massive promotion effort in the area, and will order at least partially due to the payday probe which made it tougher for stations to plug a jock’s program. Judging from what I hear, things are shaping up for a mighty exciting summer on the disk industry by the consumer press. Judging from the schedule for this summer, the radio jocks are definitely going to have a resounding success in New York, and will start showing off their talents.

On Steel Pier

DeeJay Ed Hurst at cadillac will have two weeks, two-hour rec- its on the Steel Pier this summer. He will also have two spots this summer. His spot will be called ‘The One Spot’ and will be heard on weekends starting June 21.

Cap ‘Singles Sweepstakes’ Contest Spots Issues

Challenge Dealers, Broadcasters to Peg Order in Which 10 New Disks Will Sell

HOLLYWOOD—The 10 new disks will sell. The fir...
International Record Man Planning Annual Awards to Artists & Discs

NEW YORK—A plan to present annual awards to the top-selling artists and records in the world has been announced by Harold Levman of the American Record Makers' Club (IRM). The club is the brainchild of United Artists Records record director and General Manager Art Talmadge and U Studio Foreign Operations Director Sholom Deluca. It was set up on an information exchange basis last month as a means of exchanging ideas and information on the ever-growing foreign record market.

Meetings will be held in the form of luncheons, and the membership will be rotated among the members at each meet. Gene Morriss, MGM foreign operations director, will chair the luncheon meeting. August 16, with Sholom as vice-chairman.

In addition to the foreign awards program, the IRMC plans to introduce a top disk artist at a luncheon in London in September. This selling U. S. artists in the world market, will be the first guest. Various key executives from the foreign music field will also appear at the luncheon as guest speakers. However, a speaker has not been set for this date.

The meetings will be held on a bi-monthly basis. There will be no dues and Morriss—said members and or guests who wish to attend the August 16 meet should contact either him or UA promotion-publisher Paul Rosenfield.

Weirier reports that chapters of IRMC are being set up in Chicago, Los Angeles, London, Paris, New York, Rome, and Manchester, with an exchange of ideas and information among the various groups to be a part of the information system.

The formation of the IRMC is looked upon by some in the trade as a new dimension in view of the importance of the global record market today. During the same time, of course, foreign manufacturers and artists are finding increasing acceptance here. Foreign artists included in the group today are including England's Matt Monroe with "My Kind of Girl," No. 46, British Andy Stewart with "Scottish Soldiers," No. 51, and Scandinavian Jorgen Jorgim with "Anna" No. 59.

HOT 100' SEES RUGGED BATTLE FOR TOP SLOT

NEW YORK—One of the wildest battles in some time has been underway for over the last two weeks for the No. 1 slot on BMG's "Hot 100" chart. Originally, "Runaway" on Big Top was discussed as the record to take number two—-and then there had been a very definite possibility that another record would take number one. None of them, however, has held the spot for more than one week. The Big Top disk had held the No. 1 slot for almost all of the past month, but "Traveller's Man" by Ricky Nelson on Imperial ousted "Runaway," and Big Top's "I Don't Care Anymore" on the Nelson side gave way to "Tell Me Goodbye" by Roy Orbison on Monument, only to come back as the top record in the country June 1. "Runaway" and "Scared" dropped down to No. 3.

This week, "Tired B" River (by Pat Boone on Dot made a fast climb on the chart. That song was the top one to take over the lead. It was 31 on the chart last week, and now the Nelson side took over. "Trav-"er's Man" stands at No. 2 this week, and it's No. 2 for the second week. "Don't Care Anymore" has slipped down to the 11 slot.

Montevideo Firm, Editorial Antar, S.A. To Distribute UA

NEW YORK—United Artists Records, to be distributed in Uruguay henceforth by Editorial Antar, S.A., has announced. The contract runs for three years and covers both albums and singles. Editorial Antar is based in Uruguay on the UA label.

Meanwhile, Sidney Shemel, U. S. foreign operations director, is on the spot in New York for another hit in the Philippines with Steve Lawrence's "Portrait of My Love." The disk has chalked up the largest gross sale of any single UA record in that beautiful country. Many singles are distributed in the Philippines by Yamascos of Manila.

CRDC Closes Cleveland Wing

BOLLYWOOD—Effective July 1, Capitol Records will close its Cleveland distribution branch and warehouse. Dealers in that area thereafter will be serviced by a Cleveland-based representative of the Capitol Disk and Phonograph Telephone Company. Other services to Cleveland branch will be absorbed by the firm’s central wholesale office in Detroit, Detroit, as well as Pittsburgh.

The firm feels that by closing its Cleveland branch it will be able to boost its sales promotional efforts and also to reduce the cost to the nation-wide companies.

15 LP's in Sept.

Westminster Slates

NEW YORK—Westminster Records will release a total of 15 LP's in September, according to its artist and repertoire's manager, Curt List, who was here June 28 for an extended trip abroad, where he will out the new product. Westminster was acquired by ABC Record Industries, marking the label's entry into the classical field.

Dr. List and Am-Par executives will meet the press here Tuesday (20) to discuss his European trip and introduce Westminster's newly appointed publicist-director, Carol A. Krider, who is most of his time abroad until next spring, and plans to record about 20 new albums during his time abroad. Among the new artists will be Chinese pianist, Ling Huang.

Although Westminster has delved into pop occasionally in the past, Dr. List said that the label will concentrate strictly on classical product. "One of our special projects will be to have a fairly small artist roster, but retain some of the label's best-known names," said Dr. Hermann Scherchen.

Under Am-Par's direction, Westminster and Dr. List will release many packages which were previously only available on the recording line. However, new packaging is not to be thought of for the restored catalog items.

No price changes are contemplated either, but Dr. List em-

15 LP's in Sept.

21 Times More

More Circulation

Bankruptcy

The Next

Billboard Music Week

1,189

Greatest Overseas Circulation!

1932

TWO TIMES

More Circulation

Commodore CENTER

1932

The World-Wide

Communications

Center

Music Industry

THE WORLD-WIDE

COMMUNICATIONS

CENTER

OF THE

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TOTAL PAID

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Greatest Overseas Circulation!

21 Times More

Circulation

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Magazine!

BILLBOARD MUSIC WEEK

JUNE 19, 1961

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The BIG New Instrumental!

COME SEPTEMBER

Recorded by

DICK JACOBS and his Orch.

Coral

62275

from the

Soon-to-be-released Motion Picture

COME SEPTEMBER

Starring

ROCK HUDSON • GINA LOLLOBRIGIDA
SANDRA DEE • BOBBY DARIN
WALTER SLEZAK

A 7 Pictures Corporation Production
Released by Universal-International

Color by TECHNICOLOR
Capitol Adds Ivory Joe Hunter, T. Texas Tyler, Goldman Band

HOLLYWOOD — Capitol Records recently signed a number of established names to its artist roster, including Ivory Joe Hunter, T. Texas Tyler, and the Goldman band to exclusive contracts. The addition of the trio brings the number of Capitol artists to fifteen.

Ivy Joe Hunter, whose career has spanned more than twenty years, has recorded with many notable artists, including Ray Charles and Sam Cooke. His most recent album, "Catch Me If You Can," was released last year and earned him widespread acclaim.

T. Texas Tyler, a country music icon, has been a staple of the genre since the 1960s. His hits include "Texas Flood," "La Bamba," and "I Shot the Sheriff." His latest album, "The Best of T. Texas Tyler," was released last month and features re-recordings of some of his most popular songs.

The Goldman Band, led by brothers Mike and Paul Goldman, have been touring and recording since the early 1980s. Their sound is a mix of rock, pop, and soul, and they have collaborated with many other artists over the years.

GARY KRAMER PRESENTS JAZZ 'GOSPEL ROOTS'

EVANSTON, Ind.—Ex-Billboard Gary Kramer of Indianapolis D.C. Sigid Record Corporation has announced the formation of a new gospel record label, the Indiana Jazz Festi-

The show is a series of musical numbers, dramatic tableaux, and period costumes that capture the spirit of the era. Tickets are available at the Indiana Jazz Festi-

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First Serious Contender for the 1962 Oscar!

BOBBY DARIN
AND HIS ORCHESTRA

THEME FROM
"COME SEPTEMBER"

ATCO 6200
written by Bobby Darin for the 7 Pictures Corp. Production
"COME SEPTEMBER"
STARRING
ROCK HUDSON · GINA LOLLOBRIGIDA · BOBBY DARIN
SANDRA DEE · WALTER SLEZAK

Color by TECHNICOLOR · A Universal-International Release

b/w
"WALK BACK TO ME"
Bobby Darin at the Harpsichord
arranged and conducted by Fred Norman

PACKAGED IN
HANDBSOME
4 COLOR SLEEVE
Glen Wallichs to Europe on Rounds Of Cap Affiliates

HOLLYWOOD—Capitol President Glen Wallichs left here Fri- day (16) on a business trip abroad that will keep him away from his Hollywood headquarters until the first week in September. The CRI chief executive will be in London this week to meet with members of the Board of Directors of EMI, Capitol's parent firm.

Wallichs will then confer with the top executives of Capitol's affiliates in France, Holland, Denmark, Sweden, Holland, Belgium, and Switzerland. He is scheduled to return to New York in mid-August. After a trip to the firm's Scottish, Pa., plant, Wallichs will go to Toronto to confer with the executives of Capitol Records of Canada, Ltd. He is due back here early in September.

Now Chi Firke Makes Leases, Sells 'Master To Record Companies

CHICAGO — A new firm that will concentrate on producing masters for leasing and sale to disc jockeys is being formed here by veteran music publisher and personnel manager Tim Gayle, and long-time recording engineer Larry Lave. who is the S.A.R. director for the firm, has written such tunes as "Prevent," "Have You Heard," and "You're Fooling Someone."

The firm will cut its first session within the next three weeks with Nina Gayle, former Ralph Flatey, again through, according to Gayle. Release will be on Laver's RPM or Mastercon license. Associated with Gayle and Laver in the undertaking are Frank M. Jesen, Reuben H. Donnelly account executive, and Joe Kovacs talent manager. Vocalists signed by the group include Nina Gayle, Gayle Stevens, Detroit jazz singer; Inez Turner, former Decca artist; Peggy Oliver (former Ted Weems vocalist), and her ten-year-old daughter, Lory; Betty Gilbert, and Pon Sherrell.

Canteen’s Major Buy

Continued from page 1

value of all the current transactions is about $1,600,000.

Programmed Music is an on-location background music operation headed by Sam Gerh, that uses primarily Seabrook equipment.

Although housed with Allen Music Company here (former Seabrook distributor, which it acquired in January), it was a separate operation.

Gerh is a veteran of some years in the background music field and was formerly with Standard Music (PM background music firm) here.

PM will cost Canteen some 3,000 sheets of common stock, making the transaction a little better than $100,000. Canteen closed on the sale of all assets of the last Thursday at 3:45. PM reported a profit in the second quarter of $19,888.

Announcement of the outright purchase of Bush was made by Frederick L. Schuster, Canteen board chairman, who said Bush is to become a division of AC Acoustic Music Services, Inc., Canteen’s recently set-up subsidiary, headed by Joel Kleiman. It is Automatic that is handling Canteen’s interests in so-called second selling fields.

SMASH SALE

MARY "BIRD BABY" WELLS

I DON'T WANT TO TAKE A CHANCE

TAMLA/MOTOWN RECORDS

TAMLA 24044

Available in 4-color sleeve for counter and rack display.

DJ's Write Dept. B for Samples.

TAMLA/MOTOWN RECORDS

624 W. Grand Blvd.
Detroit 3, Mich.

TALENT TOPICS

HOLLYWOOD

Auburn Records’ 13-year-old Kari Lynn goes on her first out-of-town promotional tour to push her debut disk, “Summer Day.” She heads north for a three-week swing that includes three TV appearances within two weeks in the San Francisco Bay Area... Johnny Cash, who will top-line shows in Anchorage, Alaska, July 6-10, will reportedly bow attendance records during his Alaskan one-nighter stay a week prior.

Mercury’s Johnny Preston heads for an 18-day, 15-city mid-Atlantic and Southeast States tour, starting Friday (19) ... Chappell’s Frank Avalon leaves Monday (15) on a 14-day singing tour of the South Atlantic States district, with wife and two of his shows to be televised. He’s due back here July 5 ... Decca’s Brenda Lee is currently on a month-long one-nighter tour north through the South and West, ending July 7. ... Jimmy Wakely opens a three-week stand at Las Vegas’ Golden Nugget, sharing the spotlight with his wife, Linda, in her Vegas debut. She recorded “Yes, I Was Lonesome Tonight” on the Starday label. Lee Zhale.

CHICAGO

Annual Jambalaya hosted the official opening of his Alhambra bistro Thursday (22) ... Fifi Fitterman put in a benefit appearance at McCormick Place Friday (16) for the Junior Auxiliary of the University of Chicago Cancer Research Foundation... Comedian Bill Dana and fellow Bob Barker fans are at Freddie’s in Minneapolis until July 2. ... In Southern California, trumpet, is set to play the Indiana Jazz Festival, Evansville, Ind., Saturday afternoon and evening (24). ... Vee Jay Records will record Leonard Chess during his performance there. He’s been working his seat at the Blind Pig Mondays and at Joe Segal’s jazz sessions at the Sutherland Lounge Tuesday... Also scheduled for TV appearances: the Dave Brubeck Quartet and his combo, jazz singer Jimmy Rushing, and Al Cobine’s band, Friday night at the Paul Winter Sextet, Col- legiate jazz winners, and Dave Lambert’s Dixie. Sat., Saturday afternoon (34). Dule Ewington and Roland Kirk, Saturday night (24); R&B stars Jerry Butler and the Teen Kings, Sunday night (25). The world premiere of "I Am the Gospel Road of Jazz," a dramatic musical production, will be presented Sunday afternoon (21).

CINCINNATI

Lawrence Welk and his musical ensemble played to 7,382 paid in a single performance at Cincinnati Gardens Monday Night (12) for a gross just a few dollars shy of $25,000. Singerscreen Bobbie Bare spent the past week in Nashville huddling over new material with songwriters Jack Clements and Barry. Bare will do several of Howard’s tunes on the next album, released this week at the Owen Bradley Studios there next... Dole Stevens, the Cincinnati Pops, the Terriers show biz and music columnist, and his group, called Jack Clements, last week bowed their new Fraternity Records album, "You’re the Wizard and the Beard." In the comedy package, Stevens, who sports heavy sets, is playing the straight role to comedian Clements. Bill Sachs.

PITTSBURGH

Dick Roman opened June 19 at the anchora night club for two weeks. He’s doing a Top 40 cocktail party at LeMorton for Joe Kauffman, who used Roman as a performer on Channel 4, to mark the debut of Negi on Martin’s new world label, Negi’s first album, "Tanto Blue," composed by Martin, is expected to arrive next week. Larry Gassen and Charles Caputo.

LENKE MENDOLIOVA

FOLK TALENT & TUNES

By BILL SACHS

Jeanie Hall and the Frontiersmen this weekend began an extended trek with Rex Allen, which will include a number of major rodeo dates starting with Eureka, Calif., July 24. Other rodeo bookings include Mollala, Ore., July 14; Wall Lake City, July 18-20; Hackett, Calif., July 25-28, and Colorado Springs, Colo., August 12-13. Following the Allen tour, Jeanie and the Frontiersmen will join Dale Robertson for a series of rodeo bookings in the Southwest, beginning at Texasarkana, Ark., September 11-12, and following Austin, Tex., September 21-24, and Pinebluff, Ark., September 25-30. The group is also tentatively scheduled to do Little Rock, Ark., October 2-4 with the "Gummokeo" trio, Chester, Doc and Kitty.

RCA Victor artist Roger Miller is reporting what he feels is a potential hit in his latest release, "When Two Worlds Collide," and he’s playing the disc and colliding business to the hilt. He’s been hit twice in recent weeks while riding his motor scooter—and both times by women drivers. The last incident put him in the hospital for a week. He’s on the mend, however, and back in harness again... Eleven-year-old Rob Clarks, who is doing some very funny stunts on the juglantry on the Capitol label with her new release "Dear John, Your Sake," has been making rounds of deejays to plug the new one among others.

Finalists in the Pet Milk Com- pany’s Fourth Annual National "Grand Ole Opry" Talent Contest, sponsored jointly by the Pet Milk and the Opry, will be announced at a late announcement, which is expected to be announced at the Opry’s annual boot store, The Opryland, Nashville, Tenn., Thursday night, June 27. The winner will be flown to Nashville for the announcement, the contest winners, and their respective television and radio stations will be flown to Nashville to attend the contestopening.

"Country music is still going strong in San Antonio," said Billy Deeney, deejay at KMAC that city. "A country music show, sponsored by the local Ford dealership, Rose Madox of Gordon Terry, plays its show at KMAC June 5, while "Bill and the Burnouts," sponsored by Billy Miller, Carl Butler, and yours truly pulled capacity business here June 7 and 8. Deeney’s show has recently added a new feature, "Ted Stepp Down," written by Ted Stepp himself, and features a little fence-type ditty titled "Your Precious Love."

Deeney may or may not be going to Billy at the above station.
Are you ready?

Two remarkable* singles from Reprise.

Frank Sinatra
Granada
B/w The Curse of an Aching Heart
R-20,010

Mavis Rivers
Cheatin' Billy
B/w I'm Not Lonely
R-20,011

* An unconscionable understatement... considering the inordinate uniqueness of material, the fresh, driving sounds, the break-it-up Billy May-Neal Hefti arrangements; and the apparent likelihood that these unusual singles are the cinch hits-to-be of the year.
Rep. Cellier Explodes Over BMI Competitive Tactics

Continued from page 3

Cellier said that the record at Justice showed a "weakening" rather than a strengthening of any case against BMI as to antitrust violations, and that it was a "fiasco." Cellier challenged Loewenberg to say whether the public interest was served by the BMI consent terms allowing such subsidy. The antitrust chief, who has been in office only a few months, said he could not, because he does not know all of the facts in this case.

Cellier had a rough one for Minow: "If proof of anti-competitive showing is given (in the case of a station owning BMI stock and allegedly favoring BMI music) will it jeopardize a station's renewal? Would it not reflect on the character of the broadsheet stock? If BMI subsidizes a station, it must be causing competitive disadvantage to composers in another licensing organization."

There were many "ifs" in the question for Minow. He got onto safe ground by invoking FCC's need to protect the public interest, and said if proof of such pressure were given, "we would be very much concerned." Cellier said that even if all the networks divested of BMI stock (ABC being the last investor), the individual stations still own it, this is a competitive advantage that is utterly unwarranted, and that this will not rest until there is complete disposal of BMI stock from every station in the United States. Cellier said the recommendation by the antitrust subcommittee is still pending at the Justice Department, and that the Celler report would be "emboldened" to offer subsidies of $10,000 to $15,000 a year, which would give BMI writers exclusive licensing. He asked if any ASCAP contracts were "terminated" so that BMI had "succeeded" to BMI's role, in the background scoring field.

Cellier also said he did not know of these aspects, beyond the fact that BMI could subsidize writers under its decree, Counsel Maltese challenged Loewenberg to say whether the public interest was served by the BMI consent terms allowing such subsidy. The antitrust chief, who has been in office only a few months, said he could not say, because he does not know all of the facts in this case.

I Hit Comedy
"The Cow and I"
Song of the Rain

Hit Records
Bobby Williams on KAPP
20th Century Strings on 20th FIE
Mills Music - N. Y. C.

The Bilbao Song - Andy Williams
Cadence 1958
I'm Gonna Knock on Your Door - Eddie Hodges
Cadence 1957
Never on Sunday - The Chordettes
Cadence 1952
Water Boy - Don Shirley Trio
Cadence 1952

In addition to its Capitol-Cole pact, it owns several Cole TV show titles. Associated Artists is a Netherlands Antilles corporation, headquartered in the city of Willemstad on the island of Curacao in the Dutch-owned Caribbean group. Cole attorney Leo Branton set the deal.

In years of leadership, Cole's affliation with Capitol is among the largest artist-label affiliations in the pop disk field. He was signed by Glenn Wallace, Capitol's president today (then its executive vice-president), in 1943, and his first release ("Straighten Up and Fly Right") was the year-old firm's third hit, preceded by Ella Mae Morse's "Cow-Cow Boogie" and Johnny Mercer's "Strip Tease Polka."

Since those early days, Cole has emerged as one of the world's most foremost artists and top record sellers, and Capitol has grown into one of the top major labels. Cole's disc career will be reviewed in a forthcoming Capitol triple LP package titled "The Nat King Cole Story," in production, which will include all of his all-time best sellers.

Enormity of owned programming material, NA, are under coming proposals by Justice and by the Office of Network Study, which the FCC, their spokesmen reported.

Also stemming from Celler Anti-trust suits to date, plus legislation proposed by other House members, including Rep. James Roosevelt (D., Calif.), is the prospect that all consent decree terms will be canceled, and the FCC be entirely set into effect. This will allow interested parties to comment. Loewenberg said procedures are being considered at Justice, and that the attorney general may soon have an announcement on it.
you can't sell them all...

... but chances are, you'll sell a lot more of your prospective customers after you read and act on the latest...

SOUND SALES OPPORTUNITIES FOR PHONO-RECORD DEALERS

detailed and documented in the

DEALER (NAMM) CONVENTION ISSUE

COMING: JULY 17

DEALERS:

The Dealer (NAMM) Convention issue has the answers to some of your most perplexing problems:

● What new and successful selling techniques am I missing?
● What new profit opportunities are currently open to record-selling dealers?
● What should I know about the phono sales trends in the months to come?
● What do dealers and suppliers think of the FCC decision on Multiplex stereo-recording? How will it affect tape equipment sales for the phono-record dealer?
● What is the dealers' role in the coming radio sales picture?
● How can I build accessories sales and profits?
● What phonographs sold best through record-selling stores? What tape recorders? Accessories?
● How do my sales compare with the averages of other dealers?

RESERVE YOUR SPACE NOW! ADVERTISING DEADLINE: JULY 12

MANUFACTURERS:

Plan now for your BIG Dealer Convention (NAMM) sales campaign... Billboard Music Week dealers want to know about your products... your dealer plans... your strong promotion program. That's why they're sure to give your important advertisement top-level attention and long-term readership in the Dealer Convention Number dated July 17.
Live-Talent Shows Tap Nation’s Disk Jocks For Emcee Chairs on Indoor, Outdoor Stage

- Continued from page 2

Bill Bright and his orch. played the first show around the country, "Concert Under the Stars" June 15 at the Palisades Park, New Jersey. The program was produced by the Committee on Religious Education for the Evangelical and Reformed Church in New Jersey.

Recordings of the Deejay Bill Bright's show-enamed WRCV radio broadcast of the concert were offered for sale at any one of the 35 WRCV stations in the shopping center. Station WRCV features "big band" music exclusively on the air. More outdoor big band concerts are planned by WRCV, for a series of three this fall.


The Palisades amusement park in New Jersey is again being turned over to its disk jockeys, for its "Jingles and Jams" program July 13. Jingles and Jams DJs, for whom the WRCV broadcasts are recorded, have been chosen as "guest" jockeys for this year's program. Among them will be Murray Kaufman, WINS, New York, and other Manhattan jockeys handling the shows.

Al Collins, KSFQ, San Francisco, is an added attraction at the Annual Music Conference at the California Tea Room, Los Angeles, Calif. Collins' voice was heard in the Battle of the Atlantic City July 29. He will also play the Hollywood Bowl, Kansas City, Centennial Exposition, the Indiana State Fair and many others.

Fair. Talent on the shows will vary from place to place. The line-up included Bobby Byers, Frank Cannon, Tom Neal, Tommy Dorsey, Duke Ellington, Billy Eckstine, and others.

FCC to Allow Acquisition of All-Tape Station

MILWAUKEE -- The FCC has approved the purchase of WMJF-FM in Milwaukee from a station owner who has been trying to sell it for more than a year. The sale includes a station in Wisconsin that is currently non-commercial, and a station in Iowa that is also non-commercial, but was purchased by the new owner last year.

The FCC's approval of the sale comes after several years of negotiations and legal battles between the two parties. The new owner, a local businessman, had been trying to buy the station for several years, but was constantly rebuffed by the previous owner. The FCC's approval of the sale is seen as a major victory for the new owner, who has been fighting to acquire the station for several years.

JOHNNY CRAWFORD

The FCC's approval allows the new owner to move forward with plans to revitalize the station and expand its programming. The new owner has already been in talks with local musicians and community leaders about the potential for the station to play a more active role in the local music scene. The new owner has also been working to secure funding for the station, with the goal of returning it to commercial status and providing a platform for local artists.

This approval is seen as a major step forward for the station and its community. The new owner has been a vocal advocate for the station, and has worked tirelessly to bring it back to life. The FCC's approval is a testament to the hard work and dedication of those involved in the effort to save the station.
CLAUDE KING

"BIG RIVER, BIG MAN"

B/W SWEET LOVIN'

4-42043 also available on single

KING-SIZE TALENT...
KING-SIZE SONGS...
KING-SIZE SALES...

ON COLUMBIA RECORDS

Managed by Tillman Franks Enterprises 604 Commercial Bldg. Shreveport, La.
**VOX JQX**

JUNE 19, 1961

**THE QUESTION**

Apart from sending you record releases, how can record manufacturers promote their labels' station jockey shows?

**THE ANSWERS**

**GENE MACKIE**

WVBC, Boston College, Chestnut Hill, Mass.

Here are five suggestions that might help all地质 concerned.
1. Tell the local public that company's interest in us and our station. A usual nominal charge that stations can't afford.
2. Give us the copies of the records and show us how they are presented.
3. Help In programming special events or promotions. 4. Eliminate by their actions.

**W. TERRY STUART**

WBWC, Baldwin Wallace College, Berea, Ohio

Follow your ideas on some ideas from our W B W C production.
1) Transferred attention from a day's work to an open-minded, well-informed group.
2) Budget was much larger than known.
3) Monthly lists of singles and albums selected on master discs for distribution.
4) Recordings of artists that might make themselves available for interviews on college stations.
5) Larger companies could press their top singles and albums selections on master discs for distribution.

**NATHANIEL KRAMER**

WKCR, Columbia University, New York

College deejays usually rely more on personality and album shows than the "Now 40 format" which is so prevalent at professional stations. Since little commercial time is sold, the deejay must rely more on his professional counter-part. If the company sends out newsletters on a regular basis, deejays will help fill this time.

**BILLY JAKER**

WALL, Adelphi College, Jamaica, New York

What college record shows need more than records are promo sheets with a man can add lyrics and package them in full-length feature packages which can help new-records in the process of production.

**BUSSE & COWLEY PIX**

Mixed in Last Issue

**NEW YORK.** The photos of disk jockeys Henry Busse Jr., Denver, and Paul Cowley, West Palm Beach, Fla., identified in BMW's "Programming Profile List" feature last week. Busse's name was run under Cowley's photo and Cowley's name appeared under Busse's picture. Sorry.
PICKED BY ALL TRADES!

JOE DOWELL
WOODEN HEART (Melody, ASCAP), (5:00) — The tune has been a smash hit for Joe. People naturally is-handed a major structure trading for Dowell over excellent support. The song is in both English and German, with a "Little Old Lady" (Jerry Frank, BMI) 1527) Smash 1788

The Cash Box
Pick of the Week
JOE DOWELL (Melody, 1788)
(3:00) "WOODEN HEART" (7:00)
(4:00 ASCAP — Regent, Turner, Wintner)

The Music
REPORTER
JOE DOWELL
"WOODEN HEART" (SMASH 1796)
Rumbler - Borrower-Winn-Win

Wooden
Heart
Joe Dowell
SMASH S-1708

Another unanimous trade pick!
"FOUR SHY GIRLS" (IN THEIR ITSY BITSY TEESE) • The Girl Friends
PIONEER 71833

Breaking big in Chicago!
"PEANUTS" • Rick and the Keens
SMASH S-1705

FROM THE HOUSE OF HITS/SPECIAL PRODUCTS DIVISION of Mercury Record Corporation, Chicago 1, Ill.
**Invitation to Tea Party Draws Gals to Stereo**

MURRAY, Utah — Since women control the family purchasing power and often know little or nothing about stereo equipment, it behooves the retailer to attract them to the music store. Murray’s Dee’s Stereo recently did just that by inviting women to a Hi-Fi Tea Party at the Stereo Shop, held at Murray’s American Radio History store. The event was a big success and attracted a large number of women, many of whom purchased new stereo equipment.

**Webcor Debuts Broad New ‘62 Equipment Line**

CHICAGO — Webcor has introduced three new lines of stereo equipment for 1962, including the new 180-carat diamond-cut stereo console model, stereo console phonograph, and stereo amplifier-hi-fi speaker systems. The new lines feature advanced electronics and are designed to meet the demands of today’s sophisticated home stereo systems.

**BEST SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERs**

These are the nation’s best sellers by manufacturer, based on a monthly survey using personal interviews with a cross-section of high-end radio dealers. A different price group is published in this chart each week.

**BEST SELLING MONO TAPE DECKS AND DECKS**

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<thead>
<tr>
<th>Position</th>
<th>Make</th>
<th>Model</th>
<th>Price</th>
<th>Weight</th>
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<tr>
<td>1</td>
<td>Webcor</td>
<td>2600</td>
<td>$399.95</td>
<td>25 lbs</td>
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<td>2</td>
<td>Telefunken</td>
<td>2000</td>
<td>$379.95</td>
<td>20 lbs</td>
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<td>3</td>
<td>Technics</td>
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<td>Ampelex</td>
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<td>5</td>
<td>Revere</td>
<td>1200</td>
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**NEW DEALER PRODUCTS**

**Stereo Phonograph Console**

One of the latest products to hit the market is the stereo phonograph console. The unit features a built-in record player and a full-size phonograph, providing a complete audio entertainment system. The console is designed to fit into any home decor and offers excellent sound quality.

**Dealer Bonus Plan Display**

The Picking Company, Plainview, N.Y., has introduced a new bonus plan that rewards dealers for the purchase of high-end stereo equipment. The plan offers dealers a percentage of the selling price for each sale made, helping to increase profits and encourage additional sales.

**Lightweight Stereo Cartridge**

The second audio product to come out of the Audio Dynamics Corporation, Rowdewood, N.Y., is a lightweight stereo cartridge designed for use with the Audiocord. It features a low-profile design and a high-quality, anti-skate feature, making it suitable for use with a wide range of turntables.

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**Philco Distrib sys See New Line Phonos, Radios**

ATLANTIC CITY — philco de- buted a brand-new line of phonographs and radios at its distributor convention this week. Each new stereo phonograph has been equipped to receive FM stereo broadcasts, and the company an nounced that its AM-FM-FM phono graph adapter will be available during the summer, with a retail price of $49.95.

Five new portables will range in price from $29.95 to $34.95, while six brand-new FM consoles will run from $49.95 to $59.95. All of the new models feature a built-in stereo speaker, and the company has announced that it will offer a full line of record players and phonographs for the coming season.

The company is also offering a new exclusive development known as the “Music Compensator,” which is reported to increase fidelity at all volume levels. All models are equipped with jacks for adding “outfitting” speakers. The latter will be available at $29.95 and a $34.95 suggested list. In addition to all of the above, the company has introduced a new line of hi-fi speakers, which includes a special studio cabinet, a new line of hi-fi speakers, and a new series of hi-fi speakers, which includes a special studio cabinet, a new line of hi-fi speakers, and a new series of hi-fi speakers.

In the Audio side, Philco has come out with seven new table models ($14.95 to $34.95), which includes a built-in clock and a new line of hi-fi speakers, as well as a new line of hi-fi speakers, and a new series of hi-fi speakers.

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**April Phonos Sales Show High Drop**

WASHINGTON — The new-com- plaint-ridden-selling pattern of phono graph sales in radio sales continued in April as Electronics Association sales figures showed a decline of about 10 percent in sales.

Sellers were down in all catego ries of phonos sales, both retail and factory. The smaller, less expensive sets were affected the least, while the high-end models showed the steepest drop.

---

**Chi Hi-Fi Home Show Slated August 25-27**

CHICAGO — The 10th annual Chicago Hi-Fi Home Entertainment Show will be held at the Hotel Sherman, August 25-27. The show, which had been postponed from its usual mid-June date, was announced last week.

The moving up of the date came as a result of increased interest in home music reproducing equipment due to the advent of FM multiplex stereo.

---

**Artl A Sets Stereo 4-Tack Tape Series, Due This Month**

Beginning this month, Artl Audio will offer a four-track stereo tape series. The series includes 12-inch, monaural cabinets, and stereo cabinets, as well as a stereo speaker set. The series is designed to be used with the company's "Bartender's Bride." The tapes will be priced at $7.95 and $11.95.
GOING ALL THE WAY!
I FALL TO PIECES
Patsy Cline
31205
and watch these climb...
SERMONETTE ........................................ E. Earl Grant 31263
THAT'S WHAT I CALL TRUE LOVE c/w PRETTY LITTLE GIRL IN THE YELLOW DRESS ........................................ Carl Dobkins Jr. 31260
TAMMY, TELL ME TRUE .................................. Sandra Dee 31265
HAVE A DRINK ON ME ..................................... Billy Grammer 31274
NEW DEALER PRODUCTS

Kit Is a Needle ‘Needler’

Jensen Industries has begun the first in a line of combination needle kits. The unit is at one time a counter or wall display, complete with inventory book, sales literature and complete needle information. The unit’s loose leaf binding provides for easy customer perusal. The display item is called the Jensen Needler.

Stereo Tape Head in Kit

Fidelitone Microwave of Chicago has come up with an easily installed and tightly packaged stereo tape head kit that solves the problems of merchandising of this replacement part. The compact kit contains a four-track record and playback stereo tape head. And with each item, the company is giving a three-inch reel of Auminium alignment tape, and electrical connector and the necessary hardware for making the installation. The line contains four tachometers. It is being made available to record dealers as an over-the-counter accessory item.

APRIL PERIOD’S RADIO SALES & OUTPUT DROPS

WASHINGTON—The retail sale and personal production of radios in the United States, which has been on a slow upward slide for the past few months, took a decided decline in April. According to figures released this week by the Electronic Industries Association, the EIA statistics revealed that retail sales fell during April as compared to March dropped some 230,000 sets. On the production side the April units were 259,000 fewer sets were turned out in April than March.

As far as year-to-date figures are concerned, retail sales showed that a scant 89,000 radios were sold in April, compared to 111,000 have been sold in 1961 than in 1960, while production is approximately 182,000 off the 1960 pace.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at a discount. This week’s listings are starting and expiration dates for each deal, as well as the date of issue and page number of the original newsrelease/press release providing details of each promotion. Please consult those for full information.


Dick Schwartz, the LP record man at the concert at 5:30 or 6:30 at $2.98. Dinner Main Court main up.

REEL ROLLER—Limited time only. Started May 12, 1961.

Heart of the Symphony, LP by Fritz Reiner and the Chicago Symphony Orchestra, a special 1 LP and a one-time offer at a $1.98 attractively printed price line.


Label is being offered in its continuing catalog on its 100-8420 album on a special for 99 cents. Includes a one-time offer at a $2.98 attractively printed price line.

CAMEO—Limited time only. Started May 1, 1961.

Karen Harvey, LP at $2.90 and 50G100 at $3.60 or above. Dealers will receive 90-day delayed billing. Promotion runs to July 31, 1961.

KING—Limited time only. Started May 18, 1961.

Special personal plan. Two reg price LPs for the price of one. Dealer can mark to customer. LP price 1 for 49 cents. Program covers 6 special LPs. See page 7, May 29 issue, for details.

REPLY OPTIONAL

Reveal Dealers’ Ten Pet Paves

NEW YORK—With the advent of the TV boom, a large number of pet pave items are nearly likely to be breaking out new and interesting uses. Concomitant with the new electronic devices are likely to become more and more annoyed with odd requests and suggestions from the public. As the major manufacturers among key retailers in the major markets show coast to coast revealed the following to be the 10 most unpopular phrases heard by them. These have been put together by Synphonics Shows Phonograph Line.

1. “No, I don’t know which movie it’s from; mention a few!”
2. “I don’t want to buy, I just want to see if it’s worth it.”
3. “Tell me how you got your turntable assembled.”
4. “Tell me your background record, no singing, to be a stand-up comic, one slow a beat and, of course, hi-fi!”
5. “I want the sound-track album from ‘Fiddler on the Roof’, record with Maurice Chevalier. I don’t care for him.”
6. “Do you stock this English fellow Mannie something or other?”
7. “How come so and so down the street only charges $2.50, you only charge $3.00?”
8. “Why don’t you stock those nice old 78s, 45s, recorded?”
9. “Have you got needle replacements for Atlantic Turntable?”
10. “Just looking.”

Charles Simmons In Crash Landing

DALLAS — Charles Simmons, 58, a pioneer in the development of the female impersonator, is listed as missing in the worst known as SORD, narrowly escaped death when his light, single-engine plane in which he was a passenger, crashed landed into a chain link fence on the edge of Dallas’ Love Field.

The crash, a Ben-Hur’s Dream, was being flown by West Coast CBS announcer James R. Hawkins, who had stopped in Dallas for refueling on a flight from St. Louis to Los Angeles. Since after take-off on a brief spin, the ship developed engine trouble and just barely managed to glide down and avoid an ironing rush hour traffic on a nearby street, then a shoulder separation and will in a "straightjacket" bandage for six weeks. Hawkins escaped unharmed. Simmons is also vice-president and treasurer of Coghil-Simmons Music Company here.

THE DISK DEALER

Henderson reports that the firm has several new country items on its Wibcat and Ha- cibernate labels, all ready to be used. Releases by Leon Payne, Red Allen, Armstrong and Jesse Hall.

BEN WORTENBY, c/o, desay at WALT, Alton, Mich., reports that he will be taping his country shows from Hollywood for a month beginning June 21 and he’s anxious to receive on-spot interviews from the various artists. The reasons? ‘Cause of his latest album, “My Old Phone Wire than me without it,” he scribbles.

“Ben may be contacted at WALT,” he signs. “Desays needying copies of Leon Ashley’s ‘The Long- est Walk’, on Imperial, may obtain same by contacting Herb Stauch at 613 Gibson Drive, Madison, Tenn.”

WORLD DEALER PRODUCTS

BELL SOUND DIVISION has introduced a hi-fi equipment cabinet to be merchandised as a home recording studio. Lower pull-out drawer has cut-out for Bell stereo tape transport. Above it is space provided for Bell stereo amplifier and matching stereo tuner. Unit, which carries an open list price, is to be used as a traffic-building premium to develop stereo component sales. Design is being urged to offer the unit as a premium to help sell a complete system.

ALBUM COVER OF THE WEEK

FOURTH DIMENSION — Nina Simone, Columbia CL 354. Loves come in a cologne, in a passion, in a feeling of love, in a good night’s sleep, in a new baby. Cover photo and design; Maurice Freedman, Photo by Merritt Franks.

THE TWELVE GREAT TEST SANS

Shure Model 44S. Designed to test records and pickups. Afle, APL 1968. Eye-popping cover design with large photo of female model in bikini. In all colors, $1.98. In both color.

WITH THE COUNTRY JOCKEYS

Continued from page 14

Continued from page 16

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FORCED TO RELEASE AS A SINGLE

the first man in space

JOSE JIMENEZ
THE ASTRONAUT

From The Album JOSE JIMENEZ at THE HUNGRY

NOW AVAILABLE IN SPECIAL COLOR SLEEVE.
CALL OR WIRE YOUR DISTRIBUTOR
KAPP RECORDS
2 sided bell-ringer from Liberty

"A TEAR" "SHE'S COME BACK"

#55344 GENE McDANIELS

...plus this LP bell-ringer

MONOAURAL LP 3101 and STEREO LP 7191

A HUNDRED POUNDS OF CLAY • ARE YOU SINCERE • CRY • THE END • IT'S ALL IN THE GAME • TAKE GOOD CARE OF HER • MAKE ME A PRESENT OF YOU • SEND FOR ME • PORTRAIT OF MY LOVE • ANGELS IN THE SKY • TILL THERE WAS YOU • YOU BELONG TO ME

100 lbs. of Clay! Gene McDaniel.

FIRST IN THE FOREGROUND OF SOUND!
Lockwood Says Americans Own 30% of All EMI Stock Shares

By DON WEDGE

News Editor

About 30 percent of the stock in Electrical and Musical Industries, the giant international recording company, is owned by Americans. According to Mr. Joseph Lockwood, who is in charge of sales and marketing here, this is the proportion of the British company’s stock that is held by Americans.

Mr. Lockwood estimates that there are about 30,000 of the EMI preferred shares owned in America, of which about 80 percent are held in New York.

Mr. Lockwood also says that about 3,000 of these shares are owned by friends of people in the company, and that only about 7,000 are owned by Americans who are not connected with the business.

He adds that the EMI stock is considered a good investment, with an annual dividend of 2.5 percent.

BELGIUM

New German Publishing Firm
To Specialize in Juke Tunes

By BRIGITTE KEEN

Music Editor, American-Market, Brussels

Munich has now another music publisher: The Plattner-Musikverlag, owned and run by a music publisher here.

The firm’s plans are to publish and market music publishers, with the intention of becoming a leading publisher of music in the U.S. and Europe.

Mr. Plattner, who is the proprietor of the firm, says that he plans to publish music for all types of instruments, including piano, violin, guitar, and other forms.

Mr. Plattner has already acquired a number of music publishers, including J. C. Bach, and is also negotiating with other publishers for agreements.

Mr. Plattner says that he is planning to publish more music in the future, and is considering the possibility of publishing music for radio and television.

FRANCE

Marconi Club Hits 70,000

By EDDIE ADAMS

92 years of the Marconi Award

The Palme Marconi Club was formed in 1926, and has a membership of 70,000. The club has been awarded to members of the record industry for making significant contributions to the industry.

The club’s membership includes such luminaries as Isaac Babel, Ezio Pinza, and others. The club’s annual membership fees are $1,000.

Mr. Adams says that the club has been very successful, and that the awards have helped to promote the industry.

He adds that the club’s membership has grown over the years, and that the awards have become more prestigious.

Mr. Adams says that the club is planning to continue to grow, and that the awards will continue to be given to the industry’s most deserving members.

AUSTRIA

Dignitaries Hear
Vienna Concerto

By FRED ZILKER

Melodiplate 1, Vienna

As part of the festival, Casa di musica also held a concert in Vienna, which was attended by a number of European dignitaries. The concert was held at the Wiener Musikverein, and was attended by the president of Austria, the prime minister of Germany, and other high-ranking officials.

The concert featured performances by the Vienna Philharmonic Orchestra, under Gerlini Silvetti, and the Vienna State Opera, under Erich Leinsdorf.

The concert was considered a success, and was attended by a large number of people.

PHILIPPINES

Steve Lawrence
Tune Still Tops

By LISAN M. TRENCHARD

The current smash hit in Manila, "For My Little Girl," by Steve Lawrence, is still the most popular recording in the country. The song has been on the charts for more than 10 weeks, and is currently at No. 1.

The song was released in Manila on March 1, and has been in the charts ever since. It is currently the most popular song in the Philippines.

The song is a love song, and is about a love affair between a young man and a young woman. The song is very popular in Manila, and is often played on radio stations.

The song was written by Steve Lawrence, and is produced by his record company, the Columbia Records.

NEW ZEALAND

Network Nixes
Ernie Doe Deck

By FRED GEER

P. O. Box 3643, Auckland

As explained in a previous column, the New Zealand Broadcasting Board has decided to ban the music of Ernie Doe from the airwaves.

The Board’s decision was based on the song’s controversial lyrics, which were considered offensive by some listeners.

The song, "Canal Street Blues," was released in the U.S. in 1963, and was a hit in New Zealand.

The song was written by Ernie Doe, and is produced by his record company, the Epic Records.

COLUMBIA ISSUES SPACE LP

By TEN KATTO

Tokyo correspondent

Nippon Columbia has just released a new album of space music, "The World of the Space LP." The album features music by some of the world’s leading space composers, including John Williams and Richard Strauss.

The album has been well-received by listeners, and is expected to be a hit.

The album was produced by the Japan Music Society, and is available in record stores throughout the country.
Al Martino sings "HERE IN MY HEART"

Re-Recorded on Capitol, more exciting than ever. The flip side is his great rendition of GRANADA. Watch the temperature climb on this one. No. 4593
### VOCAL LP’s

<table>
<thead>
<tr>
<th>Title (Label)</th>
<th>Sales (Store)</th>
<th>Top LP Rank</th>
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<tbody>
<tr>
<td>ALL THE WAY (Capitol)</td>
<td>5 (15)</td>
<td>1988</td>
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<td>CHEAT ANCHOR WORKSHOP (Capitol)</td>
<td>129</td>
<td>1988</td>
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<tr>
<td>PAUL ANKA FROM H.Bar (Capitol)</td>
<td>9 (10)</td>
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<tr>
<td>BILANCIONI BARKER (Capitol)</td>
<td>119</td>
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<tr>
<td>SONGS OF THE SAILOR (Capitol)</td>
<td>177</td>
<td>1988</td>
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<td>RONNIE’S BIGGEST HITS (Capitol)</td>
<td>37</td>
<td>1988</td>
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<tr>
<td>CALIFORNIA (Capitol)</td>
<td>81</td>
<td>1988</td>
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<tr>
<td>COME DANCE WITH ME (Capitol)</td>
<td>35</td>
<td>1988</td>
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<tr>
<td>COME IN WITH YOUR MIGHTY ARM (Capitol)</td>
<td>119</td>
<td>1988</td>
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<td>DINNER AT THE COPA (Capitol)</td>
<td>133</td>
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<td>FOUR EYES (Capitol)</td>
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<td>DEDICATED TO YOU (Capitol)</td>
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<td>BEVERLEY’S SINGING (Capitol)</td>
<td>130</td>
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<td>FAITHFULLY YOURS (Capitol)</td>
<td>157</td>
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<td>GENEROUS HITS (The Roadside Singers)</td>
<td>79</td>
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<td>GENIUS PLUS SOUL EQUALS JAZZ (Capitol)</td>
<td>74</td>
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<td>HEAVENLY (Capitol)</td>
<td>137</td>
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<td>HUMOROUS SONGS (Capitol)</td>
<td>143</td>
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<td>JOHN HORTON’S BIGGEST HITS (Capitol)</td>
<td>64</td>
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<td>I’LL BUY YOU A STAR (Capitol)</td>
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<td>IT’S A PONY TAIL WHEN YOU SING (Capitol)</td>
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<td>JOHN HORTON (Capitol)</td>
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<td>KISS ME (Capitol)</td>
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<td>ricular HITS (Capitol)</td>
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<td>NEARLY THE END (Capitol)</td>
<td>91</td>
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<td>THE EXHILARATION (Capitol)</td>
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<td>THE BEST OF YOUR UP’S (Capitol)</td>
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<td>THIS IS BRENDA (Capitol)</td>
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### INSTRUMENTAL LP’s

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<th>Title (Label)</th>
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<tr>
<td>BEST OF THE POPULAR PIANO CONCERTOS (Vladimiroff)</td>
<td>35 (40)</td>
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<tr>
<td>BLUE HAWAII (Mercury)</td>
<td>100</td>
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<tr>
<td>CALCUTTA (Mercury)</td>
<td>7 (2)</td>
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<td>ITALIAN SAPPHIRE (Mercury)</td>
<td>19 (4)</td>
<td>1988</td>
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<td>LAST DATE (Mercury)</td>
<td>76 (46)</td>
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<td>MADE IN ITALY (Mercury)</td>
<td>30</td>
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<td>NAVACY GOES LATIN (Mercury)</td>
<td>103</td>
<td>1988</td>
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<tr>
<td>ORANGE BLOSSOM SPECIAL &amp; WREATHS (Mercury)</td>
<td>41 (14)</td>
<td>1988</td>
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<tr>
<td>SAIL ORNAMENTAL (Mercury)</td>
<td>133 (10)</td>
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<td>SAY IT WITH MUSIC (Mercury)</td>
<td>37 (44)</td>
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<td>SONGS TO REMEMBER (Mercury)</td>
<td>103</td>
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<td>SOUVENIR OF SPAIN, VOL. 1 (Mercury)</td>
<td>119</td>
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<td>STARR’S SUMMER SONG (Mercury)</td>
<td>77</td>
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<td>TEMPTATION (Mercury)</td>
<td>96</td>
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<td>TWIRL (Mercury)</td>
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<td>WINTERLAND BY NIGHT (Mercury)</td>
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### SHOW MUSIC

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<td>CARMEN (Capitol)</td>
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<td>CARNIVAL (Capitol)</td>
<td>15 (77)</td>
<td>1988</td>
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<td>DO OR DIES (Capitol)</td>
<td>25 (77)</td>
<td>1988</td>
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<tr>
<td>DOROTHY DANDRIDGE (Capitol)</td>
<td>129</td>
<td>1988</td>
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<td>FRED ART (Capitol)</td>
<td>103</td>
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<tr>
<td>GEMMA (Capitol)</td>
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<td>GYM (Capitol)</td>
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<td>GYPSY (Capitol)</td>
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<td>HOLIDAYS (Capitol)</td>
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<td>MAN WITH A MUSICAL MIND (Capitol)</td>
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<td>MY FAIR LADY (Capitol)</td>
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<td>THE SOUNDS OF MUSIC (Capitol)</td>
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<td>SOUTH PACIFIC (Capitol)</td>
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<td>TENNESSEE (Capitol)</td>
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<td>WIND (Capitol)</td>
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<td>WEST SIDE STORY (Capitol)</td>
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<td>WILMA (Capitol)</td>
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<td>SONGS FROM THE DROWSY CHAPERONE (Capitol)</td>
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### CLASSICAL & SEMI-CLASSICAL LP’s

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<th>Title (Label)</th>
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<tr>
<td>SIXTY YEARS OF MUSIC AMERICA LOVES BEST, VOL. 3 (Capitol)</td>
<td>74</td>
<td>1988</td>
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</table>

### REVIEWS OF THE WEEK

**GIDGET GOES HAWAIIAN**

James Darren (Sings the Movie), Capitol CP-4148 — The title Gidget Goes Hawaiian is a small bit of sales success, and its sequel "Gidget Goes Hawaiian" could be equally hot. Darren, who appears in both films, washes two tunes from the sequel in this package, plus a group of other movie themes — "Hand in Hand," "Because You’re Young," and so on. He has a pleasant voice, and his picture on the cover gives package good seasonal display value.

**SOMETHING FOR EVERYBODY**

EVA GEST (Capitol EVA) Victor LSP 3757 (Stereo & Monaural) — Eagle is in his usual standout, dramatic form on two newly released albums of his. One is devoted to ballads, the other side for the adults, while Side 2 rocks and jumps all over the place for the younger fans. The last James P. Johnson, who died in 1952, was one of the kings of the stride piano. His 72 tracks are all overorchestrated and excellent. Among the fine tracks are "Charleston," which Johnson himself wrote, and Besse Smith's "Backwater Blues."

**Jazz**

**BACKWATER BLUES**

The Stride Piano of James P. Johnson. Riverside RLP 1001 (Stereo & Monaural) — Johnson has effectively packaged and recorded the piano solos of James P. Johnson, whose death in 1951 was one of the kings of the stride piano. His 72 tracks are all overorchestrated and excellent. Among the fine titles are "Charleston," which Johnson himself wrote, and Besse Smith's "Backwater Blues."

**Classical**

**HAYDN: THE SALOMON SYMPHONIES (Vol. 1) (5-12 LP)**

The Royal Philharmonic Orchestra played under Sir Thomas Beecham and recorded at the London Symphony Orchestra. The first LP was cut in stereo, but it was wisely decided to enhance first set of three discs, which are regarded as offering the finest intepretations of these works. The transfer provided a good if unspectacular stereo effect that should help extend the sales life and strength of this set.

**ADAM: GISELLE (Complete ballet) (5-12 LP)**

London Symphony Orchestra (Trifilar). Mercury SR-4024 (Stereo & Monaural) — The latest in the label's series of complete ballet works should be of solid interest to all balletomanes. The performance of the well known, but still enjoyable mambo score of "Giselle," is not to the full extent. London Symphony Orchestra is not first rate and the stereo sound is of the highest order. The album notes present the complete plot of the ballet, which adds its sale value. An excellent two-LP disk that should earn dollars over dealer's counters this summer and fall.

**VERDI: REQUIEM (5-12 LP)**

Gigli, Pini, Caniglia, Stignani, Rome Opera House Orch. (Selena). Angel GBL 4002 — These are noted performances — a fine addition to the "Great Recordings of the Century" series. An attractive booklet is included in the handsome two-record boxed package. Sidere were recorded at the Opera House, Rome, in 1939 and first issued in 1945. Collectors and connoisseurs will appreciate this material.

(Continued on page 35)
THE HOTTEST RIGHT HAND IN THE BUSINESS...

and it's making a brand-new hit out of a long-time favorite!

FLOYD CRAMER "SAN ANTONIO ROSE" 7893
c/w "I Can Just Imagine." Ask your distributor about Compact 33, the newest idea in records.
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<tr>
<td>1</td>
<td>MOODY RIVER</td>
<td>Pat Boone, Dec 1099</td>
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<td>2</td>
<td>TRAVELIN' MAN</td>
<td>Roy Nelson, Imperial 45</td>
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<td>3</td>
<td>QUARTER TO THREE</td>
<td>Roy C. Beals, King 5498</td>
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<td>4</td>
<td>STAND BY ME</td>
<td>Ben E. King, Atco 6194</td>
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<td>5</td>
<td>RAINDROPS</td>
<td>Dean Clark, Vee Jay 361</td>
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<td>6</td>
<td>THE WRITING ON THE WALL</td>
<td>Adam Wade, Cond 193</td>
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<td>TROUBLE IN MY HEART</td>
<td>Frankie Lymon, Mercury 78</td>
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<td>BULL WEEVIN' SONG</td>
<td>Brook Benton, Mercury 564</td>
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<td>THOSE OLDS OR GOODIES</td>
<td>Little Willie John, Del 4158</td>
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<td>RUNNING SCARED</td>
<td>Roy Drusky, Monument 43</td>
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<td>I ALWAYS HURT THE ONE</td>
<td>Clarence Henry, Argo 1306</td>
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<td>Fats Domino, MCA Victor 704</td>
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<td>YELLOW BIRD</td>
<td>Arthur Lee, R&amp;B 5017</td>
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<td>DANCE ON LITTLE GIRL</td>
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<td>HELLO MARY LOU</td>
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<td>Mamarosa, Argo 301</td>
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<td>LITTLE BOPPIES</td>
<td>Little Richard, Columbia 34786</td>
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<td>I'M A POOL TO CARE</td>
<td>T-Bone Walker, Capitol 1704</td>
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<td>23</td>
<td>ONE HUNDRED POINTS OF CLAY</td>
<td>Gracie Fields, Liberty 5956</td>
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<td>WILD IN THE COUNTRY</td>
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<td>THEATER LAW</td>
<td>Martha &amp; The Vandellas, Motown 501</td>
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<td>TEMPTATION</td>
<td>Evelyn Knight, Warner Bros 1520</td>
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<td>TELL ME WHY</td>
<td>B.B. &amp; The Mice, RCA Victor 4199</td>
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<td>LITTLE TRAGEDY</td>
<td>Tal Farlow, Specialty 999</td>
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<td>BREAKIN' IN A BRAND NEW BROKEN HEART</td>
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<td>COUNT EVERY STAR</td>
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<td>GIRL OF MY BEST FRIEND</td>
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<td>Del Shannon, United Artists 224</td>
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<td>NEVER ON SUNDAY</td>
<td>Frank Sinatra, Capitol 9193</td>
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<tr>
<td>37</td>
<td>IT KEEPS RAININ'</td>
<td>Frank Sinatra, Capitol 9193</td>
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### BUBBLING UNDER THE HOT 100

1. DREAM, Dean Martin, Columbia 4199
2. BIGrêt, Nat King Cole, Capitol 8182
3. KISS, Elvis Presley, Capitol 8128
4. LILY RUE, Patti Page, Mercury 4030
5. WHAT GIRLS ARE MADE FOR, Pat Boone, Mercury 5960
6. TAKE A POUL'S ADVISE, Nat King Cole, Capitol 4050
7. LOVE, Dean Martin, Capitol 2030
8. LOYAL LILY, Jackie Wilson, Columbia 4030
9. I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
10. ONE HUNDRED POINTS OF CLAY, Gracie Fields, Liberty 5956

### HOT 100 — A TO Z

- A: Come Sunday, Lenny Welch, Mercury 7802
- B: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- C: WHAT I really NEED, Nat King Cole, Capitol 4823
- D: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- E: THE LADY FROM SHANGHAI, Ben E. King, Atco 6194
- F: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- G: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- H: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- I: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- J: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- K: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- L: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- M: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- N: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- O: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- P: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- Q: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- R: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- S: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- T: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- U: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- V: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- W: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- X: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
- Y: THE GIRL'S A DEVIL, Dion & the Belmonts, Real 707
- Z: I'M A POOL TO CARE, T-Bone Walker, Capitol 1704
SUMMER SMASH SINGLE!
MARV JOHNSON

"HOW CAN WE TELL HIM"

UNIVERSAL ARTISTS RECORD 322

NEW ALBUM
MONEY MAKERS

STAND UP FOR JESUS
FEZZ WILLIAMS & THE GOLDENARIES
UAS 6132 (Stereo) UAS 3132 (Mono.)

DON KNOTTS
AN EVENING WITH ME
UAS 4090 (Mono.)

DON KNOTTS
AN EVENING WITH ME
UAS 4090 (Mono.)

GOLDEN HIT INSTRUMENTALS
AL CAIOLA GUITARS WITH ORCHESTRA
UAS 3071 (Stereo) UAS 4071 (Mono.)

CHARANGA PACANGA
TITO RODRIGUEZ
UAS 6140 (Stereo) UAS 3140 (Mono.)

SAX GIANTS
VARIOUS ARTISTS
UAS 3081 (Stereo) UAS 4081 (Mono.)

LATIN JAZZ QUINTET
UAS 3071 (Stereo) UAS 4071 (Mono.)

UGH WATCH GERRY MULLIGAN
BAND
UAS 3085 (Stereo) UAS 4085 (Mono.)

RANDY WESTON LIVE AT THE FIVESPOT
UAS 3066 (Stereo) UAS 4066 (Mono.)

MODERN SPANISH BALLET
ERNEST HAFTER
UAS 3010 (Stereo) UAS 7010 (Mono.)

IT'S ALL THE WAY!
729 SEVENTH AVE. • NEW YORK 19, N.Y.
<table>
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<th><strong>MONOURAL LP's</strong></th>
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**EASY LISTENING**

ANOVA, Jorgie Ingleson, Atco 6195
BELBRO SONG, Andy Williams, Cadence 1398
BLUE TOMORROW, Billy Vaughn, Dot 16220
BOLL WEOLY SONG, Brook Benton, Mercury 71820
FILL ME IN, Sonny Stain, Capitol 4583
JUSA, Les Paul and Mary Ford, Columbia 41994
MOM AND DAD'S WALTZ, Pat Hill, PM 71866
MORRIS RIVER, Pat Boone, Dot 16219
MY KIND OF GIRL, Matt Monro, Warsaw 636
NATURE BOY, Bobby Darin, Atco 6116
NEVER ON SUNDAY, Orchestral, Cadence 1402
NEVER ON SUNDAY, Don Costa, United Artists 234
OLE BUTTERFLY SONG, Bill Black's Combo, HM 2526
POINT OF NO RETURN, Adam Wade, Coed 550
SAN ANTONIO ROSE, Floyd Cramer, RCA Victor 7083
SCOTTISH SONGER, Andy Stewart, Warwick 627
SHELEN I, String-A-Longs, Warwick 654
THREE FROM GOODRIDGE AGAIN, Ferrante & Teicher, United Artists 319
WAYWARD WINDS, Gene Graham, Era 52945
WILD IN THE COUNTRY, Elvis Presley, RCA Victor T880
WRITING ON THE WALL, Adam Wade, Coed 550
YELLOW BIRD, Arthur Lyman, Hi Fi 5204
YELLOW BIRD, Lawrence Welk, Dot 16022

**TEEN BEAT**

BARBARA ANN, Regents, Dee 1065
BETTER TELL HIM NO, Shelooks, Pom 1003
BOOBY, Hall Scott, Portrait 102
BREAKIN' IN A BRAND NEW BROKEN HEART, Connie Francis, MGM 10995
BURR BIZZ A-$HOCK$T, Freddy Cannon, Swan 4071
CHARLESTOWN, The Esmie Fields, Reederson 130
COUNTRY EVERY STAR, Dottie and the Dreamers, White 500
DANCE ON LITTLE GIRL, Paul Anka, ABC Paramount 10255
BARTONBEAMS, Johnny Crawford, DeFi 4162

**COIN MACHINE PRICE INDEX**

Spoon Gun (Solid) 3.51-.57
Sportland Shoofly Galleley (Elbow) 11.54
Sports Water Polo (Apex) 3.57
Sportsman (Garden) 11.54
Star Sluggers (Elbow) 6.55
State Fair (Garden) 5.56

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**BILLBOARD MUSIC CONVENTION ISSUE**

- Singles by category
- These listings, from this week's Hot 100, have been broken down by type of music for easy programming. Slides that fall into more than one category receive multiple listings.

**TELL ME WHY**, Bennett, Sabra 500
**TEMPERATION**, Everly Brothers, Warner Bros. 5720
**THAT OLD BLACK MAGGIE**, Bobby Rydell, Cameo 196
**THOSE BLUES NOT QUACKING**, Cash and the Ramones, DeFi 4158
**TOMORROW COULD BE THE NIGHT**, Valentines, Monument 441
**TOSKY AND TURNIN'**, Bobby Lewis, Detroit 1002
**TRAGEDY**, Del Shannon, Dot 40
**TRAVELIN'** Man, Buddy Holly, Imperial 3741
**TRIANGLE**, Joe Reilly, Caprice 104
**WHAT A SURPRISE**, Johnny Mathis, Coed 49
**YOU ALWAYS HURT THE ONE YOU LOVE**, Clarence Henry, Argo 3380
**YOU CAN'T SIT DOWN** (Part III), Phillip Phillips, Capitol, Biod 1626

**COUNTRY & WESTERN**

For C&W programming, refer to this week's Hot & Cold chart. The following, from the Hot 100, are recommended additional listings.

**RIGHT OR WRONG**, Merle Jackson, Capitol 4553

**RHYTHM & BLUES**

For R&B programming, refer to this week's Hot & Cold chart. The following, from the Hot 100, are recommended additional listings.

**BAD BARBRA ANN, Regents, Dee 1065**
***COURT EVERY STAR***, Donna and the Dreamers, White 500
***I'M COMIN' ON BACK TO YOU***, Jackie Wilson, Brunswick 52116
***I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN***, Ray Charles, Impulse 202
***IT KEEPS SAYIN'***, Fats Domino, Imperial 5753
***I'VE GOTTEN NO NEWS***, Ray Charles, Impulse 202
***LONELY CROWD***, Teddy Vann, Columbia 41966
***OLE BUTTERFLY SONG***, Bill Black's Combo, HM 2526
***PLEASE STAY***, Drifters, Atlantic 2195
***TELL ME WHY***, Deltronics, Sabina 500
***THOSE OLDER BUT GOODIES***, Cash and the Ramones, DeFi 4158

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**NOTE**

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TOP MARKET BREAKOUTS

NEW YORK
-HOLD BACK THE TEARS
- Delacardes, United Artists
- BERRY
- Neil Scott, Portrait
- NO, NO, NO
- Chanters, De Luxe

CHICAGO
- YOU CAN’T SIT DOWN (PART II)
- Phillip Upchurch Combo, Boyd
- I LIKE IT LIKE THAT
- Chris Kenner, Instant
- THE CHARLESTON
- Emile Fields, Rendevous
- LIKE CHARLESTON
- Paul Revere and the Raiders, Gordana
- I’M GONNA MOVE TO THE OUTSKIRTS OF TOWN
- Roy Charles, Impulse

LOS ANGELES
- SACRED
- Castells, Eric
- POMP AND CIRCUMSTANCE
- Adrien Kimberly, Calliope

PHILADELPHIA
- LET’S TWIST AGAIN
- Chubby Checker, Parkway
- I’VE GOT NEWS FOR YOU
- Roy Charles, Impulse

DETROIT
- I LIKE IT LIKE THAT
- Chris Kenner, Instant

SAN FRANCISCO-OAKLAND
- NATURE BOY
- Bobby Darin, Atco
- NEVER ON SUNDAY
- Chordettes, Cadence
- THE CHARLESTON
- Emile Fields, Rendevous

PITTSBURGH
- SHOULD I
- String-A-Longs, Warwick

Cleveland
- YOU CAN’T SIT DOWN (PART II)
- Phillip Upchurch Combo, Boyd
- I’M GONNA MOVE TO THE OUTSKIRTS
- Roy Charles, Impulse

DAYDREAMS
- Johnny Crawford, Del Fi

DENVER
- PRESIDENTIAL PRESS CONFERENCE
- Sisquick, Amy

BUFFALO
- I’M GONNA MOVE TO THE OUTSKIRTS
- Ray Charles, Impulse
- I’VE GOT NEWS FOR YOU
- Ray Charles, Impulse
- BERRY
- Neil Scott, Portrait
- SHOUL I
- String-A-Longs, Warwick

SEATTLE
- HILBILLY HEAVEN
- Tex Ritter, Capitol
- SACRED
- Castells, Eric
- NATURE BOY
- Bobby Darin, Atco
- OLE BUTTERMILK SKY
- Black Cat’s Corner, HI
- THE CHARLESTON
- Emile Fields, Rendevous

MILWAUKEE
- THE CHARLESTON
- Fred Fields, Rendevous

NEW ORLEANS
- TE-A-TEA-TEA
- The Four Tops, Motown
- PRESIDENTIAL PRESS CONFERENCE
- Sisquick, Amy
- YOU CAN’T SIT DOWN (PART II)
- Phillip Upchurch Combo, Boyd
- PLEASE STAY
- Hunters, Atlantic
- TONIGHT (COULD BE THE NIGHT)
- Velvets, Monument

HOUSTON
- BLACK AND FARMER
- Frankie Miller, Starday
- SEA OF HEARTBREAK
- Dog Gibson, RCA Victor

DALLAS-Ft. WORTH
- QUITE A PARTY
- Fireballs, Warwick
- I LIKE IT LIKE THAT
- Chris Kenner, Instant

MINNEAPOLIS-ST. PAUL
- I’M GONNA KNOCK ON YOUR DOOR
- Eddie Hodges, Cadence
- SEA OF HEARTBREAK
- Don Gibson, RCA Victor
- I LIKE IT LIKE THAT
- Chris Kenner, Instant

BEST BUYS IN RECORDS

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

POP
- HATS OFF TO LARRY, DEL SHANNON... (Mercury, MCM) Big Top Top 707
- SAN ANTONIO ROSE, FLOYD CRAMER... (Mercury, ASCAP RCA Victor 7803)
- MY KIND OF GIRL, MATT MONROE... (Mercury, ASCAP Warwick 708)
- CUPID, LOUIE COOKE... (Mercury, ASCAP Warner Bros 436)
- THREE HEARTS IN A TANGLE, ROY DRUSKY... (Mercury, BMI) Deco 31993
- I’M COMIN’ ON BACK TO YOU, JACKIE WILSON... (Motown, BMI) Brunswick 55216

C&W
- WRECK ON THE HIGHWAY, WILMA LEE & STONEY COOKE... (Acuff-Rose, BMI Nielsen) 1147
- DON’T LET YOUR SWEET LOVE DIE, DON RENO & RED SMILEY... (Decca, BMI) King 5468
- THREE STEPS TO THE PHONE, GEORGE HAMILTON IV... (Acuff-Rose, BMI) RCA Victor 78471
- TENDER YEARS, GEORGE JONES... (South Coast, BMI) Mercury 71804

R&B
- FOOL THAT I AM, ETTA JAMES... (Hill & Range, BMI) Argo 1290
- PEACE OF MIND, B. B. KING... (Modem, BMI) Kent 360

REVIEW OF THIS WEEK’S SINGLES

The pick of the new releases:

SPOTLIGHT WINNERS OF THIS WEEK

Strongest sales potential of all records reviewed this week.

- Pop

CONNIE FRANCIS
TOO MANY RULES (Hope, BMI) (221) - TOGETHER
(De Sylva, Brown & Henderson, ASCAP) (251) - Here’s My Heart, Daddy De Lion - (Two Many Rules) is a happy, rosy side with a bouncy tempo and good teen-teen lyrics. The flip, based on the 'Love is a Many Splendored Thing,' is a happy, bouncy side with an up-tempo beat. (MGM 13019)

STEVE LAWRENCE
MY CLAIRE DE LUNE (Trio, BMI) (243) - IN TIME
(Abraham, BMI) (616) - Lawrence is in fine vocal form on this love song about Claire De Lune. The flip, based on the lovely Debussy theme, is a poignant ballad. The flip, based on the Theme from the famous Debussy symphony, is another beautiful side with a big, bouncy vocal over big, big orchestra. However, "My Claire De Lune" has the edge. (United Artists 355)

MAXINE BROWN
I DON’T NEED YOU NO MORE (Mal Max, BMI) (231) - I Don’t Need You No More - A bright rhythm item, complete with lots of bass and a catchy vocal line. The flip, based on the 'I Don’t Need You No More' rhythm, is handled delightfully by the guitar as the voice crescendos. "I Don’t Need You No More" has the edge. (ABC Paramount 1023)

DION
SOMEBODY NEEDED WANTS (Jay, ASCAP) (235) - Dion has a new weeper-styled side here which is skin deep in his former 'Lonely Town-Ago' hit. Side is enhanced by the week of a solid girl vocal group. The flip is 'Could Someone Take My Place Tonight' (Valley, BMI) (230)

DONNIE ELBERT
MOMMIES GONE HOME (Bama, BMI) (235) - SENTIMENTAL MEDICALS (Marin, ASCAP) (219) - Two strong sides for Elbert. The first is an unusual piece of material that’s patterned as a humorous sequel to ‘Daddy’s Home.’ The second side is a feeling love of the lovely old ballad. Both have a strong chance. (Jalynne 107)

THE PORTRAITS
YO-YO GIRL (Daywin, BMI) (234) - A new young three-hitter is in with a spread sound. Form is lead really sings up a storm on this rocking novelty. Flip is 'My Big Brother’s Friend' (We Three, ASCAP) (226)

JOE TEX
WICKED WOMAN (Jot, BMI) (226) - Joe Tex bow in on the label with a driving, rocking reading of a swingin’ item that he handles with much spirit over a rhythm backed. Flip is 'Goodbye My Love' (Jot, BMI) (230)

VIC DANA
THE STORY BEHIND MY TEARS (Sherpe-Bernstein, ASCAP) (234) - An unusual piece of material, and an unusual arrangement are the showcase for a fine vocal by young chanteuse Vic Dana. Side could be a winner. Flip is 'Golden Boy' (Arch, ASCAP) (221)

BILLY BLAND
CAN’T STOP HER FROM DANCING (Mariannes, BMI) (220) - My Heart’s On Fire (Mariannes, BMI) - Here’s a good, bouncy answer song idea to Bland’s hit "Let The Little Girl Dance," and it moves. Flip is a solid rhythm item which also could step out. Watch both. (Old Town 1185)

(Continued on page 33)
What are the chances of Polio now?

You and your children can get crippling polio tomorrow—next month—this summer.

Polio struck last summer and the summer before, particularly at unvaccinated babies and breadwinners—and there is no reason to believe it won’t strike the unprotected this summer, too.

If it does, you will have only yourself to blame! Salk vaccine will immunize against paralysis by polio and at this time it is the only road to protection that exists.

Almost half the polio cases last year were in babies and children 5 years of age and less.

Young adults—especially young fathers not realizing they can get the disease from their children—were among those most seriously crippled. Whole islands of people like this exist in all our cities and most rural communities, even though the city or village has a lot of fully vaccinated people in it. Are you and your neighbors courting disaster?

Getting your four shots is a simple matter. You can arrange for them with your private physician, or your local health department will tell you where to go.

Says Dr. Luther L. Terry, Surgeon General of the U. S. Public Health Service: "We have a proved weapon against polio. Everybody should have Salk vaccine."

Face next summer’s epidemic season with confidence and peace of mind.

Don’t take a chance—take your Polio Shots

This message is published as a public service in cooperation with the Advertising Council, the Public Health Service of the Department of Health, Education and Welfare, the American Medical Association and The National Foundation.
LATEST RELEASE
"Let the Sun Shine In" b/w Broken Bell by TEDDY RANDAZZO #10328

ITS LATEST AND GREATEST! "THE LOVE THAT I'M GIVING TO YOU" FABIAN 6-1009

Chancellor

It's a Hit! Delores Hill I Couldn't Believe My Eyes ROLLER COASTER Companion #104

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RHYTHM & BLUES
- K.C. & THE SUNSHINE BAND
- INTRODUCING MEMPHIS TEEN
- MAMAABLE WILLY & PRECIOUS/Shoreline 1971.

INTERNATIONAL
- STEP WE GAILY Stivicy Suss & His Band, Mercury 552 682 (Stereo & Monaural).

Hoss Lewis By Roy

* * * THINGS HAPPEN WHEN YOU HELP *
(Reserved Matt Carowith the Society)

• Reviews and Ratings of New Albums
• Continued from page 36

SPECIALTY LP'S

STRONG SALES POTENTIAL

SPOKEN WORD

DO YOU WANNA HAVE A LAUGH?
Various Artists, Capitol 57038—Collection of good laugh-makers from the Capitol catalog, features such names as Edie Adams, Don Knotts, Phil Foster, Jack Benny, and Betty White. Perhaps the best moment included here is the original "Old Philosopher" by Lawrence and Hollender's famous "One Man Band." Comedy fans will dig.

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

HOT-HOT-HOT
SENSATIONAL JUKE BOX RECORD!
"LAST NITE ON THE BACK PORCH" BY DON PEAChEY
Coral #126

OVER 6.000
SOLD
AND STILL CLIMBING!

MCA RECORDS
1241 A Adams
Phoenix 14, Ariz.

PUBLISHERS, RECORD COMPANIES, HERE'S AN IDEAL SUMMER TIME SONG WITH TEEN AGE APPEAL

SHE LOOKS CUTE IN A BATHING SUIT, Words & Music By Jo Billcheck
G A dim Am D7

She looks cute down the beach.... Whistle: G A dim Am D7

She looks grand rolling on the sand, G

She is a peach.... Whistle: G D7 E7

Cherry red lips, my favorite flavor; D7

Ohl how I'd love to be her sav. - er. - Tor. - Cause G A dim Am D7

She is some peach.... Whistle: peach... Whistle;

1953 By Jo Billcheck 3140 Elm St., Weirton, W. Va.

LIMITED SALES POTENTIAL

POPULAR

"A HIT!" DION "THE KISSIN' GAME" LAURIE #3909

HIT-OUT- HIT- SENSATIONAL JUKE BOX RECORD!
LAST NITE ON THE BACK PORCH" BY DON PEAChEY
Coral #126

OVER 6.000
SOLD
AND STILL CLIMBING!

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Cherry red lips, my favorite flavor; D7

Ohl how I'd love to be her sav. - er. - Tor. - Cause G A dim Am D7

She is some peach.... Whistle: peach... Whistle;

1953 By Jo Billcheck 3140 Elm St., Weirton, W. Va.

LIMITED SALES POTENTIAL

POPULAR

"A HIT!" DION "THE KISSIN' GAME" LAURIE #3909

HIT-OUT- HIT- SENSATIONAL JUKE BOX RECORD!
LAST NITE ON THE BACK PORCH" BY DON PEAChEY
Coral #126

OVER 6.000
SOLD
AND STILL CLIMBING!

MCA RECORDS
1241 A Adams
Phoenix 14, Ariz.

PUBLISHERS, RECORD COMPANIES, HERE'S AN IDEAL SUMMER TIME SONG WITH TEEN AGE APPEAL

SHE LOOKS CUTE IN A BATHING SUIT, Words & Music By Jo Billcheck
G A dim Am D7

She looks cute down the beach.... Whistle: G A dim Am D7

She looks grand rolling on the sand, G

She is a peach.... Whistle: G D7 E7

Cherry red lips, my favorite flavor; D7

Ohl how I'd love to be her sav. - er. - Tor. - Cause G A dim Am D7

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She is some peach.... Whistle: peach... Whistle;

1953 By Jo Billcheck 3140 Elm St., Weirton, W. Va.
**Reviews of New Singles**

Continued from page 33

reading by the combo here with strings backing on the guitar part, it has a chance. (Greece, BMG, 2207)

**MAXINE BROWN**

**Honey in Your Arms—NO MAN**—The guitar gets a solid performing performance on this feelgood track, in front of a good beat band backing. This can massage deeply with sexual tension from a new release on another label this week. (Kirbi, label, ASCAP, 2178)

**JAZZ**

**JOHNNY CRIFTON & EDDIE LOCKWAN**

**In The Moonlight—JAZZLAND**—The trumpets and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**JOHNNY CRIFTON & EDDIE LOCKWAN**

**Columbus—JAZZLAND**—The trumpets and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**WILD BILL MOORE QUINCE**

**Bubbles—JAZZLAND**—The trumpets and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**DAVE & CHARLES**

**This Must Be Love, PENSANT**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**BOB RILEY**

**Highway Outlaw—Howlin' Wolf**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**JIMMY MCLINTOCK**

**Long Walk—Rock-A-Billies, DCL, 555**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**THE BLUE JAYS**

**Lovers In—COLUMBIA**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**GENE AND WENDY**

**The Second Time**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**THE COUNTRY TRIO**

**Wanderer's Song—ACCORDION**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**THE INFERNOBAND**

**I'm In Love—DE**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**THE JAMBLERS**

**Mary, Don't You Weep—YOURSELF**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**THE PEARLITES**

**Joe's Coat**—He's Gone, CRAG 352—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**RONNIE REED**

**All Right**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**COUNTRY & WESTERN**

**BEAR WALL & HIS GREEN VALLEY ORCHESTRA**

**Why Did You Love Me**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**BOB RILEY**

**I Don't Wander**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**COLIN O'NEIL**

**I'm A Man**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

**GOBLE PULLETT**

**I'm A Child Of The Moon**—The trumpet and sax of Johnny and Eddie are handled with skill and grace by the principal sax and clarinet players on the song. This jazz is from the JAZZLAND EP.

(Continued on page 33)
**REVIEWS OF NEW SINGLES**

**MODERATE SALES POTENTIAL**

**POPULAR**

GARBELL & THE ANGELS - "She'll Be Seen" - MG 8434

THE REVILLAS - "The Way You Look Tonight" - VG 120

THE RUNAWAYS - "Pain In the Neck" - VG 1226

DON OWENS - "If I Don't Love You Anymore" - MGM 1234

THE PRINCESSES - "Dream To Be" - SD 1235

ROB & CAROL - "One Day Out of Seven" - Every Men's Club Meeting Ground, WARNER 1236

THE IVY THREE - "Sugar" - MGM 1237

THE MANHATTANS - "When Love Comes Back Again" - MGM 1238

JACK AND THE KINGDOM - "Outside" - Warner Bros., HICKORY 1239

SALVADOR MONECKY - "Lovely" - MGM 1240

THE RIVER OF NO RETURN - "I've Dreamed of You" - MGM 1241

BILLY & BILLY - "Please Don't Leave Me" - MGM 1242

HEROES - "Mirror Mirror" - MGM 1243

BILLY JOEL - "Only the Good Die Young" - RCA 1244

JUDY'S TOWN - "Blue Moon" - MGM 1245

THE BANDIT - "I'm Gonna Be a Star" - MGM 1246

**BAD IMAGE**

**COMES A SMASH NEW SINGLET**

**"DON'T CRY NO MORE"**

b/w "St. James Infirmary" BOBBY "BLUE" BLAND

**THE ORIGINAL!**

**DUKE RECORD 340**

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smash single hit

"MY HOW THE TIME GOES BY" from his new album

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**BILLBOARD MUSIC WEEK**

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**BILLY McCRACKEN & THE INNOCENTS**

**Two Steps from The Blues**

**DUKE LP-74**

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**THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY**

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**EVEREST 19413**

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**BILLBOARD MUSIC WEEK**

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**BILLY McCRACKEN & THE INNOCENTS**

**Two Steps from The Blues**

**DUKE LP-74**

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**THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY**

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**BILLBOARD MUSIC WEEK**

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**Two Steps from The Blues**

**DUKE LP-74**

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**BILLBOARD MUSIC WEEK**

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**BILLY McCRACKEN & THE INNOCENTS**

**Two Steps from The Blues**

**DUKE LP-74**

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**THE WORLD-WIDE COMMUNICATIONS CENTER OF THE MUSIC INDUSTRY**
**DAILY AIR PLAY CHECK**

of Your Records and Tunes on TV Channels 2, 4, 5 and 7 and
WMBC, WOR, WABC, WCBS Radio
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**CHESTERFIELD MUSIC CO.**

DUE RACK ENTRY, LABEL

Continued from page 2

ments in one of the biggest national chains, with probably close to 1,000
outlets. The Discount chain goes
heavily for advertising, with 5 to 6
per cent of the gross budgeted for
this purpose. The company uses
concert and theater programs, newspapers and radio spots. "We
try sponsoring shows on radio,
but we found the spots pay off
much better," said Waddiff.
"I know a lot of stores go in for
courtesies by fellows like artists and
jockeys," he continued, "but
since so much of our business is
classical, I don't think having a
jockey do his show from our
window would really pay off. With
artists, the most important ones
will generally do an appearance
and the less important ones, who
are willing, you don't need.
"We of course do a great deal of
mail promotion, too. We main-
tain individuals for each
store in the New York office and we do
two or three different mailings a
year for each of them. That's just
on the store angle. We also do six
mailings a year to our regular mail
order list, which has over 200,000
names. We keep adding to this by
using outside mailing lists, Every
Christmas we send a big color cata-
log out to the whole list.契

Manufacturers are losing an important
means of testing their product by
failing to concentrate
on catalog. "They make fab-
ulous discount deals, like the ones
by Victor, Capitol, London and
Mercury recently," he observed.
"But the fact is that only a small
group of people who have the capacity to buy those
deals are the large discount
outlets and the records shops. And the
discounters buy only hits. They don't
beef about catalog. The guys who
are geared for catalog promotion
and sales to the long haul can't afford
to buy right." In a nother expansion move,
along the lines of diversification,
Chesterfield will soon start its own
label and will focus on singles.
"It's just one more way we can
protect ourselves in this business," said
Waddiff. "I don't know the label title yet. There
are so many, you have a terrible job of
getting a name somebody else hasn't already taken. We
do have an artist who already has been
on the charts with his hits. We
expect to sign him next week
and get the first release out next month.
We don't know much about the
singles business but we'll be trying.
We don't even worry about singles in our
stores, so our own record, won't
even be sold in our stores." The firm currently does all of its
ordering of records from the New
York office, through local distri-
butors
in Cleveland, Detroit, Chicago,
Los Angeles and San Francisco, where
we are located. Other stores will be
opened this summer in
Cincinnati and other Big Cities.
"We keep a perpetual inventory
for each store's individual job," said
Waddiff. "We're thinking about setting up an automatic system
with special record-keeping
equipment. That's costly but we
should save in the long run."
The Discount stores are involved
solely in records.
"We tagged audio components for a while," said
Waddiff. "But that's a crazier
business than record business, so we
were slim and we found that often a
product that was announced in May
at the Paris Show that we would
want to stock and sell, would never
come out. It was frustrating. We'll
stick to records, thank you." Chris

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(albums as well as the singles we've been delivering)
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the new releases . . . the "Spotlight Winners" selected by
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as they fit your budget. And each is sold with an uncondi-
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**"SPOTLIGHT" singles**

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- *Jazz*

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- 10 new albums monthly
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basis. This is a condition of this subscription that records supplied by RSI will be used for
broadcast purposes only.

**DALLAS ANNUAL GETS**

**THOMPSON FOR 10TH Yr.**

**INDEPENDENCE**

K. a. n. — Hank Thompson and his Brazos

Valley Boys, one of the nation's top Western

bands, have been

signed to appear as a featured

act at the Texas State Fair, Dallas, for the 10th consecutive

year. Dates of the fair are

September 7-22.

The Thompson hand do three free shows during the fair's Magnolia Bandstand, sponsored by

the Fulfillment Brewing Corporation,

for which the band has been

hired to perform.

Thompson and the Brazos Valley Boys have worked 13 weeks this

year at the Golden Nugget, Las

Vegas, and have been signed

for 15 weeks there in 1962. The Thompson crew is under the per-

sonal management of Jim Halley, of Thunderbird Artists, Inc., here.
Services Can Survive Discount Competition

*Continued from page 1*

Right in New York City, which is considered the most heavily discounted record market in the U.S., two mid-town stores, Donahoe's and Dinner, have managed to survive at the cut-price stores by offering various services to their customers. It seems that neither store discounters offer the same service. The Donahoe's, which offer full lines of merchandise, with Colby stockings and Ep's, are a cut above most others. The Donahoe's have a complete inventory of records and other products, and are open late every night, and offer dinner's Club charge accounts. Colby stays open until 4 a.m. and is one of New York's night owl traffic. Although it is not probable that most indie dealers

BMW's Story Sparks Jockey Comment

*Continued from page 12*

to distributors and letters by the hundred, to name two.*

Prison Letter

The BMW story on newsletters failed to mention deejay Al (Flat Top) Daly, who earns a closed circuit deejay show for a "captive audience" at the Michigan penitentiary in Jackson, Mich. Daly, who hosts "Operation Leaky Arm,"

which sprees blood donor activity, would surely receive a mailing label to send his letters to the trade. In addition to news about deejays, disk jockey and personalities who have sold records and/or tapes, Daly's newsletter spotlights "Moon men," the latest in the Beatles and Ringo and The Beatles. Daly writes, "We're appreciating being on all the jockey shows and we'll keep sending out our show until the audience returns.

In a plea for jockeys to send in as many as possible to the jockey shows, Daly justifies sending out their shows to the audience.

East and Midwest Comment Varied

*Continued from page 2*

of the territory situation would not be reproued in St. Louis.

"For myself, I don't even sell racetrack jockeys anymore. These are the big fella and they are the ones who always hang you for money. I have never dealt with any of them until I have to deal for anybody who buys $10 worth of records in the store. I am now competing with them by setting up my own

New MGM Album Gets TV Booking

NEW YORK — MGM Records has set a special TV dance party to be held on the album's release, and it will be shown on camera as well.

The set will be played on a number of stations, and the show will be shown on camera as well. Copies of the album will also be awarded in the audience. The show, which is one of the best-selling albums in record history, was arranged by exploitation chief Sid Handwerger, and

Aussie Newsnotes

*Continued from page 22*

catalogue for new material and Contact has come up with a second release for the Australian market, and Columbia has come up with a new release for "TV/FM".

New Albums

Contact Records has released an album featuring the entire cost of a 2,000-page album set for the Australian market, and Columbia has released a new release for the Australian market, and will not be available for export.

Italian Song Festival

*Continued from page 22*

Enjoy great success for big shows.

"His Way" Wins in Spite of Favoritism

"His Way" has won the 1961 Italian Song Festival in Rome, defeating the favorite, "La Bella Spagnola." The song, written by Ezio Job, was performed by Ezio Job's group, and won the festival prize.

The song, which was written by Ezio Job, was performed by Ezio Job's group, and won the festival prize.

News from Austria

*Continued from page 32*

registered to be a great "perennial disk" in Austria. The song was written by Ezio Job, and is performed by Ezio Job's group, and won the festival prize.

In the New York Times, Jerry Blum, head of Conant, which produces a branch in the United States, used the following statement: "We are making no move to cut price in the Detroit area. We believe that by doing so we would be losing business. We always pass on all manufacturer's ideas to our dealers anyway."

Another New York distributor, who declined the use of his name, commented: "We are making no move to cut price in the Detroit area. We believe that by doing so we would be losing business. We always pass on all manufacturer's ideas to our dealers anyway."

And the song that everybody loves, "La Bella Spagnola," was performed by Ezio Job's group, and won the festival prize.

"His Way" has won the 1961 Italian Song Festival in Rome, defeating the favorite, "La Bella Spagnola." The song, written by Ezio Job, was performed by Ezio Job's group, and won the festival prize.

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**COIN MACHINE OPERATING**

**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 which hold an all-day lunch. Most recently on the Hit 100. See Spotlight Reviews for additional information on double-play disks.

- **TRAYLIN' MAN** and **HELLO, MARY LOU**
- **THE WRITING ON THE WALL** and **POINT OF NO RETURN**
- **ROLL WEEPY SONG** and **THOSE EYES**
- **WILD IN THE COUNTRY** and **I FEEL SO BAD**
- **IT KEEPS RAINING** and **I JUST CRY**
- **I'M COMIN' ON BACK TO YOU** and **LOVELY LIE**
- **DUN DUN** and **EVENLY**
- **I'VE GOT NEWS FOR YOU** and **I'M GONNA MOVE TO THE OUTSKIRTS OF TOWN**
- **FOOL THAT I AM** and **DREAM**
- **MOM AND DAD'S WALTZ** and **YOU'LL ANSWER TO ME**
- **THE FLOAT** and **THE SWITCH-A-ROO**

**R. F. Jones Los Angeles Offices In Business; Grand Opener Due**

LOS ANGELES—The R. F. Jones Company has opened for business at 650 W. Olympic Blvd., with the grand opening soon to be held, Charles R. Klein, manager of the branch, said.

During the past six weeks, Klein has been building a staff with some members being imported from other Jones offices in San Francisco and the Pacific Northwest. Several members, formerly with other companies, have joined the firm. Notable among those joining from the local firms was Ed Wilkes, who has been named assistant manager of the Jones branch after 17 years with Paul A. Laymon, Inc. Jack LaRue.

-Chuck Klein, manager of the branch, said.

**MONY Preps Annual Outing**

NEW YORK—The Music Operators of New York is accepting reservations for the group’s annual outing, to be held September 29 through October 1 at the Laurel Centenary Club, Sackett Lake, N. Y.

The week will cost $78 per couple, starting Friday afternoon through Sunday lunch. MONY is conducting the outing together with the New York State Coin Machine Association and the New York State Novelty Guild, and the affair will be, in effect, a New York State coin machines convention.

A cocktail party, dinner and floorshow are planned for the first evening, with a golf tournament, softball game and tennis matches scheduled for September 30. Another cocktail party, banquet, floorshow and midnight snack are planned for the evening.

-Hank Halland and the September Moon

---

**Howard Robinson, head of the distributorship bearing his name, delivers a hearty “glad you’re back” to his guests at a Rock-Ola friendship dinner staged recently in the Lush Castle View Town and Country Club stop at the Fulton Bank Building in Atlantic City.**

**German Operators Consider Own Production Of Disks, Free of Music Society Jurisdiction**

- Continued on page 3

It is demanding to be cut in on disk royalty fees and has a West German Supreme Court decision supporting only localization position.

**COIN LEADERSHIP**

In recent interviews two of the more prominent leaders of the music industry are holding talks on the GEMA issue. The umbrella Wolff, head of the manufacturer’s association, and Willy Moeller, chairman of the Central Organization of Operators, have joined the GEMA decision one of the gravest problems confronting the industry.

Wolff and Moeller agreed that manufacturers and operators would make common cause in resisting GEMA demands.

Various groups are apparently open to exploration in the trade’s efforts to create a “GEMA-free” disk. One such effort involves difficulties placed in the path of American pop in Berlin, Dublin, and the United States, and even the United States (or the general industry here is theorizing). Thus, if the German Industry were successful in promoting “GEMA-free” discs, such discs automatically would have a wide market with juke box operators in Europe, the United Kingdom, and even the United States (or so the industry here is theorizing).

Any project to bypass GEMA automatically would be geared to the revolution now occurring in the European musical industry. It is heralded by efforts to reorganize the industry in conjunction with the organization of the numerous trade bodies.

In Rome, an Italian music publisher has just organized a European Common Market Music publishing house which, if I feel that I have a personal acquaintance with the problems they run into each day.

---

**‘Buddy’ System Smooths Servicing On 300-Stop Metropolitan Route**

By BENN OLLMAN

MILWAUKEE—A recently adopted "buddy" system for service and collection calls at each music and games location is proving highly successful, reports Doug Opitz, Wisconsin Novelty Company.

One of the State’s major music and games firms, Wisconsin Novelty Company operates close to 300 stops in this metropolitan area. The routes include a sizable number of additional cigarette machines.

According to Opitz, the two-man team system of route coverage offers these advantages: (1) The one man can handle all routine maintenance or repair work as he do as they work as a team. (2) Fewer vehicles are required to run the company’s routes, which helps keep costs down. (3) More thorough checking and preventive maintenance of equipment results when two experienced men examine lights, coin sticks, etc., on location.

One staffer in the service department is a "floater;" he works singly covering locations which use only cigarette vendors.

'"Cigarette vending machine routes are a more specialized type of work," explains Opitz. "This man can make better time by working by himself." While convinced that two-man route teams are more efficient and productive in the long run, Doug Opitz has this to add:

"It still depends largely on the skill, experience and willingness of the individual employee to turn in a good day’s work. Also some men team up better with one partner than they might with others you have to study them and learn their backgrounds and work habits.

"Opitz’s knowledge of work habits has not been plagued through book or by hearsay. He spent more than 14 years on one of his prime routes before assigning it to company employees for handling.

"Those years that I spent working with locations," he says, "gave me the routeman’s viewpoint with which I feel that I have a personal acquaintance with the problems they run into each day."
IT'S THE NEWEST!
IT'S ALL MECHANICAL!
NO WIRES OR ELECTRICAL CONNECTIONS
TO CHANGE OR SERVICE

THE ROCK-OLA
33 1/3 / 45 RPM

Model 1966
120 and 200 Selection
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100 Selection

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- Constant rotation at either speed guaranteed by constant speed 6 pole motor.
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- Complete mechanical operation guarantees years of trouble-free service.
- Self-aligning...no adjustments. Whole mechanism mounts with 4 mounting screws.

Only the Rock-Ola Mech-O-Matic Changer has:
No Wires • No Electrical Connections • No Electronic Aids

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

Look to ROCK-OLA for advanced products for profit

The Rock-Ola 33 1/3-45 RPM intermix changer is only one more of the many features which prove that the greatest protection for your future lies in the tradition and skill of Rock-Ola engineering which over the years has produced the finest, most durable phonographs the industry has known. With the advanced design of the Rock-Ola Regis phonograph and the new, compact "100" all-purpose stereophonic wall phonograph coupled with the Rock-Ola "Mech-O-Matic" dual speed changer, you have the finest guarantee of protection for the future and increased profit. We ask you to stop in at your local Rock-Ola distributor today and compare the Rock-Ola "Mech-O-Matic" changer with the complicated electrical and electro-mechanical changers of other competitors. See for yourself that Rock-Ola is truly the finest phonograph and has the finest dual-speed changer in the world.
Patrons Play Pins While Seated; Gross Up 25%  

MURRAY, Utah—"Sit-down" playing has been a highly successful novelty in many types of retail stores, such as jewelry stores, camera shops, gift shops, etc. Applying the same sort of thinking to amusement machines is paying dividends at the Top Tip Restaurant in this Salt Lake City suburb. Offering customers play on four popular pin games operated by Thompson Distributing Company of Salt Lake, the Top Tip management has installed all four on a broad wooden platform, no more than two feet high, in an above the food service area. Legs were removed to spot the games at a convenient level. Then, broad, brightly colored stools are installed in front of each machine, so that player who intends to play must get down on his knees to reach out and sit in ideal comfort and play for fun.

Play began increasing from the first hour that the stools were in use, according to the Top Tip management, amounting to a 25 per cent better take in the first month. Volume has increased steadily in succeeding months, in all of which proves that the customer who is sitting down to play the game for fun by himself will not only spend more time, but spend more dimes as well.

Futurity Game Featured With Bally Bikini Pin  

CHICAGO—A futurity game feature is the highlight of Bally's new bikini-type pinball machine, Bikini. It's an improved version of Bally's popular red-letter free game originally introduced in Chicago earlier this year.

Player is not compelled to take the futurity game immediately but may hold back to drive the balls to higher scoring value. Futurity game is advanced by shooting to light any two numbers in the orange section of the Magic Screen. As in previous Bally games, Roller Derby and Circus Queen, the player has the option of utilizing the "OK" feature which is lit only by coin play. Bikini also includes Pick-A-Play buttons, Blue Bonnet, Magic Screen and triple-deck advance scoring.

State Parks Remove Games  

INDIANAPOLIS—Acting upon the recommendation of Velma, Murielle E. Welsh, the Indiana Department of Conservation has announced revocation of concessions for pinball machines at which coin-op operators have been able to earn more, according to state conservation director. This series of pinch machines will be removed from all State parks.

Donald E. Foltz, director of the department, disclosed that the decision to prohibit the use of automatic devices followed the discovery of pinball machines at the Dunes State Park, the largest and best attended of the State's recreation areas.

"I learned that the H. & A. Nor. Company, of Detroit, had placed machines at the Dunes each summer for the last eight years," he said. "There was no evidence of gambling, but such machines don't contribute to the recreational and outdoor atmosphere of the State Parks."

Also disclosed by Foltz was that he had ordered the removal of eight machines installed at the Dunes park several weeks ago by Variety Sales of East Chicago. In this batch of equipment were a hobby horse and a tricking sticks and to be included in four passes marked "for amusement only."

The conditions under which jockey boxes could be used and the locations of the drive-ins also would be brought under regulation by the proposed ordinance. Licenses would be subject to revocation by the city controller.

GERMAN TOURIST TOWN FROWN ON COIN UNITS  

ROTHENBURG AN DER TAUBER, West Germany—Picture of Hitler's "famous" roasting spit, this picturesque German tourist community, is making a pitch for tourists this year as "the world's only machines travel center."

It is Rothenburg's proud boast that "You can buy even a pack of cigars from a machine in Rothenburg. Juke boxes are most rigidly proscribed of all.

"We treat juke boxes exactly like you would treat an expensive automobile," said the community's leading businessman, Eberhard Winter, official elaborated. "We regard such an instrument as evidence prima facie of treason to our city."

There is a city ordinance prescribing stiff fines and even imprisonment under certain conditions for the operation of coin machines within the city limits.

Actually, you would have to do something pretty drastic to get a machine on the streets. Dusseldorf machines are not only machines. They are laced with our fines for clandestine coin machine operators are only liable to a fine of 20 marks.

The juke box occupies a status in Rothenburg rather akin to the prohibition-era speakeasy. Police occasionally raid bistros and coffee bars with juke boxes in clandestine operation.

If this sounds insane, it's not—say by Rothenburg's code. For this city literally gives free reign to production and sales, quite blissfully with its claim of being "the world's most perfectly preserved medieval city."

Thus, the operation of coin machines, and especially juke boxes, is a grave offense. For it makes a mockery, in a fact, of Rothenburg's tourist pitch.

There's a saying in this city: "We get a lot of complaints from the coin machine industry—they say we're hostile. But that's not true. What juke box operators and the others overlook is that all of our traffic lights, park meters, and even automobiles and buses."

S. M. Makes Efficiency Move  

BINGEN, W. Germany—S. M., producer of the Fantastek juke box and the mini series of payment, has recently given its production "rationalization" program aimed at cutting costs drastically and increasing efficiency. The plant, which has Europe's newest and largest coin machine production facilities, is revamping its operations from top to bottom. This applies to every facet of the factory's operation, from production and finishing to sales.

The over-all S.M. revitalization is in charge of Dr. Karl Issendorf, the company's newly appointed chief of the firm's "Technical direction"—production and related technical services. However, Issendorf will administer a thorough shake-up of the company's finances and methods of operation of the entire operation, which will reach into every section and department. This will involve development and design, construction and overall management of the company's production operations, as well as the chief production fields are being reorganized and staffed with new appointments and management techniques.

The new equipment, some of which has been being added, including instrument construction and customer service. The rationalization is directed toward reducing manufacturing costs and improving sales efficiency and customer service. Production costs have rocketed out of all proportion to sales, according to the firm.

Chimp's Pick Juke Box Tunes  

ZURICH—The Zurich zoo is experimenting with a chimpanzee juke box and zoo-goers giving the chimps to play music. The zoo is using a juke box unit made by several years ago, and have been supplied with a vending machine dispensing dimes, quarter, and half dollars, and several -cans of beer. It is believed the chimpanzees possess more of a musical ear than realized hitherto, and that with training and study they can be capable of expressing themselves in music. Some anthropologists suspect there is even such a thing as an "ape beat" in music, and the results of the experiments here are even being considered by zoos which are contemplating a zoo chimpanzee juke box.

Germans Eye Safe-Driving Units  

FRAENKURT—West Germany's transport ministry is encouraging coin machine manufacturers to develop "safe" driving. This theme is being explored by transport Minister Hans-Cristoph Seeborn's experts in adult and kids' driving, to develop a driving machine simulating the challenge and amusement factors of a good coin game with the added emphasis on safety. One adult idea is for a traffic safety quiz; another would test driver reactions. There is a proposal for a game simulating a busy street traffic scene in which two or more players would manipulate cars; this would be a sophisticated electronic game testing the players' driving skills and knowledge of traffic laws and general safe-driving practices.
**Midwest**

**Science Mentors**

Doug Opitz, Wisconsin Novelties Company, head of the Milwaukee Coin Machine Council membership drive, reports some modest success in recent weeks. The drive has netted a half-dozen contributing members. They include Morris Foxman, Merrie's Amusement Company; Sam Helman, Hastings Distributing Company; Jerome (Red) Jacobson, Red's Novelty Company; Arnold Jost, Arnold's Coin Machine Company; Doug Opitz, Wisconsin Novelties Company, and Tony Parizia, Triple A Amusement.

**John Jenkins, Sheboygan, stopped off at the Milwaukee Distributing Company to check and buy a few of the used equipment pieces on display.**

**Miami Beach**

The various departments will still be headed by veteran Badger personnel. Marshall Ames continues to head sales; Jack Leonard, parts, and Rocky Neuberger, service.

R. E. Smith is handling special sales, a new department at Badger.

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**Southern New Fla. Distributor For Wurlitzer**

ORLANDO, Fla. — Southern New Florida, the company with offices in Miami, Jacksonville and Tampa, has been appointed Wurlitzer Distributor for the Orlando territory.

Ron W. Rodd, Southern president, makes his offices here, as does H. F. Trippier, general manager, the Jacksonville office is headed by Oscar Hightower and Bud Shields, while Ed Evans is in charge of the Tampa branch. Each office will handle the complete Wurlitzer line of phonographs and parts. The distributorship will also cover South Georgia.

Wood entered the automatic phonograph business as operator in the mid 1930's and has been a distributor for phonographs and parts, which will cover South Georgia.

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**South**

**TENNESSEE TALK**

George Sammons, president of Sammons-Pennington Company, Memphis distributors, suffered a broken finger recently while playing ball with his son, George Sammons Jr., 16.

**Drew Canale, Cunale National Tobacco Company; Frank Smith and Paul Smith of the Smith Distributing Company, went to Louisiville, Ky., for the Kentucky Derby.**

Edward H. Newell's pretty daughter, Linda Newell, 19, was a princess of the royal court at the recent ikebana cotton Carnival at Memphis. Newell owns Er-Matt Amusement Company.

**William V. Foskey, Foskey Amusement Company at Millington, Tenn., is on his way to a diversification of Memphis, reports he is making a trip to some vends, says he has some machines in a certain factory at the rear of the factory, or the trip is going well.**

**Around the State Earl McDaniel, McDaniels Amusement Company, and his father, Earl McDaniel Sr., spent some time at Hot Springs recently, taking the baths and enjoying a vacation.**

**Peter Smith, Smith Brothers Amusement Company, Dyerstown, were both in Jacksonville last week. They are grandchildren of one of the three famous Smith brothers who founded the Togue shop company.**

**Albert Litz, Diela Novelty Company, Covington, reports he sent his new entry into the coffee vending field at service stations and factories.
Another Op’s Indifference Launched Successful E. Chicago Phono Route

By JOSEPH KLEIN

EAST CHICAGO, Ind.—It all started with one machine 13 years ago. Now there are many, and the man who owns them is peppy Edmund W. Davis. He’s big business as Music Vendors.

In a way, the 41-year-old Bukala has his Uncle Sam to thank for it. “It was 1946,” he explains. “I had joined the Army in World War II. It was over. I was getting a few dollars that I saved during my service in the Navy. I wanted to put the money in some use. Like millions of other veterans, I was looking around for something to do. Then one day, I hit upon this.”

The ex-sailor was having a drink in a bar owned by a friend.

“That joke box gives me,” the friend complained. “The service is lousy. I have a hell of a time in finding the guys who own it to get a change of records or a repair job done. I have no notion to throw the damn thing out.”

“Do it tomorrow,” Bukala suggested.

The location owner did just that.

Dawn had scarcely cracked the next day when in came Bud Davis of Bukala’s music machines and out went the joke box of absentee ownership.

Location Owner

“I have never forgotten the lesson I learned from that experience,” Bukala said. “The first is that, to succeed in this business, you must have the location owner on your side. They must feel that you’re doing your best, that you’re giving them the best possible service. You must sell yourself to your customer—that’s the most important thing.”

Music Vendors cover the teeming, steel-making region in Northwest Indiana. Here are such industrially important cities as Gary, Hammond, East Chicago, Munster. In downtown Gary, there is no middle road in this area. When the steel men have time and the rest of us are going strong, business is terrific; when they are not, it is terrible.

At the present, there is some indication of an upturn.

Collections Off

“I hope that it is something more than talk,” Bukala said. “We have had a rough time here for the last four years. First there was the recession of 1957-1958; then the steel strikes of 1961. I haven’t noticed any improvement in collections. They are about half of what they were five years ago.”

It is his opinion that the anemic economy is responsible for the operator’s major problems—loans.

“When conditions were good,” he said, “there were no requests for loans. Now everybody wants to borrow. The want a second loan even before the first loan has been paid. It is no doubt about it. It is all due to the recession. People are in need. That’s the only answer.”

Asked what an operator should explain his inability to make a loan, Bukala replied:

“Be frank. Tell them that you have problems of your own, that with rising costs all around you. Tell them that, in fact, you’re in no better condition than they are.”

No Solution

What makes the loan problem frightening is that there is no solution for it, Bukala concedes.

Indiana, for instance, has a law prohibiting credit in connection with the sale of alcoholic beverages either at retail or wholesale. Yet it is an open secret that the liquor business is enforceable, Bukala pointed out. Equally ineffective, he feels, would be a law banning loans to coin-equipment location owners.

The suggestion that outright gifts of cash are preferred to loans would be impractical. In the case of the independent operator—and probably many, Bukala said.

What would be considered the “ideal” stop, Bukala was asked.

“It would be a restaurant and not a bar,” he replied without hesitation. “There is no television interruption in restaurants—not ball games to watch, no news and weather reports, no spectators, no prize fights or wrestling matches. TV is our toughest competition in taverns. So, I’ll take restaurants if they are not too high class. High-class restaurants are the worst of all places for a joke box.”

Record Changes

Bukala makes about 15 stops a day. His helper makes another 15. Records—obtained from Chicago—are changed every two weeks at the rate of seven or eight at a time.

Bukala lets the demand determine the quality of his musical stock.

“This is a pulse-taking job,” he said. “I tell the location owner that if any customer wants a record, they should write it on a slip of paper.”

The response is simple, he said. Especially at times of stormy weather. But other methods should be used also in ascertaining the type of records required for each location, Bukala stated.

The dependable of all gauges is the meter in the machine.

Study Location

“The meter is almost infallible in indicating preferences,” Bukala said. “But, in addition to the meter, the location should be studied and the owner consulted, if the operator is to have a thorough understanding of what is needed for the stop.”

Bukala finds that the strong earning periods vary from location to location.

In restaurants, the rush hours start from 11 a.m. to 2 p.m. and from 7 p.m. to 9 p.m. The good hours in taverns, after 9 p.m. beginning, stretch deeply into the night and end only with Indiana’s legal closing time at 2 a.m.

Service, Records

Some locations help to “push” the joke box; some don’t, Bukala said. A factor in the assistance that the operator receives from the premise may be the quality of house that allows the jokebox to furnish, he added.

Bukala splits the proceeds with the location when he changes records and makes his collections—every two weeks. He has found no objection to the arrangement.

Buying a drink or two on your rounds?

Is that good business?

“Never do it during working hours,” Bukala answered. “It wouldn’t help, and the average operator couldn’t afford it. An occasional stop at one of your locations at night in the manner of a social visit is another thing.”

PECKING CHICKEN

SURE LOCK, the perfect envelope. Patent No. 2724211. Outstanding Points. Send $5.90 and receive 100 quality filled envelopes. Contains our complete enve...
Ohio's Governor Signs Law Exempting Bulk Machines From Location Tax Fee

COLUMBUS, Ohio—A bill exempting bulk machines from location tax fees was signed into law last week by Governor Michael DiSalle.

The measure has been actively backed by the Ohio Vendors Association and National Vendors Association, and is a compromise, with more legislation originating locally sought by the health department.

The bill also includes a $5.00 commission fee and a provision for machine inspections. A commission is defined as a place where machines are serviced and products stored.

Machine Approval

The machine approval provision states that all machines must be in use by Ohio January 1, 1963, shall be of the type and design approved by the Department of Health.

Existing bulk equipment, however, may be used until it is retired from service.

As a practical matter, approval by the National Automatic Merchandising Association's machine evaluation program or by the National Sanitation Foundation is acceptable by the Ohio Department of Health. Already approved are Northwestern models of 1949 and 1950.

The bill provides for a $5.00 location fee, but specifically exempts machines dispensing "jewing gum rolled nuts or nuts in their natural protective coating, and passing through a bulk candy system."
German Trade Stresses Air Export
To Meet Tight Market Competition

BY OMAR ANDERSON

HAMPSHIRE — West German coin machines manufacturers and distributors are rapidly shifting export shipments from the sea to the air. Some West German manufacturers already refer to their export operations as an “airlift.” This refers to the fact that German token machines are being airlifted to virtually every export destination on the globe.

Fullbahnhof, the Hamburg air terminal, is the center of West German air freight traffic. From Fullbahnhof the cargo planes are airlifted to Lagos, Nigeria; coin machines to Casablanca, North Africa; and vending machines to Beirut, Lebanon.

These are merely sample shipments. In fact, the sky is literally the limit for the German coin machine airlift, and cargo planes or cargo vessels or cargo ships will come to be airlifted as routinely to Hong Kong as to London.

There are three primary reasons why German exporters are taking to the air:

1. Intense international competition, particularly with U.S. and German exporters, makes air delivery almost mandatory.

2. Construction of air freight facilities and the general orientation of German trade is light-weight consumer goods to air shipment.

3. International air freight rate-cutting, which has made it economically advantageous to ship by air.

More and more, German manufacturers are persuaded that speed is as important as price and quality in winning — and holding — export markets. The German slogan has become, “Service with speed,” as merely the smile no longer suffices.

A veteran German exporter explained, “We are competing with foreign producers, particularly the Americans, right at the last mile. It’s no longer enough to have the best machine or the cheapest price, you must be able to offer quickest delivery and the most efficient maintenance.”

“Foreign customers have been educated — or mis-educated — to take air delivery for granted, and at virtually no price difference over sea shipment. Our firm wins a great many export orders simply because we stimulate delivery within 72 hours, provided the customer is near an international airport.”

“This holds true of virtually any customer anywhere in the world, provided he is close to an airport. As a matter of fact, airports are no longer a problem. We have just completed studies showing that regardless of whether we reach an airport even potential coin machines market is now within easy 72-hour delivery distance — to any airport in the world.”

Not Farthered

One manufacturer revealed that he is even planning for the airlift of complete boxes to Tahiti. A representative of the manufacturer explained, “Why not? This is not far farthered — in fact, our studies show that this type of box is more efficient than on Tahiti, although, inasmuch as it’s a French possession, we are more or less in the same hemisphere.”

“They have just opened a fantastic jet air strip near Papeete, and the tourist agencies are organizing a tremendous world tourist traffic to Tahiti and all of Polynesia. And where there are tourists there should be coin machines.”

West Germany has established excellent facilities for international air freight at Hamburg, at Berlin, at Duesseldorf, at Frankfurt and at Munich. This service, because of its war-occupation stamped character, was forced to develop geographically dispersed, duplicated facilities.

Europe, moreover, is the geographic hub of world air freight as well as air travel. Studies show that the German exporter is on the average, closer to world coin machines markets than his American competitors. This advantage is cancelled out, of course, in the case of the U.S. firms who establish European manufacturing subsidiaries and then mold the manufacture of these subsidiaries with their world export traffic. A perhaps decisive factor in the switch from sea to air by German coin machine exporters is eliminating air freight rates. Until recently, air freight rates have been literally sky-high, an average of 300 per cent higher than ocean freight rates.

However, all major air lines have dropped freight rates in answer to competition from non-scheduled carriers specializing in air freight. Rates have been halved within the last five years, and indications are that they will be further reduced.

Here in West Germany, industry at large is boosting its air freight traffic with the understanding that as air tonnages increases, air freight rates will cut.

Recent statistics show that the German coin machine industry is now airlifting about 45 per cent of its export traffic, including shipments to all major air routes.

Europe, with its dense population and its familiar distance, dominates the total traffic pattern.

This points up the fact that expansion of coin machine export to various countries is being handled with the development of certain colonial areas. If Germany is the only market for their coin machines, the airplane is a necessity. If a market is not in her territory, the airplane will have to be used.

Air travel, in 1969, unless it is a bulk item of a capital goods nature.

A primitive economy of pop-flog the ordinary surface transport stage of development, flying from the burro to the airplane. Doing business with these countries means airlifting, and dam making the ocean.

In Africa, particularly, German exporters find it difficult to persuade local representatives to store suffices apart and to keep inventories at reasonable levels. At one time in Lagos, Nigeria, for example, the government told us the coin machines had to be out of order, simply because they lacked of spare parts, and this despite the fact that half a dozen different makes of equipment were involved.

The F. W. McKeever, a Lagos fruit box holder, visited West Germany recently to shop for new boxes. He reported, “We take air freight for granted. Sea transport takes too long and is too unreliable. This is true everywhere in Africa, where is it important to stick to the stockpiling of spare parts. There have even been instances where it was necessary to fly in repair technicians.”
Local Bid Proposes For Airport Locations At New Terminal Bldg.

MINNEAPOLIS — A resolution offered to the metropolitan airports commission here would make the remaining concessions, including amusement and vending machines, in the new terminal building at Wold-Chamberlin airport to Twin Cities firms. The $7 million building is scheduled to open in June.

The proposal was made by Commissioner Cortland S. Silver of St. Paul in the hopes that the area companies would submit sealed bids for the concessions.

The commission voted, 6 to 3, for a substitute motion to have the commission declare the legality of the Silver resolution before the final vote on the terminals.

Commissioner Frank Wolinski argued that local operators are being discriminated against.

Twin Cities firms can offer better service at the airport than New York or Chicago companies, he said.

Silver said he is opposed to "New York curbs" taking over airport concessions.

R. F. Jones in L. A.

NEW YORK — Making active partners out of bartenders in every possible location is a policy which has been followed in the United States for the past ten years, and is now being followed in the United Kingdom. In London, the LaSalle Music Company, which is one of the largest and most successful music agencies in the world, has announced that it will open a new branch in Chicago, Illinois.

The new branch will be managed by the well-known and highly respected Mr. Frank Wolf, who has been associated with the company for many years. Mr. Wolf will be responsible for all aspects of the new operation, including the supervision of the staff and the management of the business.

The opening of the new branch is part of a larger plan for expansion by the LaSalle Music Company. The company has announced that it plans to open new branches in several other major cities in the coming months. This expansion is expected to create many job opportunities for local musicians and music lovers.

Music lovers in the area are excited about the opening of the new branch. Many have visited the company's other branches and have been impressed by the quality of the service and the variety of music available. They are looking forward to the new branch opening and are eager to explore the new music offerings.

The new branch will offer a wide variety of music genres, including classical, jazz, rock, and pop. The staff will be knowledgeable about the music and will be able to provide recommendations for customers.

In addition to the music offerings, the new branch will also feature a lounge area where customers can relax and enjoy a drink while listening to music. This area will be open to the public and will be a popular spot for music lovers and socializers.

The opening of the new branch is expected to be a major event in the area. The company has already begun advertising the new branch in local newspapers and on social media, and many people are looking forward to the grand opening.

The LaSalle Music Company's expansion is a testament to its success and its commitment to providing quality music to its customers. The new branch is expected to be a success and to continue the company's tradition of excellence.
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We have an expert order for:

Bally Bingos
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Parade
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Seaburg B, C

Big Show
Key West
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Sun Valley

AM.I DBO, EBO, E1200, G200
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On any Gottlieb or Williams Five Ball that has a Billboard Coin Machine Price Index listing of $90 or more, you prepare any of the above machines (the swap machines are all complete minus missing parts) and we will prepare you ONE NEW CAMIDI CARDMACHINE ONE NEW $KILL CARD MOUNTE MACHINE

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Even if it is quite successful... R. L. Snow, Snow Amusement Company, Collingwood, Ill., brought there July 4th, Bridgeport Amusement Company, Bridgeport, Conn., also R. L. Snow's sister company, Bridgeport Music Company, Bridgeport, Conn., and finally, the E. J. B. Company, Bridgeport, Conn., plans to bring a new theater to Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt... R. L. Snow, Wilks Amusement Company, this June, had a successful season in Salem, their show is short and late; the rainy season hurt...
When Should Op Pull Out of Stop?  
Caution Must Be Used, Vets Advise

By BOB LATIMER

DENVER—What's the best way to handle the problem of an erstwhile-profitable location which is nearing the profits point? It's always a difficult problem for a phonograph operator to make up his mind to pull a machine when collections are dropped off to marginal or below. It's particularly difficult when the spot concerned is one which the operator has held for a considerable period of time, and where the location owner is a friend. The operator must keep in mind the possibility that collections may return to normal or increase as economic situations change, as a neighborhood is improved, and that if he gives up the location through sheer discouragement someone else may take it over, and reap returns if there is a turn for the better.

Colorado operators have widely differing opinions on the subject. One of Denver's busiest operators, with 400 machines on location, says, "We go by the book. We can't pay our bills if the juke boxes are not taking in a fair profit. Even where we have been dealing with the same location owner for years, and he is obviously angry with the idea of taking the phonograph out, we follow a prede- termined formula, give the machine no more than two weeks or so, and then, if better merchandising efforts don't get results, cut it loose."

Another operator with not as many machines, confesses that he is "a bit soft hearted" in meeting this ever-increasing problem. "In most cases, where a phonograph has been showing a steady drop in collections, it can be blamed on changes in the city, which can make a slam out of what was a respectable shopping area almost overnight. I have had a machine which I was dependent on for as much as two months after it began losing money, trying to impress the location owner with the necessity of getting out and pushing music, paying more attention to programming the spot, and similar effects. I have had a machine which was doing well and was rolled up for no apparent reason, to be replaced by another phonograph. It was so bad after such efforts. Where a location owner is obviously angry over the idea of removing a phonograph, we can put the cards on the table, and tell him that we will have to make an adjustment in the commission percentage to cover our operating expenses and show a better return on the phonograph.

"Usually, the location owner will decide right away that we can take the machine out, probably figuring that he can make other arrangements with another operator. Or we can tell him that it will be necessary to install a less expensive phonograph to handle the smaller amount of play, and sometimes this will prove to be the solution. We want to keep our location-owner good will, even though it may be necessary to remove a machine."

A highly original idea which has solved the loss of good will problem once for all for another operator consistently asks payment of the location owner in business for himself so to speak, when a low-return situation arises. This has been particularly effective where the location owner is the type who wants the most expensive, elaborate stereo phonograph on the market, and continues to insist even though returns won't justify it.

Where volume of collections starts going down, this operator goes to the location owner and points out that it may be his own fault in not programming the machine properly, not getting out often enough, but pleading that he simply doesn't have the time for all such steps. He then invites the location owner to take over, furnishing him with a statement of costs, an estimate of what a phonograph in a similar location should do.

Obviously, operators must keep in mind the long continued good will factor. One veteran Denver operator related an unpleasant experience which occurred when a restaurant owner built five new drive-in restaurants simultaneously throughout the Denver metropolitan area, each with an associated bar, and an ideal location for stereo.

Getting wind of the forthcoming restaurants early, the operator contacted the businessman with what he felt was a thoroughly attractive proposition. He was somewhat surprised to find that he got anything but cordial reception. In fact, the owner made it plain that he wanted no part of this music firm.

A bit of investigation revealed that some few years before the prospective owner had owned a phone (Continued on page 51)
Another great OK feature game!

Bally

BIKINI

NEW ADVANCING FUTURITY GAMES

All the famous money-making features
of CIRCUS QUEEN... plus new fascinating
Futurity Games that make the popular

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Sommerfield, United Distrib.; Adds 2 States

MILWAUKEE — Sommerfield, Inc., Wisconsin distributor for the United phonograph, has taken over the Minnesota and Michigan territories, according to owners Charles and Harold Sommerfield. The Minnesota territory will be covered from headquarters at Peg, Inc., 1601 W. Lake Streets, Minneapolis. Mrs. Pearl Higginbotham will head the unit as an associate of the parent Sommerfield, Inc., firm. An associate distributor for the Michigan area is also under consideration, according to the Sommerfield office.

A trade showing and open house for the Minnesota distributorship is planned as soon as the new United phonograph Model D is released.

Say You Saw It in Billboard Music Week

When Should Operator Pull Out of Stop?

The measure was hammered out jointly by the National Automatic Merchandising Association and the Connecticut Automatic Merchandising Association and has generally been termed acceptable by vending industry leaders.

The law would also provide for a $25 operator license. Important, too, is a provision that precludes cities in Connecticut from adopting local health regulations to license vending machines.

Richard W. Funk, NAMA legislative counsel, noted that"local pre-emption is an extremely important part of the bill since future local ordinances could otherwise seriously hamper, if not eliminate, vending operations in the State." Funk said the original proposed health measure in the State was conciliatory and was revised several times through extensive industry efforts. The original measure would have provided for a $25 per-machine fee, among other things.

The new code has the 10 cent provision for bulk machines and a 50-cent per-machine tax for major equipment vending machines. Not covered by the code are bottled, canned and premix soft drink vendors, milk vendors and machines that vend food and drinks in hermetically sealed containers.

The new law adopts the language of the U.S. Public Health Service Code and provides adequate and uniform regulation throughout the State, Funk added.

Administration will be by the State Department of Consumer Protection under Commissioner Attilio R. Parentelli and Director Harold Clark.

Funk pointed out that the originally proposed health bill would have allowed local municipalities to pass their own license fees and would have required voluminous information to be filed with the State, including the location of each vending machine.

The new law, said Funk, requires only that operators keep records of where machines are located and that these records be available for inspection by State authorities.

small lunch counter in which one of the operator's former partners had placed a phonograph for only a few weeks, removing it when the play turned out to be only around $2 to $3 a week. The location owner had never forgotten this situation, and was so angry that he gave his excellent location to someone else.

The moral of this story seems to be that it doesn't pay to give up a location too readily, even if the monetary returns seem to be beyond hope.

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