SEMANTICS PROBLEM

Broadcasters Balk at FCC Payola Wording

By MILDRED HALL

WASHINGTON — Broadcasters took some sharp exceptions "am- birously" in the FCC's proposed guidelines on sponsorship identification requirements in its current rule-making on payola.

Additional rule-making covering announcements for "free give-a-ways" or "interests interest" giving gifts or prizes in after shows also took hard knocks from broadcasters, and even louder howls from movie and TV film companies, although deadlines for comments on this aspect was moved off to July 10. In the latter rule-making, the FCC had proposed to add permission to broadcast programming that would include payola.

Stereoscopic Exceptions

Among the most unusual exceptions to the proposed list of stereoscopic guidelines was one by a group of broadcast companies who claimed that the "reasonable" stage" to prevent payola on the station, or among program suppliers, is not spelled out.

The firm is too "vague and general," say their Washington attorneys, Covington & Burling. The wording could hold individual broadcasters responsible for transmissions by innumerable suppliers in the network, film or taped transcription fields, as well as among their own station personnel.

Announcers want to know just what would be required in the way of statements or affidavits signed by broadcasters in show bills have been met, and how often would they be required? The same group also protests the rule-making to put all bill under the fire under the assumption all will eventually go on television.

RCA Keeps Lead as Hottest in Singles: Columbia Still Out Front on LP Charts

Album Pace Set by Miller and Conniff, Sinatra & Francis

By BOB ROLONTZ

NEW YORK — Mitch Miller, Ray Conniff, Frank Sinatra and Connie Francis led every album artists with toppling new LP's released between January 1, and June 30, 1961, Mitch and Connie each had three new albums that made BMI's Best Selling mono LP chart, and Ray Conniff had two. And Mitch, Sinatra and Conniff also had three new albums on the stereo LP chart as well as on the mono charts during the January through June period were Ray Charles, Billy Vaughn, Ruy Warren, Ventures, Lawrence Welk, Mantovani.

As was the case last year, Co.

DIGEST MAKES DEAL OFFICIAL

NEW YORK — As had already been indicated in BMI, the Reader's Digest announced its takeover of the RCA Victor record club operation from the Book-of-the-Month Club. A new, wholly owned subsidiary, Reader's Digest Music, Inc. is now exclusive agent of the record club. The transaction is subject to approval by Book-of-the-Month stockholders.

Dr. Wallace Davis, Digest editor and publisher, stated in part: "...we are particularly happy to announce that millions of readers in the United States now have the opportunity to purchase, on a regular and convenient basis, the record clubs offered through the RCA Victor Record Club.

(Continued on page 43)

Artists to Ride on Video Specials

By JUNE BUNDY

NEW YORK — Although regular network TV musical shows will be scarce during the late fall, record talent will nevertheless participate in the extensive exposure, because a flock of one-shot music specials are in progress.

MTV has four specials scheduled for fall. "Happy With the Blues," a musical conversation with songwriter Harold Arlen, will be presented on NBC's "Show of the Week" series this fall.

"The Voice of the People" will spotlight Peggy Lee, Vic Damone, LaVern Baker, Nat "King" Cole, and Jo Stafford.

Grundig to Hit Tape Red Tape

NUREMBERG, GERMANY — Grundig, Europe's largest producer of tape recorders, is thus far in efforts to free the use of tape-recorded music, particularly where such efforts are directed at Grundig - built recorders.

The electronics firm takes the position that the music industry organizations in the various countries have pushed a good thing too far. The exorbitant demands of royalty associations threaten the economic foundations of the electronics as well as music industry, Grundig believes.

Grundig is mobilizing top legal talent in its efforts to free Grundig - built records for rights to his

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Rotating 12"-10" Singles

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Record Buying Power Index

Following is an analysis of the Buying Power Index (BPI) of the top 33 markets, showing the percentage sold in each market of four different kinds of records: phonograph records, C&W singles, R&B singles and pop albums. This analysis was prepared for presentation at the ARMAIDE convention.

<table>
<thead>
<tr>
<th>Distribution Area</th>
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U.S. Import Of Instruments Down In 1960

WASHINGTON—Imports of musical instruments into the U.S. in 1960 were valued at $20,496,231, a drop of 12.2 per cent from the 1959 import value of $22,334,314, the Census Bureau reports.

In spite of a marked decrease from 1959, still supplies the lion’s share of the materials imported. Italian imports valued at $5,681,231 in 1959, dropped to $4,275,195 in 1960, counted for 35 per cent in value of the U.S. import.

Germany was second, with imports valued at $3.2 million, representing 15.4 per cent of all the instruments imported. France was third, providing $3 million, 14.4 per cent of the import, and Japan and the United Kingdom were fourth and fifth respectively, with Italy supplying 9.1 per cent and England 3.3 per cent of the total import market.

Pianos and organs accounted for the major share of instrument imports, nearly one-fourth of all imports being in this category. Value was $5.3 million in 1960, a slight dip from 1959 figure of $5.5 million. Of the 1960 imports, sent over $2.3 million.

Imports of small instruments and accessories, valued at about $4.7 million, dropped 12.2 per cent from the 1959 high of $5.7 million in 1959. Italy led with supplies valued at $2.3 million, followed by France and Canada with $1 million each.

Mandolins and string instruments have increased by over 28 per cent, valued at $1.4 million, with Germany providing one-fourth of the total.

Old Jam Sessions On Victor Albums

NEW YORK— RCA Victor’s pop department recently released an album that includes eight packages, highlighting the jazz of Lionel Hampton, Duke Ellington, Red Norvo and Glenn Miller. Hampton’s package includes the first studio recording to be released during the spring sessions of the 1930’s and a half-century later the noted late guitarist in a session with Stephanie Grappelli and the All Star France. The "Greatest of Dixie" includes Glenn Miller, Ray Eberle, Jimmie Lunceford and many more. A package round the Glenn Miller, Ray Eberle, Jimmie Lunceford and "The Greats of Swing".

Other packages include "Oh Boy! The Masters of the Surf" and "The Very Best Of Stanley Turrentine". (Continued on page 55)

Bill Would Require Price Disclosures On Phonos, Radios

WASHINGTON—A bill to require "full and fair" disclosure of price information for stereo and phonographs, via a manufacturer label giving suggested price on the item and the components and accessories purchased, recorded, and all household appliances, has been introduced by Rep. Harley O. Stagner (D., W. Va.). The bill, if passed, would require the record label to disclose the price to the consumer and would provide a right of action for the price of the appliance plus the optional parts.

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MERC-PHILIPS MOVE TO CUE AT COM-COL'S LABEL

NEW YORK—The acquisition of Mercury Records by Philips on April 2nd has made the Columbia American the green light for its plans to release its records in Europe and throughout the world. The move, which took place several months ago, under the aegis of President Godfried Lieberman, started negotiations with Mercury regarding the sale of its few other Columbia and Epic discs issued on the CBS label rather than Philips.

In the past, under arrangement, with Columbia American disks being issued on CBS, Philips would have been left without an American label to supply for exports. The company decided to negotiate to purchase an American company, and opened discussions with Columbia American in April. On June 1, 1959, Columbia American ended its EMIE tie in the 1950s.

Philips will continue to press and help distribute the Columbia American labels in Europe to promote the CBS label and to arrange for controlled release of its U.S. product there.

Philips classical and pop product now on Epic is not expected to be transferred to the American Philips label, but will remain in the Columbia American series. The company, however, is considering the possibility of bringing out a few Columbia American discs in the next three or four weeks. Columbia expects to have its new set of labels, designed by Paul Rand, ready for its first product on CBS Records by February-March of 1962.

MERC’S PROUD OF ITS HISTORY

CHICAGO—Mercury Records has far exceeded even the expectations of company president, John Green, the president of the firm, and its parent company, American International, which purchased the label 15 years ago. Last month, the company celebrates its 15th anniversary and, for the first time, made a profit on sales of the label’s product.

The merger was accomplished by the purchase of the label by International, which immediately began to consolidate its activities. The company, which had been operating under the auspices of Mr. Green, was incorporated in 1947 with a capital of $100,000. The label is now owned by International and the parent company, American International.

For some time, the company has been planning to launch a major new label, Mercury, to be aimed at the mass market. The company has been preparing for the launch of the label for several months and has already begun to promote its product.

The company has been working with a variety of artists, including rock and roll acts, to help create a more appealing product. The company has also been focusing on creating a more modern and contemporary image for the label.

In recent years, the company has been expanding its product line to include more diverse genres, including jazz, folk, and country music. The company has also been branching out into international markets, with releases in Europe and Japan.

The company continues to work with artists to create new and exciting music for its fans. With the launch of the new label, the company is looking forward to expanding its reach and bringing more music to its fans.

(Continued on page 11)

CHICAGO—Mercury Record Corporation, a leading independent record company, is the latest major record company to join the COLUMBIA RECORDS family, according to a statement released by the company. The acquisition of Mercury is the latest in a series of acquisitions by Columbia Records, the parent company of Mercury.

Mercury, a major independent record company, has been operating for over 50 years. The company’s product includes a wide range of music genres, from pop and rock to jazz and country.

The acquisition of Mercury will give Columbia Records a stronger presence in the independent record market. Columbia Records is one of the leading record companies in the United States, with a strong presence in the pop, rock, and country markets.

The acquisition is expected to be completed by the end of the year, and the terms of the deal have not been disclosed.

The company’s acquisition of Mercury is part of its continued strategy to expand its presence in the independent record market. Columbia Records has already acquired several independent record labels in recent years, including Rounder Records, Shanachie Records, and Nonesuch Records.

(Continued on page 11)

Photo: Mercury Records

Philips buys a major independent record company, Mercury Records, which has a saleable European catalog that will now be available for distribution in the United States. Philips had its own major independent record company, Philips, but the acquisition will now be behind Mercury as well as Philips Phonographique. Expansion Planned

Philips plans an expansion program based on the acquisition of what has been described as a vast classical and foreign popular catalog. Plans are for Philips to maintain separate label identification. The Mercury catalog will continue to be marketed under the Philips name, and the name of the Mercury label.

Plans are also being made to utilize distribution facilities and new marketing practices for the acquisition.

Philes Release

First Philips releases in this country, both classical and popular, are expected to be issued by the end of the year. This will also permit the acquisition of other major independent record companies and artists and repertoire for Philips.

The acquisition of a major independent record company like Mercury will give Philips a significant role in the music industry. Philips has already been expanding its presence in the music industry in recent years, with acquisitions of other independent record companies and artists.

Photo: Philips

KAYES, SELLING CLASSICS OPPORTUNITY FOR DEALER

NEW YORK — Dealers with patience, perseverance and a desire to stay in business, have a golden opportunity in the field of classical and popular music, according to W. Allen Kayes, classical and choral director for RCA Victor Records. Last week, Kayes outlined a number of methods whereby dealers can make a profit, and he also pointed out the need to marry classical and popular music.

For one thing, Kayes pointed out, classical artists are more difficult to develop than the country and rock music artists. Yet, when they have made their mark, they are on the scene for life-years and—often decades. As examples of this, Kayes noted Johann Strauss II, who came to America in 1817 and is still a big name in America, and the name of Arturo Rubinstein who is still considered the world’s greatest pianist, who started his career in 1921; and Arthur Fiedler, who began with the Boston Pops in 1930.

The problem of the talent manager and the record companies is getting a new artist really established in the market place. Kayes pointed out that the music pages of the Sunday newspapers should carry articles about these artists. The Sunday papers should also carry articles about the music of the week, and about the music of the season.

Kayes also emphasized that the dealer should speak to the market. He pointed out that the dealer should not just sell Classical records, but should sell the records of the week. He also pointed out that the dealer should not just sell classical records, but should sell the records of the week. He also pointed out that the dealer should not just sell classical records, but should sell the records of the week. He also pointed out that the dealer should not just sell classical records, but should sell the records of the week.
By DON WEDGE

LONDON — A new standard for the broadcast industry is being sought for by both the United States and Canada. The American Broadcasting Companies has said that it will negotiate with the European Radio Industry to establish a new standard for the broadcast industry.

The negotiations are part of a larger effort to make European television more accessible to American viewers. The two countries have long been at odds over the issue of broadcast standards, and this new development could help to resolve some of the conflicts.

The United States has been pushing for digital television to be adopted as the new standard, while Canada has been more interested in maintaining its existing analog system. By negotiating with each other, they hope to find a compromise that will work for both countries.

The negotiations are expected to take place over the next few months, and a decision on the new standard is likely to be reached by early next year. Both countries are hopeful that a resolution can be reached, and they are working closely together to ensure that the process goes smoothly.

Musician Entertainer Groups Seek More Subsidy and Wider Safeguards

WASHINGTON—Musician and entertainer groups are pushing for more subsidies and wider safeguards for artists in the entertainment industry. The groups argue that the current system is inadequate and that more needs to be done to support artists in this time of uncertainty.

The groups have been meeting with government officials to discuss their concerns and to propose solutions. They are calling for increased funding for arts and entertainment programs, as well as stronger protections for artists' rights.

One of the key concerns of the musician and entertainer groups is the lack of support for musicians during the pandemic. They argue that the government needs to do more to ensure that musicians are able to continue to work and earn a living.

The groups are also calling for increased protections for artists' rights, including stronger copyright laws and better enforcement.

NAB to Hone Radio-TV Code

WASHINGTON—A single voice for all authority for both radio and TV codes has been decided upon by the board of directors of the National Association of Broadcasters and the National Association of Radio-Television Stations. This will pull the radio code observance out of the equation.

Stiffening of the radio code could be welcomed by record companies, who would cut down on the plethora of commercials and allow more time for the playing of music.

(Continued on page 30)

Hollywood — Warner Bros. Records will take its product show off the road again this year for an extended worldwide tour called "The Warren Bag." The tour will feature a new line of merchandise, including vintage record jackets, as well as live performances by the band.

Product Show to Hit Road Again on Trek to Key Markets

PRODUCT SHOW TO HIT ROAD AGAIN ON TREK TO KEY MARKETS

Reds Adopt Softer Line on Western Records—Ratio Is Now Four to Six

BY OMER ANDERSON

EAST BERLIN — At the same time that they have re-heated the Berlin tension, the Communist Berlin government has been pausing in its Western policy.

The Ministry of Culture has announced that four Western tunes may now be played in East Germany for every six originating in the Communist bloc.

And the ministry hinted that East Germany may soon be importing more Western songs.

"As long as the development and creation of people's music is fostered and protected," stated the ministry's regulation, "there is no intention to restrict the playing of music originating outside the Socialist (Communist) lands."

But there is a sizeable minority of old-regime musicologists, quizzed about the catchy Culture Ministry pronouncement, who believe that the government's intention is being given to the importation of foreign music in the appropriate type and from appropriate sources. They also believe that the government will later import in increasing quantities, a foreign-made ministry spokesman reported.

Indeed, the first such pilot project has just been completed and the East Berlin Philharmonic and the West Berliner Orchester recorded "Everybody's Somebody's Fool" for the East German Amiga label.

Red Radio Interest

At Leipzig, furthermore, the Red Radio Leipzig is evincing unprecedented interest in the Hot 100. The radio station, which was first transmitted by Walter Schenkenberg and is tapes Western music, is now being transmitted in such effect involved a Richard Rogers medley.

East German authorities freely concede that their annual opening of the station to Western music is now an important element of the country's policy and that the government's decision to import music in imitation of the Western bloc is the result of the Communist-bloc involvement with Fidel Castro.

"This has now become impossible regardless of whether the Reds were paying copyright fees or whether there was any intent to pay royalties on a formal basis.

"Why should we?" demanded the East German official. "Your government doesn't recognize our diplomatic existence. In the eyes of the United States we are a non-existent state. If this is true, how can you expect something that doesn't exist to pay your man and communauté for your song?"

With a twinkle in his eye, the official continued, "My private suggestion would be, since your people are only paying for a Soviet paper and that your ASCAP contract their colleagues in Moscow."
Talmadge Points to ARMA's Results In War Against Counterfeit Racketeers

By AR TALMGAGE
President, ARMA

The past year has been one of hard fighting for ARMA and therefore it is most gratifying that we can point to tangible results in the way of legislation and action that will port to ARMA. A careful review of the press has been filled with stories of the fight against counterfeiting. This fact that we have not only been unable to uncover some of the undercurrents of this problem but we actually point to the first criminal conviction for counterfeiting which I felt hope for the future.

For the industry, it is, of course, the fight for enactment of legislation against counterfeiting. This is not only a time-consuming and costly endeavor, but it requires the cooperation of all facets of the recording industry. With ARMA, we are riding on the wheel, we feel certain that this program, both at the State and federal levels, will be continued and successful in the not too distant future.

Coller's Help

In this regard, it is our good fortune that we have the support of Senator Emanuel Coller as our major supporter on the Senate level. As you know, Congressman Coller has introduced the necessary legislation at the federal level, and we are happy to have him on hand to explain to all ARMA members what he proposed legislation to each State, and the effect of it.

The fight against counterfeiting, as important as it is to the entire industry, was only phase of our operation of ARMA during the year. In the 1960-1961 period we were able to solidify our position as leaders in the field among both the manufacturer and the retail merchant. This ARMA becomes one year old this month, it is my hope and a vital organization in the industry, an association where we can pool our resources and make a difference.

During the year we developed and introduced the Counterfeiting Protection Plan which has been made available to all ARMA members, and which offers considerable benefits to executives and key employees of all our member organizations.

BMW PRESENTS B.P.I. ANALYSIS

Saturday, March 12, 1961, at an analysis of the Buying Power Index (B.P.I) of 45 top record markets, showing the percentage sold in each market of that particular recording product, will be presented at the ARMA conventions here this week. This detailed B.P.I. report appears in full for your inspection in this issue. Billboard Music Week has expanded and amplified publication rights to the study.

To offer our members the most comprehensive coverage of the industry, we developed and implemented a new membership category, called Affiliate Membership, which makes it possible for all allied interests in the industry to be a part of ARMA. While the value privilege is still limited to full members, Affiliate members can purchase a limited number of records, and can also meet on a common basis with other facets of the industry.

As you will note from the convention program, ARMA has developed and implemented a full schedule of events for your consideration. From our general meetings we will offer you a full day of discussion, from which we feel certain will be of great value to all our members. We hope you will all participate in each and every session which has been planned. Our primary purpose is to help us make this the best convention in the industry ever.

It has been my privilege to serve as President of ARMA during the last year. The byword and "action" the past year has taught me that we have to scratch the surface and we have to cut the bread. While the strength it building day by day, will continue to serve the phonograph industry for many years to come. In this regard I am proud to say that a part of that growth and activity, every member and every member will feel the effects.

In closing, I would like to pay special tribute to the field staff members and members who devote their time and energy to ARMA during the past year through their combined efforts that we were able to make such remarkable progress toward the elimination of counterfeiting from the entire membership of ARMA, and that we can continue to progress in the future.

8 MFRS. RATE

By SICHEMUT H. STEINBERG, Editor, THE TELEPHONE & TELEGRAPH BREAK, ARMA Legal Counsel.

The past year has been one of many appeals in the courts to counterfeiting of phonograph records. Although a number of appeals have been heard, only a few have been decided by the courts.

In the latest decision, the appeals court held that the defendant had breached the contract with ARMA by taping certain phonograph records without the consent of the plaintiffs.

In this case, ARMA's fee was supposed to cover the cost of production and distribution of the records, but the court held that the defendant had no right to use the records for his own profit.

In addition, the court held that the defendant had committed fraud in entering into the contract.

The court's decision is significant because it establishes the principle that ARMA has the right to protect its records from unauthorized duplication.

Disk Industry Rises From Inertia to Action

By RALPH BURGER, Editor, THE RECORDING INDUSTRY NATION.

In the short space of one year, additional inductions were held in the recording industry to add to the growing list of names of those who have been inducted into the Hall of Fame.

The induction of Wally Fink and Milton Richman, in New York, and C. Francis Jenkins, in Chicago, added new names to the list of those who have contributed to the industry.

The induction of these individuals in various locations of the United States and the United States Congress.

From a modest beginning in At- lantic City, New York in 1961, the name ARMADYS has become synonymous with effective action against the counterfeiters. As ARMA's efforts have continued to mount, it appears that our goal has been achieved.

But the battle is not yet over. We must continue to monitor the situation closely and to take additional steps to ensure that the counterfeiters are not able to operate freely.

For this reason, ARMA's newly elected president, Stephen C. Paskin, has been working closely with ARMA to ensure that the counterfeiters are not able to operate freely.

In conclusion, ARMA continues to be a strong entity that will continue to fight against counterfeiting of phonograph records.
WHOOOSH! ANOTHER HAPPY "INDIE"! He just finished a recording session at RCA Custom!

When you see a record man whose spirits soar—and there are so many at the ARMADA convention—it's a good bet you're looking at a man who records at RCA Custom. Ask him about RCA Custom. He'll rave about our ingenious engineers... then ramble on about the spacious, sound-perfect recording studios... then perhaps rhapsodize about the extra something he gets out of our advanced equipment. Finally, he'll probably extol our lightning-fast service from microphone to master. If you visit ARMADA, get the whole happy Custom story at Booth Six. Prepare to come out smiling. RCA CUSTOM RECORD SALES
A Special Message Published on the Occasion of the 3rd Annual Convention of the American Record Manufacturer and Distributor Association

Teamed Up—For a Better, More Profitable Record Industry for All!

Keeping an industry sound, healthy and growing is a team operation from top to bottom.
It gets its beginnings with good record companies, employing the services of experienced A&R men who coupled the right material with the right performer.
It works its way through all of the manufacturing stages—from the recording studio right on through to the finished commercial pressings.
It benefits immeasurably by attractive, eye-appealing, attention-getting "dress" and packaging.

And then the clincher—aggressive promotion techniques, along with bread, intelligent, world-wide sales and distribution practices.
Yet, it takes the services of good, progressive industry-minded publishers, record manufacturers, suppliers and distributors to make it all happen.
This kind of teamwork—contributed to in large measure by the individual companies whose names appear here—will continue to build a sound, healthy, growing and more profitable record industry for all.

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Fun and prizes galore!

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Good Luck ARAMA. We'll See You There. Russ Mallory Pete Fabri

Looking forward to seeing all our fine distributors in person at The Diplomat . . .
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Our growing good reputation has been built with friends ... whose friendship has been earned with service. Such a reputation and friendship are sincerely cherished.

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1297 Seventh Avenue

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EDDIE HARRIS

Vee-Jay 378
BECOMES A HIT ALBUM!

EXODUS TO JAZZ

Vee-Jay LP 3016

[Image & text]

NO. 2 NATIONALLY

"RAINDROPS" by

DEE CLARK

Vee-Jay 383

NO. 8 NATIONALLY

"EVERY BEAT OF MY HEART" by

THE PIPS

Vee-Jay 386

"BIG BOSS MAN" by

JIMMY REED

Vee-Jay 380

BILL HENDERSON'S

SMASH SINGLE HIT!

"MY HOW THE TIME GOES BY"

Vee-Jay 391
from his new ALBUM

Vee-Jay LP 1031
[Image & text]

THE CIVIL WAR CENTENNIAL HIT!

"THE BURNING OF ATLANTA" by

CHUCK TAYLOR

Vee-Jay 388

Vee-Jay

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And watch for our EXPLOSIVE FALL LP PROGRAM AUG. 15, MR. DEALER, including our FIRST DELUXE DOUBLE-POCKET JIMMY REED ALBUM ORIGINAL MOVIE SOUND TRACK ALBUM HOW-TO-SING RECORD-AND-MUSIC KIT PLUS ALBUMS FROM VEE-JAY NAME ARTISTS!
HERE'S LOOK AT ARAMDA TWO-YEAR-OLD HISTORY

NEW YORK—The American Manufacturers and Distributors Association (ARAMDA) was officially formed on June 7, 1959, when over 200 record manufacturers and distributors—assembled in Chicago for the organization's first convention.

Fittingly, the four men who had spent the previous year getting ARAMDA started were all elected to office. Ewart Althoff, Jr., Vice-President, was re-elected, and Bob Chilton, President, and Nelson Verbit, Secretary, were re-elected.

In June 1961, at ARAMDA's Atlantic City convention, Art Talmadge, vice-president and general manager of United Artists Records, was elected president, and Bob Chilton, Secretary and Nelson Verbit, secretary, remained their old offices.

The 1960-61 convention was held in Atlantic City, and its theme revolved around the problems of record counterfeiting, which had become a serious threat to the industry. That year, ARAMDA's determination to combat counterfeiting was even greater than before.

In the 1960-61 year, ARAMDA brought to fruition the fight against counterfeiting by materially assisting in the first state-wide program of counterfeiting in the criminal code, the introduction of legislation against counterfeiting on a federal and state level, and the development of a program to assist in the investigation of counterfeiting.

In the early 1960s, ARAMDA continued its efforts to bring about the adoption of state laws that would criminalize counterfeiting. By working toward the establishment of an annual meeting of all record manufacturers, ARAMDA has provided all phases of the recording industry with an opportunity to meet and study their various problems together.

In this regard, efforts were made to bring into active participation in the convention, the leaders of the industry and to further the formation of the membership first-hand information on up-and-coming federal legislative events by presenting Congressmen, in the capacity of featured speaker at this year's convention banquet.

As ARAMDA enters its third convention, its membership has increased from 200 to over 400. The entire industry-wide interest in the convention is reflected in the heavy pre-convention registrations, which indicate that ARAMDA's 1962 convention will chalk up a record attendance.

Mercury Merged to Giant World Trust

- Continued from page 3

tremely stockholder of Consolidated.

Corporate Details

The corporate set-up of Phillips Industries, besides the United States Philips Trust, Phillips Industries' holdings include two thousand of the leading companies in some 58 countries. Phillips Industries' products range from lighting equipment to industrial components and medical equipment. The company's strong financial position and commitment to research and development, as well as its diverse product line, have contributed to its success.

The merger of Mercury with World Trust will enable the company to expand its operations and increase its market share. The combined entity will benefit from the synergies between the two companies, allowing them to leverage their strengths and resources.

The financial analysts, describing Phillips' corporate structure as one of the most well-capitalized in the industry, note its significant growth as a result of the merger. At the close of 1965, 35 percent of Phillips' assets were located in the United States, 35 percent in other European countries, and 20 percent in other regions, including Canada and Japan.

The U. S. Holdings

The United States holdings of World Trust, which Philips Industries acquires, include companies in the United States and Canada. The company has a strong presence in the Western Hemisphere, with subsidiaries in Mexico and Brazil.

Disk Industry Rises

- Continued from page 6

the attorney general of California to introduce in the California Legislature to increase penalties for counterfeiting trademark violations. Although much progress has been made in the past year, the task is far from easy. Many record makers have been the target of counterfeiting activities, but they have been successful in preventing the creation of counterfeit records. However, the criminal penalties for counterfeiting of trademark in California have been increased.

U. S. Library's Catalog Ready

WASHINGTON—The Library of Congress, which contains music and phonorecords, reports that the music phonorecord collection is now fully cataloged. The cataloging of the music collection is a major undertaking, and the Library has been working on this project for several years. The collection includes over a million items, and the cataloging process has been completed.

The Library of Congress is the official repository for the phonorecords collection, and the cataloging of this collection is an important step in preserving this valuable resource. The cataloging process involves assigning unique identification numbers to each item, creating detailed descriptions, and ensuring that the information is accurate and up-to-date. This process is time-consuming and requires the expertise of trained catalogers.

The cataloging of the phonorecords collection is a significant achievement for the Library of Congress, and it will make it easier for researchers to access and use this important collection. The Library of Congress is committed to preserving and making accessible these valuable resources for future generations.
New York

The Four Freshmen have signed with the new booking firm, Vincent International Productions (VIP), the Fred Dale firm. ... Don Robey, head of Peacock and Duke records, becomes the father of a boy, Don D. Jr., last week. ... Lawyer Walter Hofer became the father of a son, Eric, last week. ...

Publication Irwin Zaker became the father of twins, Joel Mitchell and Shari Lynne, a fortnight ago. ... Bobby Boyett of Boyd Records, has signed Randy Page, and will release his disks through the United Artists label. Boyd cuts a new album with Phil Upchurch last week called "You Can't Sit Down." ... Flip Black, oldest son of Big Three executive Ted Black, is joining the Big Three firm for the summer, after which he will return to school.

Ray Rivera has signed with Audrey Mayhew's Estate label. Fred Miles has signed Cecil Collier, also known as Kid Harvey in Philadelphia, to a recording contract for his label, Fred Miles Presents. ... Rita Mitchell is the Artist of the Month at Riverside Records, and the jazz label is running a big promotion for the trumpeter. ... Phyllis Diller is now on Verve.

... Toi Ponte has joined Roulette and will record for the firm's L.A. label, Tico. ... Anton Schroeder has set up a new publishing firm in England in collaboration with Iron Association Publishers of Great Britain. ... The 20th Fox label has signed warbler Frank Cervelli. ... Life magazine has added a record review section. ... Sun Records Company in East Newark, N.J., the Moe Silver exciting plant, celebrates in its 15th anniversary this month.

Hollywood

Don's Randy Wood recorded Wink Martindale singing "Walkin' a Land Farmer" Wednesday night. The rural-flavored single is being rushed into release. Billy Vaughn provides the orchestral setting. Flip side is a Vaughn original, "Make Him Happy."

Capitol is ordering high-pitch production on Judy Garland's "Judy at Carnegie Hall" double-LP package aimed at hitting the New York-New England market area with a deluxe boxed set of the singing lady's April 23 concert. Reason for the rush: Capitol claims, "an unprecedented flood of advance orders" apparently concentrated in the Eastern area. Rest of the country will get the package in mid-July.

World Pacific is issuing a three-LP release, paced by a comedy package, "The Best of the Aces," recorded by Bruce Spencer and based on the Clifford Prent "Crazy Aces" book. Other albums feature Les McKea as a balladist and the Curtis Army-Paul Bryant tenor-orange combo.

... In a deal with Jay-Em Records' president, Bernard Duboff, Liberty Records leased the master to Jimmy Mundy's "True and Faithful" and will release it under the Liberty label. Jay-Em is getting production credits. ... Liberty Sales Manager Don Hoffman switched distributors in New Jersey from Faxon to Jerry Winston's Wendy Distributors. Wendy gets the full Liberty line, its Diton subsidiary and the Robert Thames Christmas catalogue.

Chicago

RCA Victor has moved to new quarters in the Merchandise Mart, involving relocation of offices for several RCA personnel. Included in the shift are Bob Krueger, distributor field man; Charlie Boyd, rack jobber sales, and Stan Pat, Midwest director of radio-TV relations. Pat's new office will be at 333 N. Michigan, Suite 530. ... Bonnie Kroll, freelance promo gal, is working hand-in-hand with Garsuma Distributing, Inc., to "garner" sales for Eron's new LP. It's the pianist's first waxing in three years. ... Mike Malek, Marquette Record Shop, and his family returned last week from a two-week vacation in Pennsylvania, visiting relatives.

The De-Lite pacting of Canadian artist Bobby Curtiss to a five-year contract was a personal triumph for Earl Gleckman, label's sales head, who personally conducted negotiations. Glissen has left Chicago this week for promo trips to Cleveland, Philadelphia and New York, following which he'll attend the ARMADA convention in Miami... ... George Costello, Midwest manufacturing manager of Columbia Record Productions, was in town last week for a confab with the firm's sales office here.

Jone Recording Company has signed Dolph Howell, singer, to an exclusive recording contract. Howell is a member of Why's "Barn Dance" cast. Janie also has set "Barn Dance" members Bob Athier and Red Blanchard for recording sessions within the next few weeks. ... Johnny Pate is leaving his disk at Associated Booking to do free-lance a.c.r. work, arranging and producing. Pate was a.c.r. man on Ralph Marden's hit, "Ballad." He's also remembered for his "Singing Shephard Blues" hit two years ago. ... Universal Recording Studies is under way with its expansion program. Plans call for two additional floors to house studios and high-speed tape duplication, reduction and editing rooms.

Cincinnati

Hugh Watkins, representative of Steve Keith's Ace Records, Manchester, Ky., and personal manager to the label's Jay Fanning, in town last Wednesday (21) to arrange for Channel Distributing to handle the Ace line in this sector. First item placed with Consul is Jay Fanning's new release, "My Kind of Girl," produced by country songwriter-artist John Lowery and Steve Keith returned to Manchester last week after selling the distributors for his label in Atlanta, New York, Miami, Houston, St. Louis, Nashville, Memphis and Oklahoma City. Watkins plans to set up a local office soon. ... Also, Matt Mink has left the Mercury Records branch in Cleveland to become associated with Trans-American Distributing Corporation in the same city. Also will cover the Ohio territory, including Cleveland, Cincinnati, Dayton, Springfield and Columbus. Looking exceptionally good for the firm at the moment, Mink reports, is Matt Monroe's "My Kind of Girl," and Dean Barlow's "Love, Is That You?" Alternate, the firm's big item is Andy Stewart's "A Scottish Soldier." Also says...
it's the big hit record for this summer!

CONNIE FRANCIS

TOGETHER and TOO MANY RULES

picked as a winner by all the trades!

Connie's latest is her greatest!

MGM RECORDS
THE STARPPOWER LABEL
FOLK TALENT & TUNES

By BILL SACHS

Smoky Montgomery, in cooperation with the Fort Wayne Ind., Park Board and the American Federation of Musicians, Local 58, will produce the Annuual Country Music Festival to be held at Franke Park, Fort Wayne, Sunday, July 16. Amater singers and musicians, backed by pro bands from the area, will compete in various categories, with the winners getting an all-expense paid trip to the "Grand Ole Opry" in Nashville.

Pat Boyl, from WGLW radio in Fort Wayne, Mich., handled encore chores at the Home Acres Jubilee there June 19. Appearing were the Bearded Beaux, of Norton, Va., and trained to keep festivities glued together were Don Holly, Skippy Records, Dallas, Johnny Colitini and the Star Riders plus Larry Lee, Johnny Meder, country deejay at WCAT, Hastings, Mich., had the same group in Hastings Sunday (13) and brought them back last Sunday (20), along with Del Wood, Bobby Williams and Hilkott Boys. On Saturday nights the original package was presented with the Overbrook Barn Dance, Howard City, Mich.

Tex Williams and the Texas Leaf leaves the village Ballroom, Newhall, Calif., June 28 to begin an extended tour of the West Coast. Williams, with an eight-day stand at Kyne, Nev., July 1, last year, has a week's engagement at Harrah's Club, Reno, Nev., beginning July 11. He finds them at Jack's, Nev., and August 23 they open at the Shawbut, Las Vegas. The group returns to Willians' Village Ballroom in Newhall September 9 for a big homecoming celebration. Williams and the Texas are booked for four weeks at Harrah's Club on Lake Tahoe on the Nevada-California line, starting November 16.

Young Capitol Records singer Cathie Taylor will be the June 30 guest on Five-Star Jubilee, network TV show emanating from Springfield, Mo. Cathie's most recent appearances have been on The Chery Show with Roy Rogers, and on Art Linkletter's House Party. Her latest single has been released by Capitol as a follow-up to her two folk albums.

Hoyt Axton, son of Mae Boren Axton, prominent country music songwriter, has a new release in keeping with the Civil War Centennial. One side, which Hoyt wrote in collaboration with his Mom, is titled "Georgia How Soldier," and is published by Gabe Tucker and Fanny Dally, of Houston. It's a song of Hoyt's own arrangement called "(The Drinking Gournd." Hoyt, who recently completed his third year at the Northern Illinois University, is now back on the West Coast. He plans on returning to college in the fall.

Bill Clifton, who this season is managing Oak Leaf Park, Las Vegas, announces the following bookings: Carl Story and the Chuck Wagon Gang, July 2; Bill Monroe, the Stanley Brothers, Mac Wiseman, Bill Clifton, Jim and Jesse and the Country Gentlemen, July 4; Grandpa Jones and Billy Walker, July 9; George Morgan, July 16; Carl Butler, Bill Harrell and Buzz Busby, July 23; and Frit and Scrogg and Mother Maybelle Carter, July 20. Roy Acuff, Red Allen and Luke Gordon played the spot last Sunday (18). Cowboy Howard Vokes and his Country Boys took the jaunt to June 11 to appear with Buck Owens and Bill Clifton.

Bill Anderson, Decca recording artist and former disk jockey welcomed to WJIC, Commerce, Ga., was welcomed home to Commerce June 9 in what was officially proclaimed Bill Anderson Day. A parade was staged in his honor, the mayor presented him with the key to the city, and a near-capacity crowd jammed the local auditorium that night for a show which starred Anderson, Del Wood and "Dixie Jubilee" cast from Atlanta. Anderson was a member of the original staff of WJIC, having been there from the station's first day of broadcasting in June, 1957, through April. 1959. Wheeler Preitt, now the c.w. disk jockey at WJIC, handled the Anderson promotion.

Orks of Amsterdam, Cleveland Spotlighted in Epic July Issues

NEW YORK — A new album with the Cleveland Orchestra under George Szell, and another set with the Concertgebouw Orchestra of Amsterdam spotlight Epic's releases for July. Firm is also issuing a pop set with Joan Shaw and an international LP called "We're a Family." A. J. Fisher is in charge of Epic's July issues.

WE'RE PROUD TO ANNOUNCE two great new pop singers now on ABC-Paramount!

MAXINE BROWN

THINK OF ME

b/w DON'T NEED YOU NO MORE

b/w ABC-10235

"BABY" WASHINGTON

LET LOVE GO BY

b/w MY TIME TO CRY

b/w ABC-10233

Stock em' now! They're money back to back!

CINCINNATI

Sarah Vaughan, pianist Teddy Wilson and the Les Brown orchestra will dominate a one-day outdoor jazz festival at the Dayton Ohio, Speedway July 23. . . . Deke Moeller, for many years house band leader at the Aladdin Theater here in the Great Hills Country Club, Southgate, Ky., now operating a Daisy Queen spot in the heart of Dayton, Ky., while doubling as musical director of the Bellevue, Ky., school system. . . . Young Dan Cox, a new Decca artist, is rocking em' with his folk singing at the Caesar Room downtown. . . . Tony Salamack, who formerly conducted his own bands and combos in the area for many years, is now serving as Northern Kentucky rep for Hiram Walker Distilleries. Bill Sachs
Hurry! Hurry! Hurry! Early Birds are wise birds! Here's your opportunity to get in now on the most exciting sales program yet by a major label. Everything is on sale at terms you just can't pass by. Now is the time to stock up on such best-selling Verve albums as those by Ella Fitzgerald, Shelley Berman, Jonathan Winters, Phyllis Diller, and the whole, wonderful roster of jazz and comedy artists. Sell these Verve albums through the Summer and stock up for the Fall under a fabulous new bonus and dating deal. And don't forget, Early Birds get extra help by a merchandising and advertising program that will keep your Verve stock moving and your register ringing through the hot summer days.

And Here's Our Plan:

1. The entire Verve catalog is included. No hold-backs, no special exceptions. EVERY record by EVERY artist is included in the deal.

2. The more the merrier. There's a big 33 1/3% bonus in merchandising (that's one album free for every three you buy) to help you spark Summer and Fall sales and put punch in your profits.

3. The Industry's best dating plan.* Buy now, pay much, much later: ¼ in OCTOBER, ¼ in NOVEMBER, and ¼ in DECEMBER!

4. Cash in on BIG national and regional advertising, and exciting point-of-sale material.

*For qualified dealers providing account is current.

BE AN EARLY BIRD! The time is NOW!
Chancellor Charts Expansion Moves, Seeks New Talent

HOLLYWOOD — Chancellor Records has set an expansion and reorganization program, keynote of which is a search for young talent. Whereas in past years the label has concentrated on developing singers into actors, Chancellor now plans to try and turn established actors into singers. The plan also places emphasis on stepped-up efforts by President Robert Marguieux to "wrap up deals with movie studios to produce and release scores from films."

Marguieux, in collaboration with his artist and repertoire chief, Ross Faith, wrote, produced, and recorded "You're Only Young Once," from Fabian's movie, "Love in a Goldfish Bowl!; "Oppositions Attract," from Franki Avalon's film "Sail a Crooked Ship"; and "If You Knew," from Fabian's picture, "North to Alaska."

Among the Hollywood actors with whom Chancellor is talking are George Hamilton, Sean Flynn (son of the late Errol Flynn), Mickey Callen, Chuck Courtney and Reed Sherman. New talent signed to the label includes Linda Edmond of Broadway's "Bye Bye Birdie" musical; Carla Garea, and the Fabulous Four.

The firm's personal management company, MDR, has expanded, through the hiring for executive training in the management field of two young Philadelphians—Thomas Marotta and Tony DeSantis.

Jack Tracy Returning As Merc's A&R Chief

NEW YORK—Jack Tracy, longtime figure in the jazz world, returns to Mercury Records' Chicago home office to his old job as A&R chief, it was learned last week. Tracy left Mercury approximately two years ago to join Chess Prod. Corporation, where he was a.A&R director for Argo, the Chess fraternity's jazz wing.

DETROIT — Walter Drake, veteran record man formerly in retailing and more recently with Music Systems, Inc., the combination rack jobber one-stop and distributor, has joined with longtime promotion man Irby Biegel in opening their own distributorship, Abby Distributing, 13579 Livernois.

Not Hentoff Pens 'Jazz Life' Book

NEW YORK—A new book has been penned by critic and social commentator Nat Hentoff, called "The Jazz Life." In actuality, it is the first book written by Hentoff alone. Three previous books were done with collaborators. "Hear "Din"" and "The Jazz Makers" with Nat Shapiro, and "Jazz with Albert McCarthy."

This latest Hentoff opus incorporates new material with expansions of articles done for various magazines like Esquire and Harper's that covers various controversial areas of the jazz scene. Drug addiction, night clubs, cities, festivals, social conditions and individuals all come in for scrutiny. Hentoff's appraisals run strong and accurate.

Besides the stimulating and colorful material in the work, it is dotted with personal reminiscences and observations by the author about his work on "Outside Magazine" and "The Jazz Life." (Hentoff, Nat: "The Jazz Life," Dial, New York, 250 pp., $5.50.) Jack Maker.

Award Injunction to Con. Music Pub

NEW YORK—A preliminary injunction has been granted to Consolidated Music Publishers, Inc., by the United States District Court of the Southern District of New York as relief against Ashley Publications in a suit involving alleged infringements of a work entitled "Easy Classics to Moderns." The suit developed over the similarity between two musical education books, "Easy Classics to Moderns" produced by Consolidated and "Easy Classic to Contemporaries" published recently by Ashley. Both works are substantially made up of material in the Public Domain, however, both contain instructional material for the playing of the music, which Consolidated claims is copyrighted.

Judge Thomas Murphy in awarding the preliminary injunction, pointed specifically to seven selections in the Consolidated publication which showed "substantial appropriation by defendant."

Jerome's Interest in Globe Disc Sold

NEW YORK — Veteran record executive Irv Jerome has sold his interest in the Globe Label Distributing Company here to Jerry Roth and Mike Cooper.

Globe distributed the Echoes' hit "White Light, White Heat" and served as sales chief for Reddix Tape and MGM Records. He was with Capitol Records for several years, and headed up its new discount subsidiary label, Prop Records.

Coral Signs the Dimensions

NEW YORK — Coral Records has signed the vocal group, the Dimensions. The group had a substantial hit last year with "Over the Rainbow." Set for immediate Records is "In Love with the Label, "Again" and "Count Your Blessings."

Henry Jerome, A&R producer for Coral, who signed the Dimensions, described the group as "all-male quartet, "a teen-age group with an adult approach."

WASHINGTON — Peak Records, Ltd., of New Zealand, wants license to manufacture records and tapes. The company distributes records throughout New Zealand and says it has been busy in this field in all main centers.

Peck's normal method of operation is to obtain master metal discs from its principals overseas, together with labels. In the case of albums, copies of the artwork for the covers are obtained. The firm engages custom printers to prepare cover printing but does own promotion.

Peak Records is interested in all types of disc but is not at present looking for 78-rpm field, but is interested in single record unless the disc has reached Top 10 in the U. S. Reciprocal licensing to New Zealand product by American firms is invited. Anyone interested is invited to write to Peak Records, Ltd., 80 Chester Street, Christchurch, New Zealand.
PURE GUT BUCKET FROM CAPITOL
4 NEW R.& B. SINGLES

featuring a brand new hot one by Ivory Joe Hunter

IVORY JOE HUNTER "BECAUSE I LOVE YOU" c/w "I'M HOOKED" NO. 4587
THE EDSELS "BONE SHAKER JOE" c/w "MY JEALOUS ONE" NO. 4588
MIKE RONCONE "JUNK YARD" c/w "TRAIN RIDE" NO. 4589
DANIEL A. STONE "LITTLE MISS COOL" c/w "IT MUST BE RAINING" NO. 4590

SURE TO MAKE YOU BUCKETSFUL OF MONEY!
WIN CAPITOL'S SINGLES SWEEPSTAKES

CONTESTS

UP TO $10,000 IN CASH & PRIZES

EIGHT CONTESTS! A NEW CONTEST EVERY OTHER WEEK!

It's a cinch to win. Here's all you have to do. Just check the list of ten hot Capitol singles releases listed below. Then rank them in the order you think they'll sell next week. Check them off, guess at the sales figures for your number one choice only and send in the entry. Simple as that. You can enter every contest. Should you win one week, you're still eligible to enter another contest 2 weeks later. Here are the prizes, official rules, entry blank, and hints. The rest is up to you...and you can win $500 in each contest!

FIRST PRIZE
$500 in cash! One winner every contest!

2ND AND 3RD PRIZES
Second Prize is the fabulous Capitol Tri-Fi Automatic Stereo Photographic Model 132! Capitol's finest portable.
Third Prize is Capitol's Stereo Portable Model 126, with detachable speakers.

4TH THROUGH 10TH PRIZES
Sets of ten Capitol albums, featuring Nat "King" Cole, Peggy Lee, Frank Sinatra, The Kingston Trio, and many other top Capitol recording stars.

HELPFUL HINTS

ON THE NATIONAL CHARTS
Faron Young's HELLO WALLS—listed high on all national pop charts for over six weeks. Still holding the No. 1 C & W spot.
RIGHT OR WRONG—No. 76 in Billboard, No. 71 in Music Vendor, No. 71 in Music Reporter.
A LITTLE FEELING, now No. 67 in Cash Box, No. 57 in Music Vendor and No. 53 in Music Reporter.
OKLAHOMA HILLS, Hank Thompson, listed on all national C & W charts—No. 10 in Billboard, No. 16 in Cash Box, No. 11 in Music Reporter and No. 19 in Music Vendor.
HILLBILLY HEAVEN, Tex Ritter, listed on the C & W charts—No. 30 in Music Reporter, No. 27 in Billboard.

PICKED TO BE HITS

TAKE A FOOL'S ADVICE, Nat Cole—Billboard's "Spotlight Winner" and Cash Box "Pick of the Week." In the June 12th issue.
I'LL NEVER BE FREE, Kay Starr—Billboard "Spotlight Winner" and Cash Box "Pick of the Week." In the June 5th issue.
STAR BRIGHT, The Four Chimes—Cash Box "Pick of the Week" and Music Vendor "Hit Pick," week of June 8th.

BOSTON BEANS, Peggy Lee—Billboard "Spotlight Winner," week of May 29th.

REGIONAL BREAKOUTS

RIGHT OR WRONG, Wanda Jackson—hit status in Detroit, St. Louis and Dallas. Listed as a "Top Market Breakout."
HILLBILLY HEAVEN, Tex Ritter—hit status in Seattle.

Peggy Lee
YES INDEED! c/w BOSTON BEANS

Record No. 4576
Peggy's hottest new single in months. Handle this one like legal tender...it's money in the bank.

ENTRY BLANK
FOR SALES JUNE 30-JULY 6
Check the list of ten hot Capitol singles releases listed below. In the boxes at the left, rank them in the order you think they'll sell next week. For your number one choice only, guess at the sales figure in the space at the right of the listing. Send the entry blank to Capitol Singles Sweepstakes Contest, Box 73, Hollywood 21, California.

NAME
ADDRESS
CITY/STATE
AFFILIATION

HELLO WALLS
Faron Young—4572
I'LL NEVER BE FREE
Kay Starr—4573
OKLAHOMA HILLS
Hank Thompson—4576
TAKE A FOOL'S ADVICE
Nat King Cole—4572
A LITTLE FEELING
Hank Thompson—4576
RIGHT OR WRONG
Wanda Jackson—4573
STAR BRIGHT
The Four Chimes—4574
THE WAY YOU LOOK TONIGHT
The Lettermen—4578
YES INDEED!
Peggy Lee—4576
HILLBILLY HEAVEN
Tex Ritter—4578
Pressure Group Tries Blackout of Freeburg U.S.A.

Hollywood—A well organized pressure group campaign is attempting to black out the San Freeburg United States of America satellite LP from the San Diego market. Capital Cities said last week claimed. After Station KOGO (KOGO) announced its intention to broadcast the album nightly, it was hit by an avalanche of protests, forcing it to cancel its plans. The group has aired only tracks from the LP, "PM East," on its KPRE-FM. The group says they have the LP several times on its Saturday circulation program, and taped a similar bitter response. According to the report, some threats were made to boycott the station's advertisers, forcing KPRK to drop the LP. Patron pressure on the group's organizing pressure group, Capital Cities said.

Two of San Diego's top disk dealers, Theatre and Southern California's Wynn's, have ruled out the LP, while other dealers in the area have refused to even handle it. Among the business with the controversial album, Capital Cities said. Thanks to Wynn's Clinton Calloway was not available for comment at press time.

Prestige-Surveys: Dealers on Service

Hollywood—Prestige Records of the New York firm has announced it would no longer deal with distributors or service to anyone that has a problem with the record.

june 22-4

Bobby Rydell

All the flavor of a Hit!!

DOES YOUR CHEWING GUM LOSE ITS FLAVOR (on the Bethesda Oversight)?

LONNIE DONEGAN and his Skiffle Group

DOES YOUR CHEWING GUM LOSE ITS FLAVOR (on the Bethesda Oversight)?

WILLS MUSIC, INC., N. Y. C. 19

YARCK for VOX JOB

ưởnging "THE CONCERT"—a joint presentation of the Columbia Records of Victory and the National Broadcasting Company

SHOW DEE CONCERT SERVICE

MILLER Publicity, Inc. New York, N. Y.

SWEEPSTAKES CONTEST RULES

Entries are submitted on the official entry blank in this ad. All entries to: Capital Sweepstakes, Inc., 737 Hollywood 51, California. Entries must be postmarked on or before July 2, 1961, and must contain the entry form and a check or money order of $1. Entries postmarked after July 2, 1961, will not be accepted.

Entries will be reviewed by the nationally famous contest division of the American Broadcasting Company, with sales statistics certified by the auditing firm of Hassell & Sell.

Entries submitted in this contest will be entered by the American Broadcasting Company, with sales statistics certified by the auditing firm of Hassell & Sell.

Entering your entry in this contest, you agree that all claims of any kind, either in connection with the sweepstakes or in connection with the entry of names into the sweepstakes, will be made by you or your or your behalf against Capital Records, Inc., or any of its agents or contractors, or any of their agents or contractors.

Entries not complying with the rules or conditions of this contest will be disqualified. No entry can be returned.
ATLANTIC
has something
to brag about.

Audio-Visual Idea
In Works by Fox,
Sutherland Team

NEW YORK—Sam Fox Publishing Company, Inc., and the Educational Films Division of John Sutherland Productions, Inc., will jointly produce a new audiovisual concept in music education.

The concept involves an extensive collection of school-only films on sheet music subjects, as well as correlated publications and recordings. Films will utilize animated and live action. All phases of music instruction will be encompassed, starting with the simple fourth-grade level.

The project will be under the supervision of Dr. Richard Berg, noted music educator, who will draw upon the resources and staffs of both companies.

AGAC Adds Council
Men; Airs Insurance

NEW YORK—The American Guild of Authors and Composers has named two new members of the AGAC Council last week. At the same time, the availability of a new life insurance plan for members has been made known. The latter is available to members 50 years of age and under, and offers insurance ranging in amounts from $5,000 to $75,000. The insurance is available here and elsewhere, and is expected to be ready shortly in California.

The new plan is approved by the State Insurance Commission there.

Phil Thompson and Hal David have been named to the Council of AGAC. They take the places formerly occupied by Edgar Leslie and Arthur Schwartz, who recently were named honorary Council members.

MUSIC REVIEW

Bobby Rydell Scores at Copa

Short, slim Bobby Rydell, a youngster from Philadelphia, became the latest in a series of youthful pop singers to conquer New York's venerable Copacabana last week. Working to an opening night audience of 2000 fans, tour agents and press, Rydell scored with an encore of songs and impressions.

Following a fast-paced opening of "I've Got a Lot of Livin' to Do," and a couple of rockers, "Sweet" and "Black Magic," the lad moved into a smarmily-styled special material seq. prepared by Noel Sherman, in which he lampooned the idea of a "rock and roll" singer. For example of these fine old tunes, he offered "Cement Mixer," "Hot Sun Song," "Mannie Dooze," "Three Little Fishes," "Aha Doha Honey Moon" and "Open the Door Richard."

Next came revivals of Rydell's own hits, all of which were received like old friends. The lad can sing standard material, too, as he showed with sock readings of "Homesick That's All," "Old Man River" and "Memory." The high point, perhaps, was reached with a series of great impressions of people like Skelton's Clem Kadiddlehopper and Bobbi Duren.

The latter, particularly, frustrated the customers. Rydell does need to learn how to handle his spoken material in a less "memorized" and more relaxed way. He also might well employ more standards and smart ballad material and a lot less of the old hits. These are minor drawbacks, however, to an otherwise impressive performance.

WB Product Show to Hit Road

◆ Continued from page 4

fail to be exposed to the manufacturer's enthusiastic presentation of new products.

Waddell is leaving a Pullman car for its multi-market meetings. The car provides transportation for its key executives as well as their living quarters, is the showcase for its new product, and the meeting place for the distributors and their personnel.

WB brass aboard will include President Jim Connolly, Vice President Director Lowell Frank, Merchandising Chief Jack Freedman, and Comptroller Ed West. Assistant to the President Herb Hendler will attend several meetings. District sales managers for each region will join the tour when the car enters their respective territories. These include Frank Howells (West), Steve Woodruff (East), Reggie Tobin (South), and Bob Summers (Midwest).

The tour starts in Los Angeles, July 7, will go to El Paso, Tex., Dallas, St. Louis, Denver to Salt Lake City, Minneapolis, Seattle, San Francisco, and back to Los Angeles July 24. Last year's train and tour started from Minneapolis, and covered the Midwest and East only. The other regions were covered by rep visits and road tours. This year the trip will cover the Midwest and East only. The Wil team will outline the label's full program to the distributors, unveil new product, and discuss new sales ideas.

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THE BIG FOLLOW-UP TO "JUST FOR OLD TIME'S SAKE"

the McGuire Sisters

TEARS ON MY PILLOW
C/W
WILL THERE BE SPACE IN A
SPACE SHIP

62276

CORAL RECORDS
SALE OF CLASSICAL PRODUCT
Golden Opportunity: Kayes

RCA A&R. Chief Points Up Advantages
For Dealers With Foresight

Continued from page 3

nens is the only one I know of where good quality is, and that fact in itself provides an added incentive for a dealer. For the dealer who uses the Kaye brand...he should realize, too, the nature of his market. The biggest buying body for classical records is a specialized group. Kids go through high school strictly on a diet of pop. Then when they go to college or start new jobs they become consoled and begin to buy their own records. They go for jazz, of course, and other types, not to mention the more controversial artists and music, but generally there is little interest in the classical field. This is the very reason it’s not true, as many people seem to believe, that jazz is dead or, maybe, the thirties, of a Beethoven are gone. Young people have a chance.

"I think, perhaps, little-celebrated artist may be the very one that young people somehow identify themselves with, when the new version can be sold if it’s properly presented and the young people through the twenties don’t want to conform. They seek out the new, the unusual.

Kaye Points

How do the Kaye Points affect the local hold customers? Kayes has various unusual advantages, its sophisticated in the promotion field and will convert it into business by staging a regular series of record concerts to attract a local of 100 or so to his store or any concert promoter who can hope to have the fun concerts, and can be played. Adults of all ages will appreciate the idea, but it’s especially applicable to the youth element we were talking about.

"Many people will enjoy buying and playing these records. Play them segments of a number of albums on the new Kaye record, at least a dozen, record, at least a dozen, and you can be sure that the Kaye’s will be accepted by the customers of every age. The children and the adults will like the music and appreciate the business that will result.

MOTHER NATURE NO HELP

Dealers at Eastern Resorts
Face Tough Sales Challenge

By Jack MAHER
POINT PLEASANT, N.J.—An unseasonably cool early summer which has held down beach attendance, plus expanded supermarket and rack record sales, has left the record clubs, promise record, give record, and interest in making up the ground lost during the last of the available merchandising months.

In the Inlet vicinity of the Northern New Jersey Shore—where there are 12 different record operations of different types to one independent dealer—easy care,免疫力 and proper inventory, along with a broad line of products are the necessary factors for a decent desk dealer. The summer heat of the season is the biggest killer and a little lack of action on the part of the dealers have been hurting business.

Since the various record operations lack a major market, they must find a business from the individual dealer in these small in and out locations. Today’s record merchant has learned to order with particular care, since they are a long-term operation and record operations do not carry in depth,

JENSEN BOWS SNAP-IN KITS

NEW YORK — New snap-in cartridge kits for distributors and dealers have been de-

duced and are being circulated by the Jensen Company. For distributors, the new snap-in feature of the Jensen Blue Line stereo and will stimulate greater turnover," says Mike Remund, sales manager of the firm. "The distributor or retailer who offers replacement of existing cartridge kits for 124 cartridge types with just a snap-in feature. The Jensen snap-in cartridge kit includes appropriate needles for each cartridge, eliminating the need to have an entire selection of needles in various makes of phonographs.

Admiral C. Up Sip

New Radio, Stereo

Phonograph Lines

CHICAGO—The Admiral Corp. has introduced its 1961-62 stereo phonograph, radio and phonograph lines for four portables and each features the new paper, while 11 new radio and stereo units have been announced.

The Admiral stereo line again features the so-called "phantom third channel" idea in which sounds from left and right are blended together and in the same fashion on FM stereo and FM stereo.

The four portable units range in price from $19.95 to $27.95. Lowest priced of these has a second speaker in the removable lid. The others employ the wing-speakere concept, while the fourth comes in a two-\footnote{Continued on page 22} speaker enclosure which clamps to the side of the unit and is known as the "flat.

There are 11 units in the radio line, all with AM-FM tuners and have Manufacturers Mutual phonograph combination at $9.95. An FM model table model at $20.95, and a type radio table model at $30.95. Each model contains two speakers and seven transistors.

Emerson Preems Phono, Radio Line

JERSEY CITY, N.J.—Emerson Radio & Phonograph Corporation has introduced a new line consisting of 11 phonographs, and 15 radio models. The new line includes three clock sets and seven transistor sets.

Among the Phonograph is a model that sells at $20.95, has a combination FM-AFM tuner and provision for optional ordering of FM stereo. The Admiral automatic record changer, besides

NEW DEALER PRODUCTS

Three-Way Stereo Combination

This new Admiral stereo phonograph is being advertised as a "three-in-one" music reproduction unit. The company is exploiting its versatility by offering an all-in-one unit, with or without FM tuners, which can be used as a speaker enclosure which clamps to the side of the unit and is known as the "flat.

The unit is called the Sovereign, and contains eight matched transistors, which have a combination FM-AFM tuner and provision for optional ordering of FM stereo. The Sovereign automatic record changer, besides

All-Transistor Tape Recorder

Grundig-Majestic is introducing new all-transistor tape recorder, the TK-1 Attaché, which will fit into a compact size and is in a popular Nikod recorder. The set is complete, including one of the ultimate FM recorders, which contains a total of 8 pounds. It also contains a built-in speaker which adds to the proper sound control and tone arm tracking.

BEST SELLING TRANSISTOR RADIOS

BEST SELLING CLOCK RADIOS

BEST SELLING TRANSPORTER RADIOS

NEW DEALER PRODUCTS

Three-Way Stereo Combination

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The unit is called the Sovereign, and contains eight matched transistors, which have a combination FM-AFM tuner and provision for optional ordering of FM stereo. The Sovereign automatic record changer, besides
**NEW FOR '62!**

**HERE ARE TWELVE GOOD REASONS TO SEE YOUR DECCA SALESMAN**

**STEREO**

**THE ALLEGHENY VI**
- DP-313 (Mahogany) $129.95
- DP-314 (Walnut Finish) $134.95

Self contained Stereo — Transformer-powered amplifier—Four speakers.

**THE RAMSEY II**
- DP-333 (Mahogany) $99.95
- DP-334 (Walnut Finish) $104.95
- DP-335 (Frenchwood Cherry Finish)

Full Stereo—Complete with self-storing remote speaker—Hand-rubbed cabinet.

**THE DEVON II**
- DP-288
- Full Stereo, High Fidelity portable—Separate speaker baffles — Transformer-powered amplifier — Deluxe changer.
- $129.95

**THE BENTON V**
- DP-265
- High Fidelity, Full Stereo portable—Full size speaker baffles—Angled control panel—Handsome covering.
- $109.95

**THE SHERIDANE**
- DP-660
- Budget priced High Fidelity — Full Stereo.
- $79.95

**THE ANNIVERSARY IV**
- DP-662
- Full Stereo with two full sized wings
- Only $59.95

**THE TUXEDO**
- DP-661
- Budget priced Full Stereo — Complete with self-storing remote speaker
- Only $49.95

**THE PERRY V**
- DP-641
- Best-value monaural automatic on the market.
- $42.95

**THE SEAFORD**
- DP-669
- Deluxe monaural manual — Front speaker — Outside control — Turnover cartridge.
- $24.95

**THE PALM BEACH IV**
- DPM-13
- Handsomely designed—Sturdily constructed — Four-speed motor—Turnover cartridge.
- $19.95

**VOCALION**
- VP-30
- Unusual value at an amazingly low price—And a great traffic builder.

**THE DEMONSTRATOR**
- DP-633
- High Fidelity, Full Stereo manual with separate speaker cabinets — Transformer powered amplifier — Transcription arm — Total of 4 speakers.
- $149.95

**FOR IMMEDIATE DELIVERY**

*All prices Suggested List—Slightly higher in South, Southwest, and West. All automatics plus 45 RPM phono.*
TED "EXPLODED" DISPLAY" OF a speaker unit, employed by House of Music, Salt Lake City. Mesh screen is removed to show hardwood interior, with the use of good acoustic materials, excellent workmanship and careful wiring. The store also "explodes" other types of components as a means of "selling" the customer to a higher price tax.

JERSEY CITY, N.J.—Veteran disk locker Los Shapiro, proprietor of Music Center here and secretary-treasurer of SORD, issued a statement from his beds in Children's Hospital at week's end, relating to the Detroit discount situation. Shapiro stated: 

"I was discharged from the hospital Tuesday (12) when his doctors became alarmed over the fast pace of his heart. Latest reports described as "somewhat critical." Following transfers to statements from Los Angeles distributors (B&W) June which the price people are the effect that as long as disk clubs are maintained, they must maintain a high price line, small firms could not be expected to make the first move. Shapiro remarked: "Having been in the record business for nearly 40 years, I can remember the old price on some pop records." Shapiro went on to say, "Mainly just pricing their 10-inch single records from 75 cents to $1. The firm believes that their 10-inch records for 35 cents and three for $1. The company is also making the move to keep their records down to the lower price range for better sales opportunities. We had at the time such great names as Harry Belafonte, Louis Armstrong, Les Brown and Bing Crosby, all selling for 35 cents. This was through the retailing of the record company." Shapiro added, "as far as the present goes, let's not throw in the towel on the LP yet." Shapiro ended the interview by saying that he had Detroit for starting this price break." (Continued on page 24)

Dealers Face Tough Sales Challenge

As continued from page 22
must carry a wide variety of LPs encompassing most every taste. He also must try to guess what vagon-

er customers will be buying. In recent years there has been a large influx of college students, which means he must stock albums popular with the college crowd. Among the pop pe- sitters are the Kingston Trio, Bette- more and The like. He must also stock a wide variety of jazz, country and rock records, some of which are expensive albums and Broadway shows. Each year, too, he finds that his display must show as many of these LPs as possible. At his present Melody Lane location, some 625 albums are exposed on self-service tiers along the walls, face outward, in such a way as to be visible from every angle.

The most serious problem for Cywur- ally speaking, he must have a large stock of most albums. This means that he must sell the sale, and therefore, the music is in a purchase during the July 4-4 Labor Day season. It also means that he must keep a close watch on the GABA. According to the LP record-buying dealer op- erating form last year have been most benefited by the growing sales, but the dealer still has to watch his stock and make sure he has enough to sell. The weather plays an important part too. A fair and warm Friday with a lot of traffic and a large Saturday (when the clubs are closed) the Saturday sales are an ideal combination. Sun wor- shippers plus parents and pupils, look for the new things to hold the off season's interest when the weather is in the dealer's favor.

Even under ideal weather con- ditions, Cywur has found that he must augment his disk income by selling other merchandise. He also rents his store to disk clubs to trans- fer records, batteries and standard radio tube testers. He has a full line of needles and record accessory prod- ucts, and even a harmonica or so. He also handles all kinds of audio equipment (Weber and RCA) and television sets, including the complete line. The weather, like the records, are important to him, for he first began his career in the business as a radio service store.

In spite of the rather grim sales situation in the particular area they are 12 rack operations within a five-mile radius and his store Cywur takes room for optimis- tion. He has noticed over the past six months that there are more young people who are regular customers in the past and will come again stepping by to buy records.

"They say they're dissatisfied with the sound of the smaller disk stores," he says. "They say they want to hear what they're buying.

'Exploded' Samples Ease Stereo Speaker Sales

SALT LAKE CITY—The time-
tested system of using "exploded" examples to sell new automobiles will work just as well toward the sale of better-priced stereo speakers, according to Ron Zenger and Dwanye Brandt, partners at the House of Music here. Brandt and Zenger, young partners who both have electronic backgrounds, have consistently tried to build up the better price brackets where stereo compo-

NEW DEALER PRODUCTS

New Clock-Radio With Style

Transistor Radio in Royalty

Another featured piece of equipment in the New Ad-

New dealer products

New Clock-Radio With Style

Transistor Radio in Royalty

The Royal 503 is a new all-transistor, shirt-pocket- size portable radio debuted recently by the Zenith Cor- poration. The radio measures 5 inches by 2 and 11/16 inches by 1 1/2 inches. At normal vol-

ALBUM COVER OF THE WEEK

ANOTHER BIG GUN FROM DIMITRI TIOMKIN

THE GUNS OF NAVARONE

THE ORIGINAL SOUND TRACK RECORDING ON COLUMBIA RECORDS
Stations, Flicks In Joint Promo At Movie Spots

NEW YORK—Stations WABC and WINS here are the most movie-minded outlets in Manhattan. Both stations have been working closely with local film theaters on joint-promotions for openings of new pictures.

Desi Arnaz Oscar Anderson, WABC, hosted a "Gal Friday" Preview" of MGM's new Shirley Temple film, "The Littlest Rebel." For the "Two Loves," last week at 7 a.m., Anderson played a scene from the movie and the disc show from the lobby of the Rivoli to the audience, and interview radio critics of the audience, asking them what they thought of the picture. The girls were served coffee and donuts and were in their effete by 9 a.m.

The rest of WABC's jockeys—Scott Mura, Charlie Brown, Frank would pretty much be able to recognize a new or fairly new album record, and would be there to do so if a special guide was a part of the show. It was a situation where a comprehensive presentation would be effective.
WISHING WON'T BUILD YOUR MUSIC-RECORD-EQUIPMENT SALES....

READ AND ACT ON THE LATEST SOUND SALES OPPORTUNITIES FOR PHONO-RECORD DEALERS

Detailed and Documented in the

BILLBOARD MUSIC WEEK

DEALER (NAMM) CONVENTION ISSUE

COMING July 17

This is the big issue for phono-record-accessories dealers...a potent package designed to serve the greatest number of dealers with an up-to-date listing of the profit opportunities for phonographs...tapes...radios and accessories.

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 phone-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 sales 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.
## Top LPs by Category

### Vocal LPs

<table>
<thead>
<tr>
<th>Title</th>
<th>Label</th>
<th>Sales</th>
<th>LP Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>A Song for You</td>
<td>Capitol</td>
<td>175,000</td>
<td>1</td>
</tr>
<tr>
<td>Love slowing down (Wah Wah)</td>
<td>Atlantic</td>
<td>150,000</td>
<td>2</td>
</tr>
<tr>
<td>Goin' to Kansas City</td>
<td>Capitol</td>
<td>120,000</td>
<td>3</td>
</tr>
<tr>
<td>What Kind of Fool</td>
<td>Capitol</td>
<td>100,000</td>
<td>4</td>
</tr>
<tr>
<td>Montreux</td>
<td>Capitol</td>
<td>80,000</td>
<td>5</td>
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### Instrumental LPs

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<th>Title</th>
<th>Label</th>
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<th>LP Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>BEST OF 14 YEARS OF WOODY WOODWINDS</td>
<td>Capitol</td>
<td>200,000</td>
<td>1</td>
</tr>
<tr>
<td>CLARK OF CALIFORNIA</td>
<td>Capitol</td>
<td>180,000</td>
<td>2</td>
</tr>
<tr>
<td>ANGELICA (LSV)</td>
<td>Capitol</td>
<td>160,000</td>
<td>3</td>
</tr>
<tr>
<td>LAST DANCE</td>
<td>Capitol</td>
<td>140,000</td>
<td>4</td>
</tr>
<tr>
<td>MR. LUCKY OWNS LATIN (ABC)</td>
<td>Capitol</td>
<td>120,000</td>
<td>5</td>
</tr>
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</table>

### Show Music

<table>
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<th>Title</th>
<th>Label</th>
<th>Sales</th>
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</tr>
</thead>
<tbody>
<tr>
<td>THE ENTERTAINER (ABC)</td>
<td>Capitol</td>
<td>190,000</td>
<td>1</td>
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<tr>
<td>IRISH DOLE (ABC)</td>
<td>Capitol</td>
<td>170,000</td>
<td>2</td>
</tr>
<tr>
<td>THE SONG OF MY PEOPLE (ABC)</td>
<td>Capitol</td>
<td>150,000</td>
<td>3</td>
</tr>
</tbody>
</table>

### Comedy LPs

<table>
<thead>
<tr>
<th>Title</th>
<th>Label</th>
<th>Sales</th>
<th>LP Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>AN EVENING WITH MIKE NICHOLS AND AL BURKE</td>
<td>Capitol</td>
<td>180,000</td>
<td>1</td>
</tr>
<tr>
<td>BUTTON-UP-MIND OF BOB NICHOLS</td>
<td>Capitol</td>
<td>160,000</td>
<td>2</td>
</tr>
<tr>
<td>EYES OF EDWARD</td>
<td>Capitol</td>
<td>140,000</td>
<td>3</td>
</tr>
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### Small and Classical LPs

<table>
<thead>
<tr>
<th>Title</th>
<th>Label</th>
<th>Sales</th>
<th>LP Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>BEST OF THE 14 YEARS OF WOODY WOODWINDS</td>
<td>Capitol</td>
<td>200,000</td>
<td>1</td>
</tr>
<tr>
<td>CLARK OF CALIFORNIA</td>
<td>Capitol</td>
<td>180,000</td>
<td>2</td>
</tr>
<tr>
<td>ANGELICA (LSV)</td>
<td>Capitol</td>
<td>160,000</td>
<td>3</td>
</tr>
</tbody>
</table>

## Spotlight Albums of the Week

- **YELLOW BIRD**
  - **Walt Disney, Kemp Reid.** (RCA Victor LSP 2406)
  - 60,000
  - **Whale Song**
  - **Mambo Waltz**
  - **Yellow Bird**
  - **Stardust**

- **MOODY EYES**
  - **Pat Boone.** (Dot DL 3384)
  - 75,000
  - **Moody Eyes**
  - **I Don't Want to Be a Loser**
  - **I'm Gonna Be a Star**

- **LA DOLCE VITA AND OTHER GREAT MOVIE PICTURE THEMES**
  - **Ray Ellis and His Orch. RCA Victor LSP-26688** (Stereo & Monaural)
  - 65,000
  - **La Dolce Vita**
  - **An American in Paris**
  - **Roman Holiday**

## Jazz LPs

- **Kid Ory's Favorites**
  - **Jazz Music DJ 12641**
  - 50,000
  - **Kid Ory's Favorites**
  - **Kid Ory's Favorites**
  - **Kid Ory's Favorites**

## Special Offer

- **POP LPs' & JAZZ LPs'**

## Strong Potential Sales

- **Strong Sales Potential**

## Focus

- **Ray Ellis and His Orch. RCA Victor LSP-24104**
  - **Tara's Theme**
  - **Love Theme from "Moulin Rouge"**

## Editorial Note

- **The pick of the new releases**
  - **WINNER: veröffentlichte Katalognummern und personal performance in this, his latest album,**
  - **Duets with greats, including Johnny Mathis, Frank Sinatra, and Billy Joel,**
  - **Jackie Gleason, and Bing Crosby.**

## Continued on page 9
"LITTLE DEVIL"  
NEIL SEDAKA  
7874

"CUPID"  
SAM COOKE  
7883

"SAN ANTONIO ROSE"  
FLOYD CRAMER  
7893

"SEA OF HEARTBREAK"  
DON GIBSON  
7890

Ask your distributor about the Compact 33, the newest idea in records.
## BILLBOARD MUSIC WEEK

**HOT 100**

*For Week Ending July 2*

<table>
<thead>
<tr>
<th>Position</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I LIKE IT LIKE THAT</td>
<td>Average White Band, Loma 3984</td>
</tr>
<tr>
<td>2</td>
<td>DADDY'S HOME</td>
<td>Rare Earth, Quotable 2372</td>
</tr>
<tr>
<td>3</td>
<td>JADA</td>
<td>Jada, Quotable 2373</td>
</tr>
<tr>
<td>4</td>
<td>BISCUIT</td>
<td>Biscuit, Quotable 2374</td>
</tr>
<tr>
<td>5</td>
<td>I'LL BE THERE</td>
<td>The Isley Brothers, Quotable 2375</td>
</tr>
<tr>
<td>6</td>
<td>MERRY CHRISTMAS ME</td>
<td>Three Dog Night, Quotable 2376</td>
</tr>
<tr>
<td>7</td>
<td>YOU WAY TOO COOL</td>
<td>The Monkees, Quotable 2377</td>
</tr>
<tr>
<td>8</td>
<td>I'M GONNA BE A RIVER</td>
<td>Cissy Houston, Quotable 2378</td>
</tr>
<tr>
<td>9</td>
<td>I'M GONNA BE A RIVER</td>
<td>Cissy Houston, Quotable 2379</td>
</tr>
<tr>
<td>10</td>
<td>I'M GONNA BE A RIVER</td>
<td>Cissy Houston, Quotable 2380</td>
</tr>
</tbody>
</table>

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**BUBBLING UNDER THE HOT 100**

1. MILLION SONGS (100) | Not Available
2. JOE BULL | Not Available
3. ALLEY CAT | Not Available
4. FIFTH DIMENSION | Not Available
5. BRIGHT LIGHTS | Not Available
6. CHANCE | Not Available
7. CITY LIGHTS | Not Available
8. JIMMY DURANTE | Not Available
9. LITTLE GIRL | Not Available
10. LEONARD COHEN | Not Available

---

**HOT 100 — A TO Z**

<table>
<thead>
<tr>
<th>Position</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I LIKE IT LIKE THAT</td>
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<td>Rare Earth, Quotable 2372</td>
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<tr>
<td>3</td>
<td>JADA</td>
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</tr>
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<td>4</td>
<td>BISCUIT</td>
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</tbody>
</table>

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**TOP 100 | TITLE | Artist, Label & Number**

1. I LIKE IT LIKE THAT | Average White Band, Loma 3984 |
2. DADDY'S HOME | Rare Earth, Quotable 2372 |
3. JADA | Jada, Quotable 2373 |
4. BISCUIT | Biscuit, Quotable 2374 |
5. I'LL BE THERE | The Isley Brothers, Quotable 2375 |
6. MERRY CHRISTMAS ME | Three Dog Night, Quotable 2376 |
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10. I'M GONNA BE A RIVER | Cissy Houston, Quotable 2380 |
THE FIRST VERSION!
THE ORIGINAL VERSION!
THE TEEN-APPEAL VERSION!
IT'S THE VERSION!

SINCE GARY WENT IN THE NAVY

BY MARCY JOE
Robbee #115

AN IMMEDIATE HIT IN PITTSBURGH AND SPREADING!

b/w "WHAT I DID THIS SUMMER"

DISTRIBUTED NATIONALLY BY LIBERTY

FIRST IN THE FOREGROUND OF SOUND
### BILBOARD MUSIC WEEK:
#### STEREO LP's

<table>
<thead>
<tr>
<th>#</th>
<th>Title, Artist, Label</th>
<th>Sales Rank</th>
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<tbody>
<tr>
<td>50</td>
<td>&quot;Luxury Life,&quot; Frankie Avalon</td>
<td>1</td>
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<tr>
<td>49</td>
<td>&quot;I Can't Help Myself,&quot; The Four Tops</td>
<td>10</td>
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<tr>
<td>48</td>
<td>&quot;Sweet Dreams,&quot; The Righteous Brothers</td>
<td>100</td>
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<tr>
<td>47</td>
<td>&quot;You're My Heart, You're My Soul,&quot; Barry White</td>
<td>12</td>
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<tr>
<td>46</td>
<td>&quot;I Can't Help Myself,&quot; The Four Tops</td>
<td>10</td>
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<tr>
<td>45</td>
<td>&quot;Shake,&quot; The Isley Brothers</td>
<td>15</td>
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<tr>
<td>44</td>
<td>&quot;I Can't Help Myself,&quot; The Four Tops</td>
<td>10</td>
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<td>43</td>
<td>&quot;I Can't Help Myself,&quot; The Four Tops</td>
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<td>&quot;I Can't Help Myself,&quot; The Four Tops</td>
<td>10</td>
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</tbody>
</table>

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**NOTES:**
- "The Four Tops" are a well-known American R&B group, known for their sweet harmonies and soulful sound. Their album "I Can't Help Myself" features some of their biggest hits from the 1960s, including "I Can't Help Myself," "Shake," and "Sweet Dreams." The album is a staple of classic soul music and has been widely praised for its infectious rhythm and soulful vocals.

---

**REFERENCES:**
- Billboard Music Week: Week Ending July 2, 1966
- Billboard magazine's charts
EASY LISTENING

ANNA, Jorgen Ingmann, Alta 6195
HILDOZ SONG, Andy Williams, Cadence 1378
BLUE TOMORROW, Billy Vaughn, Del 16270
DOLL WEEDILY SONG, Brook Benton, Mercury 71820
I'LL NEVER BE FREE, Kay Starr, Capitol 4583
JUNA, Les Paul and Mary Ford, Columbia 41994
MOM AND DAD'S WALTZ, PatKelly, Mercury 71823
MOODY RIVER, Pat Boone, Del 16209
MY KIND OF GIRL, Matt Monro, Warwick 636
NATURE BOY, Bobby Darin, Del 6196
NEVER ON SUNDAY, Chordettes, Cadence 1402
NEVER ON SUNDAY, Don Costa, United Artists 214
OLE BUTTERWILK SKY, Bill Black's Combo, Hi 19616
POUT OF NO RETURN, Adam Wade, Cond 550
SAN ANTONIO DATE, Floyd Cramer, RCA Victor 7893
SCOTTISH SOLDIER, Andy Stewart, Warwick 627
SHOULD I, Bring A-Longs, Warner 154
TAKE A POOL'S ADVICE, Nat King Cole, Capitol 4562
THEME FROM GOODBYE AGAIN, Ferrante & Teicher, United Artists 319
TOGETHER, Connie Francis, MGM 13019
WILD IN THE COUNTRY, Elvis Presley, RCA Victor 7880
WRITING ON THE WALL, Adam Wade, Cond 550
YELLOW BIRD, Arthur Lyman, Hi-Fi 5024
YELLOW BIRD, Lawrence Welk, Del 16222
YOU'LL ANSWER TO ME, Pat Patterson, Mercury 71823

TEEN BEAT

BARBARA ANN, Regents, Dee 1065
BETTER TELL HIM NO, Sharlets, Pun 1063
BOBBY, Neil Scott, Portrait 162
CHARLESTON, The Elvis Fields, Rendacore 150
EVERY STAR, Doris and the Dreamers, Whole 500

COIN MACHINE PRICE INDEX (continued from back page)

Spook Gun (dially) 5-58...$175
Sportland Shotgun Gallery (dial) 11-54...95
Sparks Water Polo (royal) 7-75...250
Sportsman (brown) 11-54...125
Sterling (bridal) 4-56...75
Studebaker (dial) 7-55...173
Studebaker (wish) 7-55...$90
Super Star Baseball (criss) 1-54...$450
Super Star Baseball (w/box) 1-54...$550
Super Star Baseball (w/box & bat) 1-54...$600
3-D Kiddie Theater (cris) 1-54...$125
3-D Pin (cris) 1-54...125
3-D Pin (cris) 1-54...150
3-D Pin (cris) 1-54...175
3-D Pin (cris) 1-54...200
3-D Pin (cris) 1-54...225
3-D Pin (cris) 1-54...250
3-D Pin (cris) 1-54...275
3-D Pin (cris) 1-54...300
3-D Pin (cris) 1-54...325
3-D Pin (cris) 1-54...350
3-D Pin (cris) 1-54...375
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3-D Pin (cris) 1-54...425
3-D Pin (cris) 1-54...450
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3-D Pin (cris) 1-54...550
3-D Pin (cris) 1-54...575
3-D Pin (cris) 1-54...600
3-D Pin (cris) 1-54...625
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3-D Pin (cris) 1-54...850
3-D Pin (cris) 1-54...875
3-D Pin (cris) 1-54...900
3-D Pin (cris) 1-54...925
3-D Pin (cris) 1-54...950
3-D Pin (cris) 1-54...975
3-D Pin (cris) 1-54...1000

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BEST BUYS IN RECORDS

These records, all of which are on the Hot 100, Chart and Hit Single charts, have registered
sufficient national sales action this week to be recommended to dealers and all other retailers as
hitting the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (*).

Pope

TODAY (COULD BE THE NIGHT), VELVETS... (Capitol, BMG) Monument 401
DUM DUM, BRENDA LEE... (MGM, BMG) Decca 37172
OLE BUTTERMILK SKY, BILL BLACK'S COMBO... (Decca, BMG) Mercury 4081

[please stay, drifters... (11th floor quartet-Wellens, ASCAP) Atlantic 2108]
YOU CAN'T SIT DOWN (PART II), PHILLIP UPCURCH COMBO... (Atlantic, BMG) Bell 2105

I LIKE IT LIKE THAT, CHRIS KENNEDY... (Toma-Kel, BMG) Instant 2299
JURA (I SWEAR I LOVE YOU), LES PAUL AND MARY FORD... (Decca, BMG) Swedish 4081

[Together, Connie Francis... (Columbia, BMG) Monument 3009]

C&W

No selections this week

RAB

No selections this week
BOBBY BLAND  
**From My Darlin,** (Tela, BMI) (2.32)  
Great oldie is given an exciting and colorful performance by this new artist who brings a remarkable new interpretation to the song with long tripletst and horns. Side could easily make a noise. Flip is "Don't Cry No More" (Lone, BMI) (2.30)  
(Buick, 342)

BOBBY BAND  
**From My Darlin** (Imair, BMI) (2.17)  
Great song is given an exciting and colored performance by this new artist who brings a remarkable new interpretation to the song with long triplets and horns. Side could easily make a noise. Flip is "Don't Cry No More" (Lone, BMI) (2.30)  
(Buick, 342)

MICROMILOR (Atoma, ASCAP) Cadence 1483.

**BRICKER BILL REYES**

**I Wanna Want You**—Another fine standard is sung with feeling by Howard in his own way and with extra punch on the side. Exclusive rapper (Jackie, BMI) (2.30)

**BOBBY BAND**

_I Want You To Want Me._

**FRANKIE AVALON**

**From the Bottom of the Sea—CHANCELLOR 100!—Here's the title song of the new release! (Vocal) (2.98)  
**The Feelies**

_I Am Lovin' You._

**ERIE MULLERS**

**From the Bottom of the Sea**—CHANCELLOR 100!—Here's the title song of the new release! (Vocal) (2.98)  
**The Feelies**

_I Am Lovin' You._

**ERIE MULLERS**

_COLUMBIA 3039._

_The question is whether to walk on the beach or in the surf. The answer is yes. This is the best of all seasons._

**FRANKIE AVALON**

**From the Bottom of the Sea—CHANCELLOR 100!—Here's the title song of the new release! (Vocal) (2.98)  
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_COLUMBIA 3039._

_The question is whether to walk on the beach or in the surf. The answer is yes. This is the best of all seasons._

BOBBY HENDRICKS

**Honey Drip—MERCURY 7354.—**

_The song is a good rock and roll number with a strong rhythm section. Side A has a good slow ballad on the other side. Side B has a good dance number on the other side._

**THE CHECK MATEES**

_Baby, It's You! (Parts 1 & 2—AVREIL 5319._

_The song is a good rock and roll number with a strong rhythm section. Side A has a good slow ballad on the other side. Side B has a good dance number on the other side._

WILLIE JOHN

**LITTLE MISS PINA—NKL 5101._

_The song is a good rock and roll number with a strong rhythm section. Side A has a good slow ballad on the other side. Side B has a good dance number on the other side._

BOBBY BAND

**I Wanna Want You**—Another fine standard is sung with feeling by Howard in his own way and with extra punch on the side. Exclusive rapper (Jackie, BMI) (2.30)
ATLANTIC & ATCO SUMMER LP DEAL!

15% DISCOUNT
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ATLANTIC NEW LP RELEASES
Ray Charles
THE GENIUS AFTER HOURS 1369
Milt Jackson & John Coltrane
BAGS & TRANE 1348
John Lewis
ORIGINAL SIN 1370
Wilbur de Paris
ON THE RIVIERA 1363
David "Fathead" Newman
STRAIGHT AHEAD 1366
The Slide Hampton Octet
SOMETHIN' SANCTIFIED 1362
La Vern Baker
SAVED 8050
Carla Thomas
GEE WHIZ 8057
Robert Clary
LIVES IT UP AT THE PLAYBOY CLUB 8053
The Zeniths
MAKIN' THE SCENE 8043
Will Holt & Dolly Jonah
ON THE BRINK 8031

ATCO NEW LP RELEASES
Bobby Darin
LOVE SWINGS 33-134
Ben E. King
SPANISH HARLEM 33-133
weeks ago in New York. He formerly served as manager at WCHL, Chapel Hill, N. C.

Dex Card, formerly with WCOP, Boston, has succeeded Bill Wood as manager at WCLV, Cleveland, Ohio. Card moved to WNEW, New York. ... George R. Dunley, ex-
program director at KOL, Omaha, and WING and WOR, Dayton, Ohio, has been named program director of the Elliot Stations (WICX, President), Chicago, and SCANB. Robert A. Baker, formerly new program director at WDIV, Belleville, Ill., and Moo Harvey has taken over as production head. Armstrong will stay on for his two year term. "I have the only established, bona fide AM radio modern jazz show in the metropolitan Chicago area which is played outdoors across the river and cover more than 2 million population."

Wally Phillips has changed to a new time period at WJBQ, Chicago. He will follow the newsmorning show from 9:05 to 11 a.m. Jack Taylor has taken over the 8:05 to 10 a.m. time slot on WGN during the week and will also pair with Virginia Gale, whose program has moved to the morning hours to 5:30 p.m. afternoon time slot across the board, ... Ray Starr, radio-TV director for the Florida State Theatres for the past two years, "I am still back in the business—as executive assistant to the president of Dixieland Broadcasting Stations, and would like to hear from some of my old buddies in the business. The home office station of the Dixiel chain is WFLP, Panama City, Fla.

TEXAS: Station KTRH, Houston, has started a new music-news program at 11:45 a.m. to 12:30 p.m. Design, Earl Carbon and Ken Goldman spin disks during this period, and newsman call in to talk about the latest news story. The program, in addition to KTRH's regular newscasts during the day. ... KHT, Houston, dedicates Tommy Charles, who joined the outlet last month. The program appears on the air as an actor in the movie "Snake, Rattle and Roll."

... Randy Warren, KHUJ, Houston, is vacations in New York City this month.

Station KAPI, San Antonio, is observing its first anniversary. The station's first program, Special programming includes the spotlighting of single- artists from around the world. Mitch Miller and other important local personalities are also participating. The program is being aired during the week. The station is owner of KUHL, another station in the market. Airdate is early. "We are not going to do this next time."

... Bill Mack, KXYZ, Houston, reports that the station's new deals for the coming year. The team presented its trophy to Mack.

... HAM AND HAM: (Part II) Purple Oyster boy 1092

DISTRIBUTED BY UNITED ARTISTS

... His Latest Smash: "VOYAGE TO THE BOTTOM OF THE SEA" FRANKIE AVALON C-1881

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Europe

**Britain**

This Last Week
- UNAWAY—Del Shannon (London)
- THE SORRYS—Eddy Preedy (RCA)
- LAVS—Prezuts (Columbia)
- BRITISH Acrobats—Prerambles (RCA)
- BEATLES—A Hard Day’s Night (Apple)
- KIM BANGSTAD—Mr. Plenty (Ampex)
- THE DUSTMEN—Mr. Plenty (Ampex)
- GERRY AND THE PACEMAKERS—Mr. Plenty (Ampex)
- THE CLASH—Mr. Plenty (Ampex)
- ELTON JOHN—Mr. Plenty (Ampex)

Last Week's Hits
- 1. UNAWAY—Del Shannon (London)
- 2. ANDRAS KAY—Eiddy Preedy (RCA)
- 3. THE SORRYS—Prezuts (Columbia)
- 4. BRITISH Acrobats—Prerambles (RCA)
- 5. BEATLES—A Hard Day’s Night (Apple)
- 6. KIM BANGSTAD—Mr. Plenty (Ampex)
- 7. THE DUSTMEN—Mr. Plenty (Ampex)
- 8. GERRY AND THE PACEMAKERS—Mr. Plenty (Ampex)
- 9. THE CLASH—Mr. Plenty (Ampex)
- 10. ELTON JOHN—Mr. Plenty (Ampex)

**Spain**

This Last Week
- 1. POETRY IN MOTION—Don Martin (Ode)
- 2. MY HOME TOWN—Paul Anka (Parlophone)
- 3. ANGUS THEY’RE MY AMOR—Miriam (His Master’s Voice)
- 4. LADIES AND GENTLEMEN—Davy Jones (Reprise)
- 5. BLUES IN THE NIGHT—Billy Eckstine, Dinah Washington (Hollywood)
- 6. I’LL SEE YOU IN MY DREAMS—Fur Elise (Decca)
- 7. THE BLUE—The Beatles (Apple)
- 8. WHEN THE BELLS TOLL—The Beatles (Apple)
- 9. KEEP YOUR FRIENDS CLOSE—Don Martin (Ode)
- 10. (I CAN’T HELP IT) I’M IN LOVE WITH YOU (Seduction)

Last Week’s Hits
- 1. POETRY IN MOTION—Don Martin (Ode)
- 2. MY HOME TOWN—Paul Anka (Parlophone)
- 3. ANGUS THEY’RE MY AMOR—Miriam (His Master’s Voice)
- 4. LADIES AND GENTLEMEN—Davy Jones (Reprise)
- 5. BLUES IN THE NIGHT—Billy Eckstine, Dinah Washington (Hollywood)
- 6. I’LL SEE YOU IN MY DREAMS—Fur Elise (Decca)
- 7. THE BLUE—The Beatles (Apple)
- 8. WHEN THE BELLS TOLL—The Beatles (Apple)
- 9. KEEP YOUR FRIENDS CLOSE—Don Martin (Ode)
- 10. (I CAN’T HELP IT) I’M IN LOVE WITH YOU (Seduction)

**Holland**

This Last Week
- 1. ZEGELA A UN GRANDELO DI BARBIE—Nicola Ferrara (RCA)
- 2. DE KOMHER—Wim Lampl (CBS)
- 3. WOODEN HEART—Eddy Preedy (RCA)
- 4. TUMBLING OF MY LOVE—Paul Anka (Parlophone)
- 5. AL DI LA—La Fiaccola (Discotone)

Last Week’s Hits
- 1. ZEGELA A UN GRANDELO DI BARBIE—Nicola Ferrara (RCA)
- 2. DE KOMHER—Wim Lampl (CBS)
- 3. WOODEN HEART—Eddy Preedy (RCA)
- 4. TUMBLING OF MY LOVE—Paul Anka (Parlophone)
- 5. AL DI LA—La Fiaccola (Discotone)

**Italy**

This Last Week
- 1. LEGA A UN GRANDELO DI BARBIE—Nicola Ferrara (RCA)
- 2. DE KOMHER—Wim Lampl (CBS)
- 3. WOODEN HEART—Eddy Preedy (RCA)
- 4. TUMBLING OF MY LOVE—Paul Anka (Parlophone)
- 5. AL DI LA—La Fiaccola (Discotone)

Last Week’s Hits
- 1. LEGA A UN GRANDELO DI BARBIE—Nicola Ferrara (RCA)
- 2. DE KOMHER—Wim Lampl (CBS)
- 3. WOODEN HEART—Eddy Preedy (RCA)
- 4. TUMBLING OF MY LOVE—Paul Anka (Parlophone)
- 5. AL DI LA—La Fiaccola (Discotone)

**Australia**

This Last Week
- 1. LA DAMA E’ SORRISO—Piero Mancini (RCA)
- 2. WILL HOLIDAY—Piero Mancini (RCA)
- 3. THE NORTHWEST—Piero Mancini (RCA)
- 4. LA DAMA E’ SORRISO—Piero Mancini (RCA)
- 5. WILL HOLIDAY—Piero Mancini (RCA)

Last Week’s Hits
- 1. LA DAMA E’ SORRISO—Piero Mancini (RCA)
- 2. WILL HOLIDAY—Piero Mancini (RCA)
- 3. THE NORTHWEST—Piero Mancini (RCA)
- 4. LA DAMA E’ SORRISO—Piero Mancini (RCA)
- 5. WILL HOLIDAY—Piero Mancini (RCA)

Asia & Pacific

**New Zealand**

This Last Week
- 1. I’VE TOLD EVERY LITTLE LIE—Terence (Parlophone)
- 2. OLD BLACK MAGIC—Terence (Parlophone)
- 3. GORR STEADY—Clay Joy (Parlophone)
- 4. THE MAGNIFICENT SEVEN—Terence (Parlophone)
- 5. THE NIGHTMARE—Terence (Parlophone)

Last Week’s Hits
- 1. I’VE TOLD EVERY LITTLE LIE—Terence (Parlophone)
- 2. OLD BLACK MAGIC—Terence (Parlophone)
- 3. GORR STEADY—Clay Joy (Parlophone)
- 4. THE MAGNIFICENT SEVEN—Terence (Parlophone)
- 5. THE NIGHTMARE—Terence (Parlophone)

**The Americas**

**Chile**

This Last Week
- 1. TE ALGUNA HORA—Te Alguna Hora—(Chile)
- 2. I’LL LOVE YOU MORE—Te Alguna Hora—(Chile)
- 3. THE NIGHTMARE—Te Alguna Hora—(Chile)
- 4. THE NIGHTMARE—Te Alguna Hora—(Chile)
- 5. I’LL LOVE YOU MORE—Te Alguna Hora—(Chile)

Last Week’s Hits
- 1. TE ALGUNA HORA—Te Alguna Hora—(Chile)
- 2. I’LL LOVE YOU MORE—Te Alguna Hora—(Chile)
- 3. THE NIGHTMARE—Te Alguna Hora—(Chile)
- 4. THE NIGHTMARE—Te Alguna Hora—(Chile)
- 5. I’LL LOVE YOU MORE—Te Alguna Hora—(Chile)

**Japan**

This Last Week
- 1. SUMMER IN THE CITY—Rick Nelson (RCA)
- 2. I’LL BE HOME FOR CHRISTMAS—Rick Nelson (RCA)
- 3. I’LL BE HOME FOR CHRISTMAS—Rick Nelson (RCA)
- 4. SUMMER IN THE CITY—Rick Nelson (RCA)
- 5. I’LL BE HOME FOR CHRISTMAS—Rick Nelson (RCA)

Last Week’s Hits
- 1. SUMMER IN THE CITY—Rick Nelson (RCA)
- 2. I’LL BE HOME FOR CHRISTMAS—Rick Nelson (RCA)
- 3. I’LL BE HOME FOR CHRISTMAS—Rick Nelson (RCA)
- 4. SUMMER IN THE CITY—Rick Nelson (RCA)
- 5. I’LL BE HOME FOR CHRISTMAS—Rick Nelson (RCA)

Continued on page 43
HOT WITH A FULL PAGE OF HITS!

BEST SELLING SINGLES

Moody River ........................................ Pat Boone ........................................ 16209
Yellow Bird ......................................... Lawrence Welk .................................... 16222
Blue Tomorrow ...................................... Billy Vaughn ..................................... 16220
Right or Wrong ..................................... Debbie Reynolds ................................. 16225
(Mustapha) Apple Core Song, Louis Prima and Keely Smith ........................................... 16221
Little Lover Boy .................................... I Keep Coming Back for More, Keely Smith ........................................... 16228
Turn Around ........................................ I Fall to Pieces ..................................... 16200
Poor Little Rich Boy ................................ Part of a Pool ...................................... 16229
Racin’ in My Heart ................................. A Full House ...................................... 16230
Rainey’s Mama Blues .............................. Dorsey Burnette ................................ 16230
Steel Guitar Rag ................................. The Original Mama Blues ..................... 16227
Steel Guitar Chimes .............................. Hal Alama .......................................... 16226
Stranger From Durango ......................... The Three K’s .................................... 16223
Still Waters .......................................... The Rippies ...................................... 16224

NEW RELEASES

Yellow Bird ......................................... The Mills Brothers ................................ 16234
Explosive Generation ............................ Kimm Charney .................................... 16233
Wait for Me ......................................... Bill Ham ............................................. 16232
Big Lucas ........................................... Bill Ham ............................................. 16232
Cry, Cry My Darling .............................. Bill Ham ............................................. 16232
I Wanna Dance ..................................... Richard Turley .................................... 16231
Since I Met You .................................... Richard Turley .................................... 16231
Whispering Bells ................................... Dell-Vikings ...................................... 16236
Come Go With Me ................................... Dell-Vikings ...................................... 16236

BEST SELLING ALBUMS

Yellow Bird ......................................... Lawrence Welk .................................... DLP 3389
Dearly Beloved ..................................... Keely Smith ...................................... DLP 3387
My God and I ...................................... Pat Boone with the Ablenet Christian College Chorus .... DLP 3386
Blue Moon ........................................ Louis Prima .......................................... DLP 3385
Moody River ........................................ Pat Boone ............................................. DLP 3384
Apache ............................................. Sam Butera and the Witnesses ............ DLP 3381
Sabre Dance ........................................ Johnny Maddox and his Orchestra—Featuring Paul Smith at the Piano ...... DLP 3378
Pink Shoelaces ..................................... Dedie Stevens ..................................... DLP 3371
Orange Blossom Special and Wheels .......... Billy Vaughn ..................................... DLP 3366
Tany Martin—His Greatest Hits ............... Lawrence Welk .................................... DLP 3359
Polynesian Percussion ........................... George Cates ..................................... DLP 3355
Wonderland by Night ............................ Louis Prima ......................................... DLP 3352
Last Date ........................................... Lawrence Welk .................................... DLP 3350
Theme from the Sundowners ..................... Billy Vaughn ..................................... DLP 3349
Champagne Music ................................ Lawrence Welk .................................... DLP 3342
Great, Great, Great ................................ Pat Boone ............................................. DLP 3346
Yellow Bird ......................................... The Mills Brothers ................................ DLP 3338
Look for a Star ..................................... Billy Vaughn ......................................... DLP 3322
Theme from a Summer Place ..................... Billy Vaughn ......................................... DLP 3327
Lawrence Welk Presents the Lennon sisters.................. Singing the Best Loved Catholic Hymns .......... DLP 3250
Songs of the Islands ............................. Lawrence Welk .................................... DLP 3251
Be My Love ....................................... Keely Smith ........................................ DLP 3241
Louis and Keely ................................... Louis Prima and Keely Smith ............... DLP 3210
The Mills Brothers’ Greatest Hits .......... The Mills Brothers .................................... DLP 3157
Pat's Greatest Hits ................................ Pat Boone ............................................. DLP 3071
Gale's Greatest Hits .............................. Gale Storm .......................................... DLP 3098

MR. DEALER:
IF YOU ARE NOT ON DOT RECORDS MAILING LIST, FILL IN AND MAIL THIS COUPON TO 1507 VINE ST., HOLLYWOOD 28, CALIF.
MUNCH SEES 1ST U.S. MUSICAL, 'WEST SIDE STORY,' AND LOVES IT
BY JIMMY JUNGERMAN
Hollywood, Calif.-
Munch, whose first film "Billy Wilder's The Lost Weekend." Said he was delighted with the film, but added that he was "a bit profligate" in his spending. "I was a bit profligate in my spending," he said. "But I was able to make a living."

THE TELEGRAMS OF THE DAY

BY BRIDGET KEEVE
Music Editor

One of the new records on the list is the new trio of Los Angeles singers, who have been described by many as "the new kids on the block." The trio, still very young, have been featured in various radio shows and have even made guest appearances on television. Their latest release is a beautiful ballad, "The Night They Called Me Out," which has already become a hit. The trio has been compared to the famous group, the Four Tops, because of their harmonies and the way they blend together.

NEW YORK CONCERT TALENT

BY DON WOLDE
News Editor, New York Express

Frederick, the new artist on the scene, was featured in a recent concert in New York City. His virtuoso playing of the violin was praised by the critics, who described him as a "phenomenal talent." Frederick has been invited to perform at various prestigious concerts in the future, and his career is expected to take off in the coming months.

HOLLAND

EMI Disk Tokens to Cover Decca, Pye & Other Labels

BY JONNY DACKINVILLE
Editor, Billboard

The EMI Disk Tokens will be used to cover Decca, Pye, and other labels in Holland. This move is expected to boost sales and help the company to compete with its rivals. The tokens will be available in various denominations, and customers will be able to use them for a wide range of products.

BRITAIN

Connie Froboes Set for Festival
BY HERMAN S. WAPLEN
Editor, Billboard

Connie Froboes, the popular performer, is set to perform at the upcoming festival. She is known for her diverse repertoire and her ability to connect with the audience. Froboes has a loyal fan base and is expected to draw a large crowd to the festival.

ITALY

Michelangelo Di New LP Waxing
BY DR. MARCO Di NEW LP Waxing

Musician, a sax player, is set to release a new LP. The album, "Michelangelo Di New LP Waxing," is expected to be a hit and is anticipated by fans of the artist.

HONG KONG

Jazz Men Stop To Do The Town
BY CARL MATTY

Jazz musicians gathered in Hong Kong to perform at a variety of venues, including a night club and a hotel. The musicians were happy to be in Hong Kong and were thrilled to be playing to such a diverse audience. The event was a great success and the musicians were looking forward to their next performance.

NEW ZEALAND

Harry Miller Plans Jazz Pack
BY FRED GERBER

P.O. Box 3441, Auckland

Harry Miller is planning a major jazz event in New Zealand. He is organizing a jazz festival that is set to take place next month. Miller is a well-known jazz musician and is looking forward to the event. He is confident that it will be a success and is excited to share his passion for jazz with the people of New Zealand.

JAPAN

Harvard Glee Club Sets Tour
BY TEN KATZ

The 54-member Harvard University Glee Club will be touring Japan next month. The group is set to perform in various cities throughout the country. The tour is expected to be a huge success and is anticipated by music lovers across Japan.

LESLIE DISTRIBUTORS

439 Third Avenue, New York, N.Y.

Leslie Distributors has released a new album featuring the voices of Harry Miller and David Carr. The album is titled "The Best of Both Worlds" and is expected to be a hit with music lovers everywhere.
50,000 SOLD AND GOING ALL THE WAY!

HOLIDAY INN

Spinning on the Charts

HOLIDAY INN

RIMSHOT

Part 1

by the ROLLER COASTERS

Six versatile young men from Monroe, La., who have played with Marty Robbins and Brenda Lee on tour across the nation!

NO. 10 IN MEMPHIS!
NO. 11 IN SHREVEPORT!

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OLD TOWN'S ON FIRE!

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"Can't Stop Her From Dancing"

BILLY BLAND

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"STRAINED IN THE JUNGLE"

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"DARLING, I'M HOME"

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1961.6

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IT'S HAPPENING!
A BILLBOARD SPOTLIGHT, JUNE 19

SENIMENTAL REASONS
by Mommie's Gone

DONNIE ELBERT

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INSTANT SALES RESPONSE!
BACK BEAT NO. 1
THE RONDELS

AMY RECORDS • 1650 Broadway, N.Y.C.

Reviews of New Albums
Continued from page 28

GROOVE

Michael (Barrow) Holmes, Jazz Organist, Pacific Jazz Stereo 23 (Stones & Montmartre) — Lee McClean introduces a new organ talent on this disc—and a fine talent, too, in Michael Holmes, a noted former student of the late Claude Hopkins. Holmes has built his organ around a Melotone tenor, using an unusual technique which makes three🥛

CLASSICAL LP'S

STRONG SALES POTENTIAL

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BEETHOVEN: Choral Fantasy 7.201

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BEETHOVEN: Violon Sonatas in C Minor & G Major

HUNGARIAN ORCHESTRA, Kondor dir.

DEUTSCHE GRAMMOPHON 7-93465

BILLY BLAND

OLD TOWN RECORDS

HOT C & W SIDES

FOR WEEK ENDING JULY 2

BILLY BLAND

HOT C & W SIDES

For Week Ending July 2

1 1 1 HELLO MAMLL, Faron Young, Capitol 4533
1 2 2 THREE HEARTS IN A TARANTULA, Roy Drusky, Decca 31193
1 3 3 I FALL TO PIECES, Patsy Cline, Capitol 31203
1 4 4 LOOSE TALK, Buck Owens & Rose Maddox, Capitol 4590
1 5 5 2 GOIN' AROUND, Buck Owens, Capitol 4596
1 6 6 SWEET LIPS, Webb Pierce, Decca 32149
1 7 7 HEARTBREAK B. S. A., Kitty Wells, Decca 31246
1 8 8 4 A RIDE TO THE HOMESTAY, Wanda Jackson, RCA Victor 7971
1 9 9 2 TIMES CO COCOA, Shelly Fahl, Columbia 41047
1 10 10 I LOVE YOU, Hank Locklin, Capitol 4596
1 11 11 BE THERE TO TELL WHEN, Hank Locklin, RCA Victor 7873
1 12 12 BANG THE BONBON, Dusty Ryan, RCA Victor 7870
1 13 13 7 I MIGHT AS WELL BE IN CHINA, Sammy Taylor, Columbia 41045
1 14 14 I'D RATHER HAVE YOU, Hank Snow, RCA Victor 7870
1 15 15 TENDER TEARS, George Jones, Mercury 71842
1 16 16 3 I HAD A ROGUE, Roy Drusky, Columbia 41052
1 17 17 7 WINDS OF CHANGE, George Jones, Mercury 7187
1 18 18 I'D RATHER BE A CAT, Roy Drusky, Columbia 41045
1 19 19 A Way To Stay, Bob Gallion, Mercury 7185
1 20 20 HERE IS THE MAN, Roy Drusky, Columbia 41052
1 21 21 DIGHTS OF A FOWL, Eddie Tollo, Decca 3241
1 22 22 9 NOBODY'S GONNA, Dallas Harwood, Columbia 41038
1 23 23 ONE TO CHOOSE FROM, Roy Drusky, Columbia 41045
1 24 24 SPECIALTIES LP'S

Lzendl American

ALF PLATA SWINGS JUMPS
The Plaza Strings, Seen CELP 472 A presentation of Spanish music and dance arrangements with a fine cha cha and merengue, etc., especially performed by Cuba's number one orchestra. A distinguished performance here. In addition to the burden of a group of very famous French artists perform the repertoire including tunes of a cha Cha, a cabaret, etc., which includes both folk and dance music, etc. The package includes a film, and there is no, an aversion center which depicts the child's world of fantasy.

IMPERIAL RECORDS


"THERE THEY GO"
• Reviews of New Albums

— Continued from page 44

Forewarned FA 340—Some fine performances, both of folk and classical material. There are also some sacred sacred, such as "With the Lord Willing," Other titles are "Little Bitty" and "Struggling on the Brink."
Miller, Conniff, Sinatra & Francis

from the Hit LP
"TWO STEPS FROM BLUE"
Duke LP-74

DON'T CRY NO MORE!
and "St. James Infirmary"
BOBBY "BLUE" BLAND

TWO STEPS FROM BLUE

The Original!!
The Hit!!
Duke Record #340

A HIT!!
JIMMIE RODGERS
JOHN BROWN'S BABY
R-4377
Roulette Records

Grundig to Hit
Continued from page 1

where it is embedded in tape tem-
pest—of the treasured variety, insists
the Nuremberg firm.

In West Germany, the music
royalty forces took Grundig to court to compel the firm to pub-
lish its recorders with directions warning against the taping of
royalty-controlled music. The court
rulings against Grundig, but the firm
says the last word in this respect has
not been delivered.

At the moment Grundig is
heavily embattled over somewhat
the same issue in England, where
Lawrence Wright Music and
Ascherberg, Heapwood & Crew
have filed a copyright action
against the British subsidiary of
the German concern.

The suit alleges that Grundig
demonstrated its recorders at the
London Audio Fair by playing tapes of "Jealously," "Carolina
Moon," and "Love, Have You
Heart" in breach of the plaintiffs'
copyright.

Grundig executives argue that
the music royalty forces are em-
barked on an effort to collect
duplicating and multiple royalties.

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BIGGEST PROFITS

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BILLY DARIN, DUANE EDDY, LOIS PRIMA, EDDIE HARRIS, ERNIE FEED, EROLL GARNER, THE PHONICANS, AL HIRT, BRENDA LEE, JOHNNY Mathis, RICKY NELSON, BURT NADEL, MARTY ROBBINS, BOBBY RYDELL, NINA SIMONE, SUNTO, and JOHNNY BOBBY YEE, and the WEVERS.

Two ceremonies hit the charts for the first time in their career during the January through June period, one being Dick Gregory and the other the venerable Moms Mabley, Cyril Ritchard, from the legitimate stage, made it with version of "Alice in Wonderland," Leonard Bernstein with the New York Philharmonic, the late Jussi Bjorling, Eileen Farrell, the London Symphony Orchestra, and Svatovod Richter were the classical artists whose new albums sold strongly enough to hit the over-all Best Selling LP chart.

From the world of the musical theater, seven Broadway show albums hit the best selling LP chart during the period from January 1 through June 30. They were "Cam-
elot," "Carnival," "Do Re Mi," "The Unsinkable Molly Brown," "An Evening With Nichols & May," "Tenderloin and Whirlwind." Three movie scores made the charts this period, the two of them "Exodus" and "Never on Sunday" being the original sound tracks, and the other, "Come, With the Wind," a new recording to salute the re-issue of the picture.

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album

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The party record
that can be sold
over the counter

Complete List of Available Albums

W10-EP: "Of Men And Memories"
W10-EP: "Walkin' On The Party Line"
W11-EP: "Saucy Hit Parade"
W12-EP: "That Saucy Redhead"
W17-EP: "For Sophisticates Only"
W14-EP: "French Postcards Set To Music"
W15-EP: "Cruise Party"
W16-EP: "Salty Songs"
W17-EP: "Love Is For The Birds"
Nebraska Ops Meet, Elect Officers; Air MOA Show

OMAHA — Nebraska operators hosted over the recent Radio Operators of America convention and concluded it was a pretty good show. The Mason Club of Nebraska held its regular quarterly meeting here, June 10-11, and the recent MOA convention in Miami was one of the prime topics of discussion.

Members also held their annual election of officers with Jerry Wix, Omaha, named president; Frank Hoyt, Columbus, vice-president; Howard Ellis, Omaha, secretary, and Don Stroh, Columbus, treasurer.

The group’s two-day meet featured exhibits by four distributors, a half-day of business sessions, and the traditional banquet and dance on Saturday night. Some 50 operators and guests were in attendance.

Warren Cook, mayor of Norfolk, Neb., was the featured speaker. At Atchison for Cook’s appearance were made by Ralph Styer, Norfolk operator, and a personal friend of Cook’s.

First part will be admitted in July.

Ratajack in Talk at Chicago Phonograph Operators Meet

CHICAGO—Juke box operators here got a rundown Thursday (22) on the recent Music Operators of America convention in Miami as well as on other national problems from E. R. Ratajack, managing director and co-estimator of MOA. Ratajack addressed the Recorded Music Service Association as the group held its quarterly meeting at the Strammeck Hotel here.

The Ratajack appearance was one of the first made by a MOA official before the Chicago operators group in recent years and is expected to fan some interest among local tenderfoots in the national association. Other speakers were Earl Kies, KMOA president, and Sam Greenberg, local operator.

RMIA members also discussed a currently hot loan location and gift problem, which has become increasingly critical in recent months.

Operators discuss loans here at reaching “fantastic proportions.” Loans of $1,000 or more and outright gifts of $100 or $200 are common. Operators will often loan $1,000 and ask repayment of only about $800, constituting a combination loan and gift.

EMPLOYMENT BUSINESS

The local association is investigating the possibility of seeking some of local or State legislation to outlaw the practice that many tenderfoots here feel will ultimately cripple the juke box business.

Contributing to the problem is the increasingly tight competition for juke box locations in the Windy City during the past two years.

Former Wally V.-P.

Andrew Renn Dies

CHICAGO—Andrew J. Renn, 68, executive vice-president and treasurer of Bally Manufacturing Company until April, 1958, died last week in Burlington, Wis., after a long illness.

Services were held last week at St. Hilary Church, Chicago. Interment was at All Saints Cemetery, Park Ridge, III. Renn is survived by his widow, Mary, and son, Rev. Renn of Milwaukee, Wis. Renn joined Bally in 1944 as an assistant comptroller, later was named treasurer and finally executive vice-president and treasurer, the position he held when retiring.

Renn was well known in the coin machine industry, especially as a distributor leader, throughout the country. He had been active in numerous civic and philanthropic activities.

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. The juke box operator limited to from 100 to 200 sides per month may represent maximum programming effectiveness. Records listed below have both sides either on the left or right, or have recently been on the West. Top 100. Some Spotlights for additional information on double-play disks.

TRAVELIN’ MAN

AND

HELLO, MARY, LOU

PICKY NELSON

ADAM WADE

Imperial

Cedd

BELL WEEPER SONG

AND

THOSE EYES

BROOK BENTON

Hedron

HIGHTOWER

WILD IN THE COUNTRY

AND

I FEEL SO BAD

RHYTHM NREYNE

BIG V interactive

FATE DOMING

Imperial

9781

DUM BUM

AND

I JUST CRY

BREDDA LEE

Bossa

21723

EVENTUALLY

JACKIE WILSON

Bronx

23326

I’M COMIN’ ON BACK TO YOU

AND

LONELY LIFE

CONNIE FRANCIS

High

16181

TOGETHER

AND

THERE ARE TOO MANY RULES

ETTA JAMES

Argo

3220

IF I’VE GOTT NEWS FOR YOU

AND

I’M GONNA MAKE MY WAY TO THE OUTSKIRTS OF TOWN

RAY CHARLES

Imperial

268

MOM AND DAD’S WALTZ

AND

YOU’LL ANSWER TO ME

PATTY PAZE

Mercury

17923

THE FLOAT

AND

THE SWITCH-A-ROO

IAN BARKER

AND THE MIDNIGHTERS

King

5010

(Continued on page 61)
By OMER ANDERSON

AUSTRIA'S DISTRIBUTORS SELL DIRECT

CHICAGO—The acquisition of Williams Electronic Manufacturing Corporation, amusement game manufacturer here, by Consolidated Sun Ray Inc., New York-based company, has been rescinded.

Ivan Williams, who was originally acquired by Consolidated Sun Ray Inc. as a division of Consolidated, noted that the effective date of rescinding the acquisition was to be the 4th quarter of 1961.

Williams was originally acquired by Consolidated in 1960 for a sum of $1 million. The agreement to rescind, however, was effective as of May 2, 1961.

No Details

Neither officials of Consolidated nor Williams had any further comment to make on the transaction. Financial details were not disclosed.

Williams president, Mr. Stern, said that rescinding of the acquisition was to be to the best interest of both firms.

Williams said that he and Williams would continue to concentrate on its production of amusement games and equipment.

Consolidated Sun Ray announced a year-end earnings record for the year ended January 31, 1961, of $1,060,000 on a sales income of $9,000,000. After a net profit of $760,000, the company showed a net profit of $2,000,000 for the year.

Sterling had noted that no further acquisitions or mergers are planned by the company. He said all personnel assignments would remain unchanged.

Year-end figures have not been announced by Williams. The firm had a closely held corporation, named after the principal stockholder.

CLASSIC DELUXE BOWLER

United Starting Output on New Bowling Game

CHICAGO—United Manufacturing Corporation has announced production on its new Classic Deluxx bowler, pistol model of which was introduced at the recent Music Operators of America convention.

The game comes in 13 and 16 foot lengths, with eight and four foot sections that can be added.

It has a new "super-deal" streamline design, with high line symmetry, and high line symmetry (3) progressive scoring, (2) progressive scoring, (3) progressive scoring, (4) progressive scoring, and (5) scoring only (pick-a-score).

cane that the boom simply got out of hand and raced far ahead of firm demand.

It is charged that as Austria begins to rock and roll with juke boxes, the country's first-bank art- ists-at once hastily put a make like operators. They persuaded the banks to bankroll them, and the distributors (as the dealers are now usually single) to equip and establish the new automatics.

At the same time the coin machine industry, which is an important industry in Austria, found that the famous Austrian coffee house out of business in 1950.

This is said from the standpoint of the coin machines, but also for the juke box trade, as the express music company's sales of records also space, and is almost entirely, as mentioned. The famous Austrian coffee house out of business in 1950.

And this fact underlines the sign.

ST. LOUIS BRIEFS

Ben Axelrod, of Morris Novelty Company, reports the firm is now delivering the new Gottlieb two-player Flying Circus game, and demands are exceedingly strong from the locals.

The Morris Company also has taken over the Chicago Company's line of Pro Shuffle alleys and Princes bowling alley games locally, and they are moving very nicely, Axelrod said. He also added that use Gottlieb games are moving very good. "We can sell almost anything that we get in here," he declared. He pointed out that some games are being shipped to Canada.

Axelrod and his wife recently returned from a week's vacation in Hawaii, where they visited their son, Leslie. The Morris Company presently is in the middle of the vacation season, which will continue through Labor Day.

BOSTON BRIEFS

There's good news for friends of Ed Raveley, former president of Associated Amusements. After many months of being laid up with a broken leg, he's now just as spry as ever. He's now with Garber Travel Service and would like to plan trips for your coin business. He'd like even them just to drop in and say "hello."

Dick Maudell of International Vending Corporation has really been on the go lately. He flew to Canada, then to Pennsylvania and New York and New Jersey all in one swoop. His pockets were said to be bulging with orders for Rock-Oles... The staff at Trimont Automatic Sales Corporation is happy for Shively Kagan, who is to have a September wedding. Mark Larsen reports AMI and its stenographer, Ruby. A brick summer has made games scarce in the area.

Bob Jones of Red Distri buting Company making the grand tour of the country. He was generally well received, but says operators were using "Artizt of the Week" system and really program their stops are going along successfully. President Si Reehl has been out to Chicago and saluting Al Levine is on the move more than ever... Friends of Tommy King of Fall River were startled to hear that he was taken to the hospital for eye surgery... John Hickey of Webster is building a Pitch 'n Putt in the Cape Cod resort area in two weeks.

Two adverse situations have been plaguing segments of the business lately. Arcade operators are literally screaming about weather (bad), and coin drive operators are having problems recently with a flood of slugs and no one seems to be able to catch them.

Among operators seen visiting in town were: Mark Shavel, of Rockport; Summer Segall, of Cambridge; Mike Paschke, of Fitchburg, Al Dallas, of Lynn, Don Coscarelli, of Dover, N. H.; Anthony Joseph, of Providence, R. I.; Art Arathron, of Greenfield, and Thomas Libby, of Haverhill.

Cameron Dewar.
**Pat Boone** is one of the scores of top artists whose newest LP albums are featured on Seeburg’s exclusive Artist of the Week plan.

Every week, Seeburg “Artist of the Week” phonographs bring in more location customers with a new best-selling LP album in superb 33⅓ stereo hi-fi. Ten popular album hits...all by the same artist and not available on 45 RPM!

And Seeburg intermixes, automatically, both your 45-rpm records and the overwhelmingly popular new 33⅓ LP record...no adjustments, no conversion kits ever needed.

Your Seeburg music is PERSONALIZED, too, with the location name prominently featured on the Seeburg top panel. All together, it adds up to more play and more profit. For operator and location alike. The Seeburg Sales Corporation, Chicago 22.

<table>
<thead>
<tr>
<th>Artist of the Week</th>
<th>Week of June 19</th>
<th>Week of June 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pat Boone</td>
<td>Great, Great, Great</td>
<td>With My Eyes Wide Open For Dreaming</td>
</tr>
<tr>
<td>Billy Taylor</td>
<td>With Four Flutes</td>
<td>Enoch Light Grand Award</td>
</tr>
<tr>
<td>Larry Elgart</td>
<td>Sophisticated '60s</td>
<td>M. M. M.</td>
</tr>
</tbody>
</table>

*The Rose Room, Toledo, Ohio*
NVA Lawyers Quash Anti-Bulk Vending Measure Aimed at Charm-Gum Vendors

CHICAGO—Federal legislation that would inadvertently have crippled bulk vending throughout the country is in the process of being revised, thanks to some effective industry representation by National Vendors Association counsel, Milton T. Raynor and Donald Mitchell. The bill, already introduced in Congress, provides in part that a confection is adulterated if it bears or contains "any non-nutritive sweetener or substance which performs a useful purpose unless such sweetener or substance is separately wrapped." The measure would, in effect, eliminate the co-mingling of confections and charms in appropriate containers.

More important, however, the bill would serve as a model for similar legislation on the State level, which would make the co-mingling restriction all-inclusive.

The bill is HR 3548 and was introduced as an amendment to the Pure Food and Drug Act. Following meetings with NVA counselors and other bulk industry leaders, however, members of the Pure Food and Drug Administration have agreed to recommend deletion of that portion of the bill prohibiting co-mingling.

Sponsors agree.

The Northwesterner, full of news, opinions, pictures, photos, all for the BULK VENDING Operator.

* Make sure your name is on the Northwestern mailing list.
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S 09A 194 S. R. B. COLVIN, JR.
R 00 P. T. N. COGGIN

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25c OR 50c
SANITARY VENDOR

The machine that will bring in extra revenue for smart operators is the new Oak Vendor. The machine holds 144 flat pack products. The Oak flat pack container holds 100¢ worth of products. This is the only flat pack container which will hold 100¢ worth of merchandise. Just place your order today. Oak is also the leader in flat pack equipment. Write, wire, phone, or call for information.

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"Drink Is Always On Hand"

Copyrighted material.
Card File on Each Location Brings Smoother Operation, Added Stops

GOLDEN, Colo.—Methodical record-keeping of everyday operations on the road means the maximum in returns and efficiency, where routes covering hundreds of miles are concerned, according to Clyde McCracken, who operates 200 bulk machines over a four-State territory.

The hub of McCracken’s route management and accounting system is a metal card file kept in his station wagon and checked each evening against the following day’s reports. The card file contains a separate card for every customer, complete with all information on location owner’s name, a record of collections made in past weeks and any special instructions.

In the “remarks” section, and as a cover is noted, such as the time at which the operator prefers McCracken to call, suggested switches in merchandise vended, etc. After work along the route, McCracken goes over the next day’s steps and puts all of the information obtained into note form so that he doesn’t miss a trick in driving from one location to another, carrying out repairs, filling machines, counting the receipts, etc.

Carrying a full inventory of replacement heads as well as all of the essential tools for repairs and appearance permits McCracken to use the card as his ledger at each stop, counting the proceeds, and in the location owner’s presence if at all possible, requesting currency for the coins collected to lighten weight problems on the station wagon, etc.

Wherever there is an increase or decrease in sales, McCracken checks the fact with the location owner to determine why. Often, a change in the merchandise vended is helpful from an immediate and prompt discussion carried out in this way.

At the end of each quarter, McCracken sends a resume of the year’s business to each location owner with a cover letter, thanking him for his cooperation. Since few bulk operators have ever gone to lengths such as those to keep the location owner informed in a report for good business methods which have landed him only worthwhile locations, but often caused the location owner to keep an eye on the vending machine stand, to guard against vandalism or slugging.

Slugs Problem

Slugs have become a serious problem in recent months, according to McCracken, go over the next day’s steps and developments in that bracket turning up. Probably the most unusual has been an accumulation of dime-sized coins, probably mistimed by military posts overseas which use American vending machines and pay their personnel in the use of which country is involved. Many of these dime-sized coins, which will apparently fit anywhere, have a lug retractor, have turned up since early 1961.

To meet the slug problem head-on, McCracken has had to resort to action which he deemed refusals, but which has been thoroughly effective. In one spot where the slugs have been necessary, he has laid the location around him over the months until he saw a youngster come in and vend his machines. McCracken then immediately opened the machine, found a slug tracked the boy responsible to his home, and demanded that an accounting of where the slug came from.

This prompted another substitute, who had several hundred of the coins in his possession, and put a complete stop to the 10 cent slug problem in that area. McCracken blames the large number of slugs which have suddenly blossomed out in all of his areas on the general tight money situation, which means that youngsters who allowances have been cut down are attempting to slug machines even though they know that this is against the law.

If a location owner is willing to keep an eye on the machine, and watch for fur things, this factor on the part of customers, much of the slug menace will be eliminated.

Dime Machines

The Colorado operator only recently began adding 10-cent machines to his equipment. He has added expensive charms, jewelry, insect novelties, etc., within a matter of days, seeing, when slugs amount to $3, show up in a 10-cent machine. It’s a give and take— and one which calls for an immediate effort to catch or scare off the hard core slugs.

Regularity adding new equipment to his routes and dime machines which are showing relatively small returns. McCracken is one of the several who have traveled operators, covering most of his locations at least once a month when necessary, is a necessity. He has frequently received a valuable new location when one of his established location owners informs him that a restaurant owner down the highway, etc., “wants to talk to you.”

The only way to make a reference, of course, is to create such respect and good will from existing locations or ones that they will go out of their way to recommend their bulk operator—which has been the case with McCracken for his entire operating career.

Buffalo Considers Fees on Machines

BUFFALO — A vining bill termed potentially dangerous by industry leaders is being considered by the city council here. The bill would provide for a 10 percent license fee on other things.

The ordinance has been written but fee amounts have not been left blank. Proponents of the measure were to testify last week and operators are scheduled to appear at hearings during the week.

National Automatic Merchandising Association legal counsel Richard Frick will be among proponents appearing to testify.

The bill has been termed a political football by vending trade leaders here and is generally looked upon by the industry as an unnecessary.
HAMBURG—Following close-
ly upon the announcement of the
formation of Seeburg S. A. in Bel-
gium, George B. Gillett, vice-
president of Seeburg International Inc. of New York, disclosed the
formation of Seeburg Automaten
Vertriebs-G.m.b.H., in Hamburg.
This new Seeburg affiliate will be the Seeburg sales headquarters in
Germany and will be responsible
for the sales development of the full range of Seeburg products, including phonographs, background
music systems and vending equip-
ment.
Previously, Seeburg phonographs
had been distributed in Germany
by Lowen-Automaten of Bingen
(not by N.S.M., the manufac-
turing company of which Lowen is
the sales affiliate).

Valley Claims Name, Bumper Pool, As Own
CHICAGO — The term Bumper
Pool is the exclusive property of
Valley Manufacturing Company,
the firm advised in a letter to the
trade last week.
Valley said it has ownership by
right or priority to trademark to
the name, and has asked all other
companies of the industry respect Valley's rights.

New French Phonograph Plays
Musical Films of Record Stars
PARIS—A new "see it" juke
box, the Scopitone, is making a
play for automatic music advertising.
The new French box plays 16mm film of
record stars and orchestras in full color.
Advertising messages can be in-
serted on the film and keyed to the
name of the artist.

The producers regard Scopitone as the
only practical medium for
music advertising because it does,
as audio with visual effects. The
disk juke box offers a choice of 36 titles, but
the Scopitone is not limited indefi-
nitely—and so can the advertising.

Scopitone is manufactured by
the Compagnie d'Applications
Mécaniques a l'Ecran (CAMECA),
which manufactures the Elektronophone.

The manufacturers, who have
made a successful start in
musical film efforts to sell advertising in the
U. S. with the juke box as a
medium, believe the film system is the only practical method for
volume advertising at juke box loca-
tions.

Their procedure is rather compli-
cated than the movie trailer method of
purveying advertising plugs. But the
Scopitone strategies behind the
product will be artfully concealed,
unnoticed in display.

The French film juke box, in the
past not without earning the
toally unlimited scope for high-
grade musical productions—laced with rich advertising revenue.

Roanoke Vend. Shows
New AMI Continental
To N. Carolina's Ops
RALEIGH, N. C.—The Roanoke
Vending Exchange displayed the
new AMI Continental phonographs
at the Hotel Sir Walter Raleigh
here Sunday. Serving as hosts were
President Jack G. Bens of Roanoke
Vending and Mrs. Bess, along with
Rusty Derby, Gus Derby and
George Klesney, factory representa-
tives.

Guests included Horace Dow, Charles Watkins, Lacy Harris and
John Wilson of the Roanoke Music
Company, Raleigh and Fayetteville;
Jim Watson and Edna Watson,
Southern Vending Company, Gastonia;
Jim Dunham and Dorothy Carter,
Continental Company, New Bern;
Chris Lockley and Southern Vending
Company, New Bern; Mr. and Mrs.
Guthrie of the Roanoke Music
Company, Wilmington; Cecil Wallace
Jones of the Continental Music
Company, Durham; and Bill
Dornbos of the Single Music
Company, Durham.

when answering ads ... 

SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

atlas Music Co. to Gift
Paid Vacations to 6 Ops At Luncheon Drawings
CHICAGO—Want a paid vaca-
tion to Las Vegas or Florida? Atlas
Music Company here has a chance
to win just that as the firm holds its first drawings at a gala luncheon to be held June 29 at the Garden Court Hotel.

Any operator who has bought a
minimum of $15 worth of the
Atlas is eligible for the drawings. The operator has a card in the hat

The contest is in addition to the
two other promotions conducted by
AMM whereby operators can win merchandise prizes and vacation trips. The factory-sponsored contest was introduced at the recent Music Operators of America convention in Miami Beach, Fla. The Atlas contest, an-
nounced some weeks later, will be held periodically.

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Circulation Than the Next Magazine!

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JOINS THE FISHER
PUBLICITY TEAM

Lucky Horoscope
5e, 10c, or 25c Play
National Coin Rejection in each chela
Free to Mail—Deposits approx., 1,000 tickets
Size: 16 1/2" x 6 1/2" Wght: 20 lbs.

Mid-State Co.
3271 Wilmot Avenue
Chicago 47, Illinois

FISHER SALES & MFG. CO.

Chicago—After an absence
of some two years, Atlas Music
Company here is again entering
the Illinois territory. This time, however, Atlas is representative for the Rows and
AMI lines.

Atlas held showings in Daven-
port, Iowa, last week and has
decided another for Cedar Rapids, Iowa,
June 27, at the Roosevelt Hotel.
Plans call for additional show-
ings in Des Moines and other Iowa
cities, and ultimately a branch of-
cice, probably in Des Moines.

Current Atlas representative is
Bill Phillips, the firm's familiar
sales representative in Illinois. Gene
Smith, Atlas' traveling serviceman
stationed in Peoria, Ill., will also make visits to that territory.

Atlas personnel should be famil-
ary to Iowa operators. The firm
was represented there for some 12 years handling the Seeburg line.
Some two years ago, Atlas sold its
Des Moines office to its manager, Phil Mosa, while still the Seeburg distributor for the Iowa territory.

Atlas was purchased by Automatic Canteen Company of America,
early this year and distributes the firm's line of coin and AMI equip-
ment in Illinois and Iowa.

Canteen Names Alexander G. Hardy
Asst. Chairman, Chief Exec. Officer
CHICAGO—Automatic Canteen
Company of America last week
named Alexander G. Hardy to the
newly created post of assistant to
the chairman of the board and chief
executive officer. Announcement was made by Donald L. Schinane,
who holds the latter post. Appoin-
tee Hardy is 44 years old.

Hardy has been senior vice-
 president of National Airlines,
Miami, since 1935. He joined Na-
tional in 1931 as executive assistant
to the president, became assistant
vice-president in 1953 and was
named a full vice-president in 1954.

During World War II, Hardy
served in the U. S. Naval Intelli-
gence Corps in the China, India
and Pacific theaters.

Following the war, he was one of the civilian chief counselors of the
prosecution in the Nuremberg war
trials. In 1950 he headed an effec-
tive North American air transport
executive counsel for the entire trial proceedings in Nuremberg.

He was the U. S. government's
counsel before the U. S. Supreme
Court in the 1952 case of Ameri-
cana Airlines v. United States.

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Continued from page 2

Congress has had under study for the past four years."

Celler, a Democrat, is a member of the House Ways and Means Committee, which has jurisdiction over the Copyright Act. He has been a champion of copyright protection for many years and has introduced several bills designed to strengthen the Copyright Act. One of his most recent proposals was to provide for criminal penalties for copyright infringement.

The Copyright Act of 1976, which is the current copyright law, provides for civil penalties for copyright infringement. Celler has argued that civil penalties are not enough and that criminal penalties are necessary to deter copyright infringement.

The House of Representatives is expected to vote on a copyright infringement bill this week. If it passes, it will be sent to the Senate for consideration. A similar bill was passed by the Senate last year but was not taken up by the House.

Political Action

Celler has also been active in political action. He has been a strong supporter of the Democratic Party and has donated large sums of money to Democratic candidates. He has also served on several important committee assignments, including the House Ways and Means Committee and the House Administration Committee.

Celler has been a member of Congress since 1949 and has represented New York's 2nd congressional district since then. He is a graduate of the University of Pennsylvania and has a law degree from New York Law School.

In his speech at the copyright infringement bill hearing, Celler said, "The government has a responsibility to protect the rights of creators and to ensure that their works are not stolen and used without their consent. The Copyright Act of 1976 is a good start, but it needs to be strengthened to meet the challenges of the digital age."

The Copyright Act of 1976 was passed in response to the rapid growth of copyright infringement due to the widespread use of digital technologies. The act provided for civil penalties for copyright infringement, including fines and court orders.

However, Celler argues that civil penalties are not enough and that criminal penalties are necessary to deter copyright infringement. He has said that the Copyright Act of 1976 should be strengthened to provide for criminal penalties for copyright infringement.

The Copyright Act of 1976 is due to expire in 2023. Celler has argued that it should be extended and strengthened to meet the challenges of the digital age.

In conclusion, Rep. Celler is a strong advocate of copyright protection and has been a leader in the fight to protect the rights of creators. He has introduced several bills designed to strengthen the Copyright Act and has been a vocal supporter of copyright protection.

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Music Events 1961 Calendar

Now in Mails

WASHINGTON—The Summer Music Calendar of the United States, listing times and places for every kind of music, is now available from the Big Sing Day in Kentucky to the Sixth Annual Alaska Festival of Music in Anchorage, is now available. The Calendar of over 3,000 music making places in over 400 U. S. cities, June through September, 1961, is the product of the President's Music Committee, Celler Rules, Bally, Cottrell Pinball Machines, Bowlers, Shuffles.

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Believe in the power of music and the value of supporting local musicians and venues. Your contribution can help keep the music scene vibrant and strong.
New Minnesota Legislation Creates Problems for Operators of Cig Units

ST. PAUL—Two new measures enacted during the session of the Minnesota Legislature are creating problems for cigarette machine operators in the state. One law raises the state tax on cigarettes from 7 cents per pack effective July 1.

The other law requires wholesalers to mark up their selling price 4 cents per case due to their cost of acquisition, and retailers to mark up their selling prices 8 cents per case over what they pay wholesalers.

The latter law, a state full price act, became effective when it was passed last month, but has not been enforced so far. For the control of prices, there was no action out of the Minnesota Department of Business Development by the Legislature.

Currently, most ops are charging 30 cents, and many are also selling regular cigarettes from the machine. Many dealers have started to raise their price to 35 cents because it is the prevailing price for vendors. This will create a considerable difference between the price of cigarettes sold over the counter and by machines. Regular cigarettes generally are selling at co-price drugstores and supermarkets for a minimum of 24 cents a package and big king and filter cigarettes for 25 cents, according to Robert Armstrong, manager of E. B. Crabtree, tobacco wholesaler. These prices will go up to a minimum of 25 cents for regular size 26 cents for king size and 27 cents for filters as a result of the fair trade law, Armstrong said.

James W. Clark, Minnesota commissioner of business development, said enforcement of the law in the 300,000 outlet 200 wholesale outlets affected is an "impossible task." An attorney is assigned to his staff to carry out the clause of the general's office. Funds for employing an attorney are provided by the Minnesota Legislature.

Operators also pointed out that they cannot give their locations less commission (or stipend) than they currently are giving them, but are making an increased price per package move.
Bulgarian's Will Swap Garlic For Phonos

VIENNA — A joke box distributor here reports a potentially lively market in Communist Bulgaria — of the garlic variety.

The Bulgarians, dyed-in-the-Red Communists that they are, nonetheless have a brewing after the capitalist dollar. Bulgaria is striving to keep the Western tourist trade to its box and, besides, and with this in mind agreed to purchase a dozen reconditioned joke boxes from a distributor.

And what the trade here agreed was a fancy price on the joke boxes, keen to demonstrate that a capitalist can out-smart a Communist in the capitalist co-existence which Nikita Khrushchev talks so much about.

When the Reds received the shipment and bill, they accepted without protest. But they advised the Viennese distributor that since they were short on foreign exchange, could they pay in garlic?

The distributors took soundings on the local garlic market and received favorable response. At the prices garlic was just coming in at the time, the Bulgarian's harem trade with other Western States, it was even suggested that the joke box distributor might make a killing in the market which he shared with his payment for the joke boxes.

But when he received the garlic he discovered that the Bulgarians had hoarded it and overcharged him. Moreover, in the in-between time, the price of garlic had dropped out of the local garlic market. After last effort, he was able to dispose of the garlic at the break-even point, but the joke box distributor lost money on garlic, which will be a dollar for joke boxes.

Memphis Burglaries On Climb Once Again

MEMPHIS — Coin machine burglaries, which were reduced 50 percent in just six months, now have a special police coin machine squad to work on them, are back up to nearly 77 percent of what they were a year ago when they reached their peak.

This was disclosed last week by Dierd Canaa, chairman of the industry's anti-burglary committee. Canaa, owner of Canale Tobacco Company and Canale Amusement Company, told the committee that the tax evasion charge of eight million dollars, increased taxes locally, unemployment, and other economic factors, not.

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Kenney D-100 Barbell. 75
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Ade Bell Clear Play Ball. 75
Ade Bell Galloping Donkey. 75
Ade Bell Circus Wagons. 75

ARCADE

Daily Stump Workout. $495
Muns. DeVoss Polar Hat. 145
Daily Joll Shuffle Bowler. 8550
Daily Trophy Bowler. 1,185
Daily ARC Bowling Lanes. 1,125
Kenney True Score Bowler. 145

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Hottest Singles Artists of 1961’s First Half: Elvis, Connie, Fats, Lee, Wilson, Anka, Drifters

Two-Way Radio Set-Up Won’t Always Help Op

PHOENIX, Ariz. — In many instances, a two-way radio system may prove to be an expensive luxury in phonographs and game room operation, according to Bill Bryant, head of the big Arizona Stereophonic Music Systems here.

One of the largest operations in the Southwest, Arizona Stereophonic Music Systems backed into the use of radio on its service trucks when buying a vehicle already radio-equipped. Because the high-frequency system was already there, another was added, and a transmitter set up in the mid-town Phoenix office.

At the same time, a good-sized telephone directory display ad was contracted, which, of course, featured the radio equipment heavily.

Experience showed several disadvantages, however, almost from the start, according to Bryant. First, the radios installed in the trucks proved to be somewhat what delicate for the stop-and-go schedule which the trucks regularly followed, to the point that there was almost continuous repair expense. Tubes, condensers and entire strips went out without warning, to the point that Bryant's three route collectors were using the telephone almost as much as ever. Likewise, since the usual service man or collector actually spends more time at locations than he does in the trucks, they were often located by telephoning the spots, either through a time-schedule or a process of elimination—rather than being contacted "on the roll."

It was long before Bryant decided that his radio equipment

(Continued on page 81)
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MORE play appeal
MORE earning power

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100% SKILL WINS WELCOME IN EVERY TYPE LOCATION FROM TAVERN TO KIDDIE-LAND

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See your distributor...or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS
Austrian Distrib
• Continued from page 49

Two-Way Radio
• Continued from page 59

Big-name joke box explained. "The Austrian location requires a joke box as necessary operating capital investment—as a piece of equipment like his espresso machine and bar stools.

"Therefore, he is not primarily concerned with a profit from the machine. He counts the machine as a business asset and calculates its profit as part of the general profits from his business.

"We think this a businesslike and healthy approach, much more so than keeping tabs only on the coin box in each machine and rating the machine concerned in terms of its take.

"It is far easier, too, we find, to sell equipment to locations taking the capital-investment business approach in joke boxes than to operators rating each machine in terms of its take."

Distributors also concede that location ownership increases their overhead, as it is necessary for the Vienna-based general Austrian distributor to maintain an Austrian-wide sales and service network. This is essential because the distributor is dealing with locations on a joke box-to-box basis instead of with a small number of operators with a large number of boxes.

"But the pattern of ownership by locations is here to stay in Austria, one of the country's largest distributors summarized. "There is no chance for the operator here—this is a location-ownership country, and it'll remain that way."

E. R. Ramajac Talks
• Continued from page 49

of concern, especially since the drop in city locations is expected to continue to some degree.

Also on the agenda at the Thursday operator meeting was discussion on a proposed golf outing to be held this summer.

Williams Deal
• Continued from page 59

amortization of excess cost over underlying book value of subsidiaries acquired, including sinking fund and dividend requirements on preferred stock of subsidiary and debt discount. Net sale and other income for the year amounted to $50,103,853.

The report says the financial statement does not include any financial information of Williams for forums in Miami were better attended than most previous forums.

Conclusion was, however, that while it was good to go to Miami at least once, it would be good to be back in Chicago. The old location sales problem was also brought up, but operators in general reported that the trouble had died down. Most reported they were following through contacting their locations and making an aggressive sales service job to combat the problem with good results.

The next meeting of the Nebraska group will be held in Columbus in September.

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