Soundtrack & Score to RCA

NEW YORK — RCA Victor, which recentlyoland the original east rights to the Broadway musical "Let It Ride" (BMI, July 3), has launched another musical and a soundtrack. Originally a part of "Mill and "Milk and Honey," starring Robert Goulet, Minnelli and Molly Picon, is a soundtrack, being released in New Haven, August 28, and is scheduled for a nationwide opening October 10 at the Majestic in New York City. Harry E. Appell, with music and lyrics by Jerry Herman, Arrangements to record the show were set by the musical's producer, Gerald Gershenson, Joe Lachert. RCA Victor, director of musicals and films, and (Continued on page 14)

33 PLAYER TO SPUR JUBE BOX

NEW YORK — The introduction of an inexpensive home Jube player by RCA, only a few weeks before other companies introduce their own models, will be an asset to the Jube industry. The model, the 33 player, is a combination record player and Jube box. The introduction of the 33 player will not only increase the number of Jube boxes sold, but will also create a new market in the Jube industry. The 33 player is designed to provide a simple, yet reliable and efficient Jube system. It features a self-contained Jube player, which includes a turntable, a speaker, and a power supply. The Jube player can be placed on any flat surface, making it easy to use in any room of the house. The Jube system is designed to provide clear and accurate sound quality, making it suitable for both music enjoyment and Jube listening. The 33 player is an ideal choice for anyone looking to add a versatile and affordable Jube system to their home.
**Radio and Phonograph Makers up Promos With Stations**

**Giveaways, Contests, Write-In, Balloting, Hide-A-Seek, All Part of Summer Scene**

**By JUNE BUNDY**

NEW YORK—Manufacturers have been busy this summer promoting more and more closely on joint promotions with radio stations this summer. Stations participating in these promotions and giveaways this month included Radio Scope, WQXR, N.Y., WNYC, Bubon, and WCTI, Raleigh, N.C., among others.

Radio and phonograph giveaways played a key role in WQXR's 25th anniversary contest, which was concluded last Thursday (6) with the announcement of a $1,000 prize to be awarded in addition to the 1,000 $1 prizes. To enter the contest, WQXR awarded a Frisco de luxe radio-phonograph, valued at $7,100; three $1,000 stereo radios; a flock of fine phonographs and hi-fi equipment manufactured by Zenith and Fisher.

These included four AM-FM stereo receivers and speakers valued at $345: ten large stereo speakers; nine AM-FM table models valued at $100; stereo furniture and five phonographs with removable remote speaker system. Also awarded as WQXR's entry into the station's ticket giveaway contest to the New York Philharmonic's opening of its season 25th anniversary Opus free albums to 250 listeners.

Write for Prizes

The WQXR contest, which grows in size each year, will continue at least "Why I Enjoy Listening to WQXR", pulled more than 30,000 entries. The winner of the contest for the last three years, is also maintaining the prize of $10,000. The publishing company oxygen was named New WQA, for a total of $12,000.

Kaufman, director of the Radio and Phonograph Makers, said the contest has grown in years, immigrant Americans included in America's first wave were in Brazil, the Argentina, in 1961.

**Liberty's Trade-mark Set on Latin American Scene**

Liberty has taken its first step toward establishing its new Latin American branch, and has made its first major move toward that goal by con- ligating dealers in Latin America to the Latin American branch.

Liberty's new branch will be managed by Armando de la Olaya, who has been with the company for more than 20 years and is known throughout Latin America for his work in sales and marketing.

Liberty will enjoy its own label identity in Latin America, and will be represented by local distributors in each country. The company will also have a marketing office in each country, which will be responsible for the local marketing and sales efforts.

Liberty's new Latin American branch will be headquartered in Mexico City, with offices in Buenos Aires, Rio de Janeiro, and Sao Paulo. The company will also have representatives in other major Latin American cities, including Santiago, Lima, and Caracas.
FTC Hits WMGM Buy, WINS Payola

WASHINGTON — Crowell-Collier was surprised by the smart move of New York’s WMGM because of all the ads it ran on the station and the fact that it had Los Angeles outlet, and New York station for the same mid-week last week for payola activities. The Federal Communications Commission (FCC) censured both transgressions in individual letters notifying them of the need for a hearing before they could get its renewal, and CC could correspond.

Crowell-Collier was told that complaints on its operation of KDWR, Los Angeles, was based on ex-post payola operation that existed before after midnight, scaring listeners and had an "amateur alarm" and an "outer space" message plus "vulgar and suggestive" material of which the FCC has taped available. The agency dismissed the data as a public service announcement that the 3-ball program, as a program, and "promotional gimmicks." FCC Chairman Newton Minow broke a tie vote to demand the hearings, although it is not clear he will enter the case because his former law colleague, FCC Commissioner Keene, will. The众威尔-Collier said.

WIN-A-MAN, and its one-time engineering chief, Michael Mead, and record director, Mel Leed, and record director, Mel Leed, and record director, Mel Leed, has been bashed of particular call on its alleged activities. The FCC charged included: Acceptance of substantial gifts of goods from record labels, bidding on records and selling for personal gain of personal gain of record labels, attempting to solicit ads from competing record labels through intermediary Mel Leed. On the Alan Freed programs, Vealay Up Schwotz to Nat. Sales Mgr.

Chicago — (Main) (Ed) Schwartz, Eastern regional sales director for Vealay Records for the past nine years. Schwartz is now assigned to national sales manager by the firm. Schwartz was Vealay’s first regional sales rep, coming to Vealay after the death of Frank Loewy, and Leno then work in the Philadelphia area.

AM-PAR PICKS SALES WINNERS
MIAMI BEACH, Fla.—Winners of ABC-Panasonic’s new "Spotlight" contest, held last week in the Democratic National Convention, in Chicago, announced that 192 distributors were announced for AM-PAR’s distributor contest last month June 5-7. In all, 192 automobiles were given away at the distributor contest. Two car each were won by Diamond Record Distributors, Los Angeles, Ed Feinstein, Music Distributors, San Francisco, Gold Record Distributors, New York, Music Distributors, and General Distributors, New York. With a tie for fourth place, General Distributors, New York, and General Distributors, New York, and General Distributors, New York. (Continued on page 12)

APOLLO MEET SHAPING AS TRADE SUMMIT STARTER

SORD MEET SHAPING AS TRADE SUMMIT STARTER

NEW YORK — Enoch Light who pioneered his Command label into the Isolated "sound" firm in the late 1950’s, has released an LP released so far over the past two years. The LP, "The Venturesome Step with his fall reissues. According to Light, his six-weeks' tour of 1964, which was included in the "Isolated" reissue, all recorded on 35 mm reel, was displayed on the same album as the cover of the disco Light industry as the Command "Isolated"

Light Stresses Disk Over Deal

NEW YORK — Product is still more important to distributors than sales now that the sale of distribution, according to Enoch Light, chief of ABC-Panasonic’s subsidiary Pro- Flix, success in developing a deal with Command and Grand Award. This is what that his distributors told him, said the executive, at the label’s recent sales meet in Florida.

The occasion was the introduction of Command’s new stereo format. The stereo format (see separate story) and the debut of Light’s new classical line, Com-

LATE TOP SPOTS

THE GUNS OF NAVARRE
Sound Track. Columbia CS 8455 (Stereo and Monaural). A delirious number of action film is highly touted, of course. Beyond this there’s a score by the well-known Dimitri Tiomkin which is enough to spell piece. As in itself. Add to this, the inclusion of the Match Miller singing-chorus version of the main theme that should sell solid action.

SPANISH HAMMERS

Ben E King. Atco 133. The young man has a string of hit’s to his credit, both with the Drifters and more recently as a solo act. Here he is accompanied with the fine help of Labor and Stoller on production and Stan Applebaum on arrange- ment. The album is divided into two parts, with the first half of the familiar and Latin tunes. The title tune is teamed with "Granma," "Sweet and Geania," "Amor," "Suva," etc.

BOBBY DUKES

Also 134—Bobby is at his swinging best in this fine new set. Torre Zito was the arranger-conductor and a top seasonal outfit was brought in and the music is bright and by the point. His is a tender ballad with a twang, will make for strong display power.

LET THE FOUR WINDS BLOW (Commodore, BMI)

Crash and burn is the best way to describe the effort that the Commodore had with this album. The songs include "Long Ago, Far Away," "I Did a Little" and "Nights in the West," a few of other goofs. Plenty of singing effort here but it is all too much and the album is about a waltz, will make for strong display power.

Bobby Darin

Darin continues his happy way on both of these very satisfying sides. Topper is a swinging up tempo effort that turns very hard and the last side is a tender ballad with a twang, will make for strong display power.

FTC: WINS Payola, RGGM Buy

LATE TOP SPOTS

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American Jazz Bridge To Iron Curtain Folks

by GEORGE AVAKIAN

Editor's Note: In this article George Avakian recalls how a record company executive, he himself, has been able to bring jazz a record of great accomplishment to the East East and to the Soviet Union.

Jazz is America's greatest export.

"I don't know what I said, but it's been a hit," says the Back Bay's awhisper of this has finally penetrated the East East to the United States.

A new kind of contemporary music has been developed in the Soviet Union, and in the opinion of some the best selling jazz packages that have hit the record shops in the United States are those that were formerly only available in the Soviet Union.

But why, the Russians do not try to base this music on new forms.

"It is a Negra style," says the Back Bay.

"It is the result of a long process of development back to Africa."

This process has led to it being called back to the United States, and it is clear that the audience is not the same as that which originally purchased it.

\"In my opinion, the loudness and intensity of the audience is what it is going on in the fear of appreciation for this music."

"The idea is to keep jazz on the radio, and to give it more exposure."

Writing in The Evanston Press, Edwin Fitch said the group "likely will be remembered long after the rest of the Jazz Festival is forgotten."

"For her sheer beauty, grace and modulation, her union with the audience, the value of the price and the three-day music binge."

Philippine Mrs. Hit Disk Piracy

by LUIS MA. TRINIDAD

MANILA — The Record Industry of the Philippines (RIAP), which represents many of the biggest labels, is wagging a fight against piracy, including the recording of master discs and the piracy of master discs and the piracy of master discs.

"RIAP is also fighting the piracy of music and the theft of record photographers."

"If the RIAP, through counsel, Enrique Sygual, requested the aid of the government authorities in the campaign against piracy, the practice is a violation of the Philippine Fair Trade and Industrial Revenue Laws."

President Gil J. Puyat, concurred and admitted that he was aware that the Executive-Active Tax Commission, after taking cognizance of the RIAP’s firm stand against piracy, recently requested the Department of Finance to patriotically enact the duty of all illegal records of local made records and affidavits of import of records.

Puyat said the commission, in its resolution, also asked the finance department to detail some of the taxes and the areas of operations.

\"It is the easiest and pleasantest way of meeting the needs of our people of the world."

Venetian Records Sets Guaranteed Singles-LPs’ Exchange Policy

NEW YORK — Venetian Records has set a policy for both single records and LPs. The new policy is effective for all single records and LPs released on or after January 1.

"We have decided to establish a new incentive," said Venetian Records President H. I. Shreiber, "as well as the labels."

The new single plan is a guaranteed exchange policy of 100 per cent exchange for all albums equal to the dealer’s original price for every single and every LP. Shreiber, who is a native of Philadelphia and has been in the business for some years, said, "We are not trying to make a profit on the exchange, but we are trying to give the dealer a fair deal."

The new distributor for King Records in the Minnesota area is the D. O. Distributing Company, and SAO (South America, Oceania, and South Dakota and Wisconsin). For the latter the local branch or local distributor was King Records.

RCA’s Sorais Travels To Europe on Survey

NEW YORK — Dario Sorais, RCO Victor division vice-president in charge of international operations, will take a survey trip for eight weeks overseas trip. He will survey the RCA Victor interests in England and the Continent. On the tour are London, Paris, Rome, Hamburg and Geneva.

Sorais will coordinate and develop methods of international operation. In Berlin, he will attend a meeting of the Continental branch. The meeting is set for the end of August, during the time of the Berlin Fair.

Sorais will be accompanied by Mrs. Sorais, who will be in charge of the homework on upcoming Sorais albums. These are all in preparation for the release of the new album.
TERESA BREWER

has another
BIG HIT!!

LITTLE MISS BELONG TO NO ONE

C/w

SEA SHELL

Coral 62278

Orchestra and chorus directed by Dick Jacobs

CORAL RECORDS
HITS ON THE BILLBOARD'S CHARTS!

BOSTON — Station W40 here, which switched to a "record music" format last February, is now publishing a book on the station's "biggest hits." Called "The Golden Sound Presents An Album Buyers' Guide," the LP list is made available free of charge to dealers in giveaways to customers. The sheet spotlights the top 20 best selling albums in Bos- ton (including teen - related packages), five new releases, and a review of a "bronto release" by program co-ordinator Len Lawrence.

UA ARRANGES BRAZIL AFFILIATES

NEW YORK — United Artists has completed affiliation arrangements with Gravacoes Musicdias, Ltd., Rio de Janeiro for Brazil, and extended the area handled by Deutsche Grammophon, Germany, to include the Andean Republic and the Scandinavian countries. The Deutsche Grammophon pacts are effective immediately and — with options — will run through August 1964. The Gravacoes Musicdias contract becomes effective August 1, 1964, and covers a two-year period.

Sidney Shemel, UA's director of foreign operations, said he has noted increases in orders from foreign countries each successive month during the first six months of 1963. For example, added Shemel, UA received orders for 1,012 albums from 12 of its foreign affiliates last month, in addition to its normal coverage of other UA affiliates. Shemel also reported an increased demand for stereo product in all foreign markets, particularly on the Ultrav Ario series. Shemel attributes UA's stepped-up foreign business to its increased international coverage and its recent decision to insist that all UA releases marketed abroad carry a UA logo on their labels.

BIG BANKROLL BACKS CLAUDE KING PROMO

NEW YORK — A big bankroll supplied by music manager Tillman Franks is being put behind the promotion of the Capitol Records release of Claude King on the Columbia label, King, an old friend of the late Johnny Horton, who was also managed by Franks, has a woodworking and the music manager Tillman Franks is being put behind the promotion of the Capitol Records release of Claude King on the Columbia label, King, an old friend of the late Johnny Horton, who was also managed by Franks, has a woodworking background. He recorded "Big River, Big Man." The tune is the title song of a forthcoming film, and the screenplay is based on a recent novel.

Columbia is running a special contest in 12 major markets to guess which member of the band produced the percussive sound at the beginning of the recording with the clincher being a transmission of a radio. And Franks himself is sending out 500 copies of the book. The winner of the screening will be a copy of the record. The screening will be a copy of the record.

Sound Education Sets New Bible Story LP's

NEW YORK—A new series of Bible stories arranged as LP records is being issued by the Library of Congress in the 1964-65 catalog being issued here. The first eight LP's, all packages in de luxe boxes, are shipping this week. The eight LP's contain 16 Bible stories, all fully dramatized and acted by a large cast. Stories include "Noah and the Ark," "Joseph and His Brothers," "Prophets," etc. Many of the scripts are composed of well-known Holly- wood and established by a full symphony or- chestra. The LP's list at $3.98 each.

MUSIC AS WRITTEN

New York

Our old friend Dave Usher staged the "Jazz in Suburbia" festival in Philadelphia, New York, this week, to great public response, according to the local papers. Usher has made tapes of both last year's and this year's "Jazz in Suburbia" events and has set aside a few waltzing in the "When You're Smiling" section of the Third Annual Festival of Gospel Music will be staged at Mason Square Garden in New York. The "Jazz in Suburbia" will be the star, and many of the country's top gospel groups will be featured. Joe Brown's new star attraction will salute Rev. Martin Luther King, "Joe Mag. and Emile Gage of East-West Promotions, Inc., have set a national tour for "Jazz in Suburbia." The tour, starting February 19 in New England, the Midwest, the West Coast and Canada is being booked by GAC, Magid has just signed Earl Grant and Lenney Kent to managerial pacts.

Calvin Carter is the new vice-president of Vee Jay Records. He started his career as a "jazz-in-suburbia" promoter and later as a "jazz-in-suburbia" promoter, and later as a "jazz-in-suburbia" promoter, and later as a "jazz-in-suburbia" promoter.

Pittsburgh

Rogers Kirsher, head of Capitol Records branch in Cincinnati, replaced Nick Allerman here while Allerman took over the New York office. Rogers Kirsher, "Fanny" has helped sales of the Warner Bros. LP from the film, according to distributor Ben Herman, and Capitol Records feels it is well worth the small extra money spent in promoting the film, as it is putting the film in the new record distribution program. New Towne Studios in the Afternoon and the new record distribution program.

"The Nays" recorded "Magic Moon" ("Claus De Iones") on the XYL label.

Chicago

Herb Rogers Production has booked a party tour for Tommy Sands and his wife, Nancy Sinatra, at the Italian Village Monday (3). The songsters open Tuesday (1) in "Remember the Seine" at the Roxy Club. The rest of the 10-week tour will be in the Chicago, Detroit, and New York areas. Rogers is also booking a tour for Merle Haggard and the Strangers, and a tour for "The Nays" later this year for a tour that will include a stop in Chicago.

Radio Stations Lister's "HUB'S HOT LP'S"

ILLINOIS

"NO, NO, NO"
The Chanters

DE LUXE 6191

MY TRUE STORY...
The Jive Five

BURLINGTON 1002

"WISHIN' ON A RAINBOW"
Phili Wilson
HURON #2100

"NOW YOU KNOW""TAKE MY LOVE"
Little Willie John
KING 5156

"BABY, YOU'RE RIGHT"
James Brown
KING 5124

"I'LL NEVER LET YOU GO"
James Brown
KING 5124

MIDWEST

WASHINGTON 7, D.C.

"SOUND EDUCATION SETS NEW BIBLE STORY LP'S"

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Recalls

KING RECORDS
1540 Beverley
Cheektowana 7, Ohio

(Continued on page 35)
BIG DISCOUNTS
ON ERNIE FORD AND
ROGER WAGNER ALBUMS

ERNIE FORD DISCOUNT And a sen-
tational deal it is! Check these great new albums by
Tennessee Ernie Ford... "Civil War Songs of the North"
...and "Civil War Songs of the South." These new hot
ones have more than the always-big sales appeal of
Ernie's albums. With the tremendous interest in the
Civil War created by the Centennial, these two will
be blockbusters at the cash register. But here's the
big news!

For every new "Civil War" mono album you buy, you can
get any other Ernie Ford mono catalog album at HALF-
PRICE! (And this includes all T and TAO series albums!)

The same terrific discount applies on purchase of stereo
albums, too!

ROGER WAGNER DISCOUNT
Roger Wagner's wonderful new release... "Vive La
France" shapes up to be his biggest selling album of all!
And identical discount terms apply to this release...
just like the Tennessee Ernie Ford albums. For each
"Vive La France" album you buy, you can get any other
Roger Wagner catalog album at HALF-PRICE! One Mono
Wagner catalog album at half-price for each mono "Vive
La France" purchased at regular price. And the same
deal on stereo.

CIVIL WAR SONGS
OF THE NORTH

Tennessee
ERNIE
FORD

(3) T-1539

CIVIL WAR SONGS
OF THE SOUTH

Tennessee
ERNIE
FORD

(3) T-1540

The Roger Wagner Chorale
Vive la France!

(3) P-0554

These great albums launch Capitol's new weekly album release program

YOUR REGULAR TRADE DISCOUNTS STILL APPLY! THIS SPECIAL DISCOUNT PROGRAM
ENDS AUGUST 4th... SO DON'T DELAY. CALL YOUR CRDC REPRESENTATIVE... NOW!

© CAPITOL RECORDS, INC.
GERMAN FED. GROUP ASKS PROBE OF PERFORMING RIGHTS SOCIETY

Adenauer Deputies Enter Formal Request to Investigate GEMA Collection Procedures and Administrative Costs

By OMER ANDERSON

BONN—Sixteen deputies from Chancellor Konrad Adenauer's Christian Democratic Party are asking a stern-to-stern investigation of GEMA, the German performing rights organization, by West Germany's Parliament.

The deputies have entered a formal request for a parliamentary probe, which now, according to Bundestag procedure, becomes virtually mandatory.

The 16 members of Parliament have addressed a "question"—Anfrage—to Parliament on the GEMA. Their move obligates Parliament to delve into the following aspects of GEMA:

1. The measure of State control and supervision over GEMA; (2) the government auditing and control of GEMA's finances; (3) the amount of GEMA's net income and its administrative costs; (4) methods employed to determine gross receipts and actual royalty disbursements to composers, and (5) the scope of GEMA's activity and restrictions placed upon it.

Ask Action

The 16 deputies declared that the government no longer can avoid a searching "look" at GEMA. Their action follows scattered demands in Parliament for a thorough probe of the performing rights organization.

The motion submitted by Adenauer's 16 deputies declared:

"The central point for us is the monopoly position of GEMA, and how it has been possible for this position to be achieved. The federal government must bear responsibility for this development, and we here-with demand that it state its position."

It is expected that the opposition Social Democrats will endorse the probe with the idea of making it a bipartisan effort.

The 16 deputies took the position that while there is unanimity as to the necessity for protecting the legitimate rights of composers, GEMA has far exceeded its proper function.

It has become clear that several deputies termed "an artistic state within a state—a law unto itself."

GEMA's ASCAP organization is accused of flouting the will of Parliament and acting with dictatorial disregard of the public interest. These complaints were spelled out in detail by two deputies, Herrmann Ehren and Richard Muckermann.

Ehren assailed, in particular, GEMA's tactics in negotiating contracts. These contracts, he charged, "were 'blackjack' affairs which reduced the composers to virtual captives of GEMA."

Ehren continued, "Duly to-day, the composers and authors must be guaranteed their rightful royalties. It is certainly not our intention to deprive them of their rights in this respect."

"But, with this said, we must state that we are in no way in agreement with the methods and the means employed by GEMA to achieve their ends."

"It is imperitive in the general interest that the monopoly position of GEMA be investigated thoroughly and that the proper corrective action be taken."

Ehren then touched on the hostile complaint of West German journalist box operators. Eliciting the operators, the member of Parliament assailed GEMA for jacking up its performing rights fees to levels which in many cases are beyond the economic capacity of the organizations to bear."

The deputy gave as an example a rally of the Association of Refugees from Upper Silisia (the former German territory now occupied by Poland).

It developed that GEMA held rights to certain Heimatsil鲁能 songs—scheduled for the rally, GEMA, without regard to the fact that the rally was a non-profit refugee affair, demanded $400 for performance of the music at the single rally.

The Silsian refugees protested and threatened to ask a government probe, whereupon GEMA backed down and settled for $125. Ehren said while GEMA might back down when confronted by large organizations, it was ruthless with small organizations.

Muckermann said he is mainly interested in how much money collected by GEMA goes to the composers, and how much a taken by the administrative costs for GEMA.

Muckermann said he suspected that GEMA may be squandering (Continued on page 8).

FOLK TALENT & TUNES

By BILL BACCHUS

A "Grand Ole Opry" unit, headlined by George Morgan and including Mother Maybelle, Stringbean, Annie Lou and Danny, Bud Wilson, Helen Carter and Ken Marvin, holds forth at the Amory, Havre, Mont., August 5 and 6.

Johnny Oates, director of country music and farm programming at KOIN, Portland, will appear as guest on the show.

CCKT, all-country music station at Austin, Tex., scored with its first promotion of an exclusive country music show at the new air-conditioned Austin Municipal Auditorium June 26. The show, headlined by Slim Whitman, Roy Rogers and Gene James (Mercury), Charley Walker (Columbia) and the station's own (Clyde Barefoot) Comer and Rusty Carlbak, pulled a full house, proving again the possibility of popularity of country music in that market.

Shirley Collins, wife of Bill Collins, c&w, deejay at KFXX, Long Beach, Calif., was in Nashville recently to wax country songs for Liberty Records. . . . Burton W. Le- Master, president of United South Artists, Inc., Hot Springs, Ark., announces the signing of a wax pact with Memphis country jockey, Eddie Bond. The latter's initial USA outing consists of "Second Chance," placed by Webb Pierce, and "This Ole Heart of Mine." Bond, former Coral artist, recently placed sixth in an annual country artist-popularity poll conducted in Memphis in competition with such c&w stalwarts as Ferlin Huskey, Faron Young, Ray Price, Eddy Arnold, Webb Pierce and Hank Williams.

Bill Blough, c&w deejay at WKWD, Airdrie, Ill., has inaugurated a new live jamboree-type show on the station, aired each Wednesday night, 7-30-8-30, from the stage of the Plaza Theater, Plain, Ill. Guest for the first show was Delphi Hewitt, of the WGN "Barn Dance," who brought with him "Tay Murphy and the Johnson Sisters. Last week's guests were Darlene Adams, of WRMD, Elgin, Ill., and the Country Rhythm Boys. Blough continues to do six and a half hours of country music week on WKWD, while doubling as personality in the area. He is anxious to hear from c&w talent working the territory.


... Reno and Smiley are routed for the remainder of July as follows: Cavalier Theater, Waynesboro, Va., July 13; Fire Carrival, Harrold, Md., 14; Rollerdome, Verona, Va., 15; Socom Park, Sonoma, W. Va., 16; WSVA-TV, Harrisonburg, Va., 19; Fire Carrival, Manchester, Md., 20; Fire Carrival, Aldie, Va., 21; Regent Theater, Cleveland, 22; Fairground, I ralington, Ind., 23; WSVA-TV, Harrisonburg, Va., 26; El-Hi Club, Baltimore, 27-28, and Rollerdome, Verona, Pa., 29.
Queen Looking for Local Hit Masters

NEW YORK — Syd Nathan, head of King Records, is giving all of the members of the King family, distributors and their salesmen, a chance to be a.A.R.M. men and make some money to boot. And Nathan is revising the firm's old Queen label to do it. Nathan is offering King and distributor personnel an odds on all "hot" masters that they garner for the Queen label. The odds will come to one-half cent on every record sold.

General procedure works as follows: lowest bid King distributor or salesman hears of a territorial hit that is selling, they are to send the disk to Nathan at the firm's Cincinnati headquarters, with the name of the person who owns the master. If King is able to conclude a deal to take over the master, the disk will then be issued on Queen, with the original label name prominently displayed. All records sold of the disk after takeover will mean one-half cent a record royalty to the King or distributor personnel who sent in the disk.

All the Flavor of a HiFi!!!

DOES YOUR CHEWING GUM LOSE ITS FLAVOR
(As the Husbands Overnight)

by LONNIE DOGENAK and his Stringe Group

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

GIVE TO DIAMOND RUNNY MEON CANCER FUND

There're Still a Few Laughs Left

By REN GREVATT

NEW YORK — Bugged with distributors who don't pay bills, dealers who don't pay bills, the summer slump, the program manager's worries that those record selections over your left shoulder? Are you troubled with rack jockeys and one-stops quietly gobbling up your business? Is that your trouble, cotton? Despite the omnipresence of such headaches as these, the record business, fortunately still has a few laughs left, as anybody who will examine a single record label will easily find out.

Put another way, it's not necessarily what's in the groove that's laugh-provoking, although there are still chuckles aplenty to be gotten from the crazy assortment of "bump bumps", "rana lamas" "Sho wah, sho wah, sho wah," currently on disks. Rather, it's the titles of vocal groups and the production credits on some of the recent crop of records that make some of the biggest yocks.

At the height of the rock and roll era the group names, of course, went through a number of cycles. Typical of the so-called bird cycle were such names as the Penguins and the Flamingos. On the other hand, the aura kick was characterized by the Jaguars, the Edsels and the Cadillacs, among others.

Now, however, there is a sort of reincarnation in full swing of the group names of the great majority of which featured vocal groups. Hence there is also today a growing emphasis again on groups, with a generous helping of instrumentals.

Perhaps one of the mostly widely used suffixes to group names, then and now, is simply the word "ones." Latest of these are the Truetones, and the Timetones, a creation of Irving (Swingin' Slim) Rose, of Times Square Record Shop, who saw nothing but old rock group records. These newest groups were preceded by such companies as the Bosstones, the Jive, the Rocketeers, the Rockstars, the Temptations, the Youngsters, the Solitones and the Clefs, the latter recently revived to the point of making the charts.

The business has also gone through what might be called a heavenly period, with such groups as the Rainbeaus, the Miracles, the Angels, the Eternals and the Creation, as well as Rose and the Originals and the Rochells and the Candles. One observer this week allowed as how he was surprised that somebody hasn't yet come up with a Clara and her Buxa Combo.

Where all this will lead is anybody's guess. But the crazy name parade marches on unabated, with such latest entries as Mad Mike and the Minutemen, the Cavalcaymen, the Ducaues (possibly a Pittsburgh group who shorted up on the word Duquesne), the Concorde, the Beauty Hunters, the Classicals, the Show Stoppers, the Astro-Jets and Rose's Baby Dolls.

As far as record company credits go, it would appear that some folks let their definitions of grandeur away with them. Often the label copy on a brand new record from a brand new diskery in Oakland will read more or less like a corporate prospectus. Many producers, not satisfied with simply listing their names on a single, become pretentious and downright exasperating in the use of such credits as "Sons of International Productions Ltd., a division of X Productions Enterprises or something of the sort.

It is recalled that a few years back a diskery with one hit single record to its credit, suddenly found itself forth with a motion picture subsidiary, using the tag line "Motion Picture Producing Co., Ltd."

There is no indication that any footage was ever shot by this firm.

Electrola Revamps Its Pop Division; Gieser, Gietz Head Artists, Sales

COLOGNE, Germany — Electrola is reorganizing its pop music division. Roland Engler, announced the appointment of Heinz Gietz and Giancarlo Gieser to head this section. Gietz will take charge of artists and management while Gieser will concentrate on sales.

Electrola's reorganization involves a major shake-up in the West German music industry. It began with the departure of Electrola's Hans Bertram, a long-time producer in West Germany.

Bertram has formed a partnership with Kurt Felix to produce disks for Polydor. The partnership is the indirect result of the withdrawal from the music production firm of West Felix & Company of Gietz and Gieser. With Gietz and Gieser gone, Felix joined forces with Bertram.

A British record producer, Jochen Becker, who has recorded records that have sold in the United States, founded the Globus-Muzikona, KG, which will specialize in jazz box titles.

Electrola's new label manager, Wolf Bernhard, announced that the company is planning a new series of German rock groups.

Most recent, and actually a current example of this school would be Gabriel and the Angels, as distinguished from the earlier Angels group.

Leave With Laughs

Imagination seems to have run riot in recent weeks, and even though not all these groups of would-be hitmakers have actually made the grade, they have left a laugh or two by the wayside. Some of these would include Chesty and the Romans, Francis X and the Bushmen, R. B. Randolph and the Singers, Kathy Young and the Insutute.

#1!

BELTONE #1002

BOBBY LEWIS

BELTONE RECORDS

1650 Broadway

New York, N. Y.

Distributed Nationally by

KING RECORDS, INC.,

Recorded at
Beltone Studios,
New York, N. Y.

CT CHECK THE CHARTS ACTION IN ALL MAJOR MARKETS

TRUE STORY THE JIVE FIVE

BELTONE #1006

NEW TALENT NEEDED!

Can you sing — play an instrument?

Get a break in the industry.

Send your demo tape to:

P. O. Box 3169, Phoenix, Arizona

NU-TOP RECORDS, INC.

Artists and songwriters welcome

No charge for return of unused materials
Stations' Audience Promo Tied to Twin Cities Tempo

By JUNE BUNDY

WALK ON BIG BAND WAGON: Jack Ellsworth, program director of KQRS in Minneapolis, was among a new series featuring "the big bands of the 30's and 40's. The show, reports Ellsworth, features literally thousands of oldies, from the Don snee sisters, Gene Krupa, Glenn Miller, etc. We are also using some of the better stuff issued on LP. With the year's best hits our listeners are less likely to hear us. Consequently, a scant few of the really worthwhile numbers are released. The show is presented along with the records, we're including both recorded and live interviews with the leaders, vocalists and instrumentalists. For example, as part of this series we're featuring Frank Foster, a recording veteran for RCA Victor. Foster's recordings date from 1934 to 1954, years ago with the late Tommy Dorsey himself. Snrata, Dick Hayman, and other classic jazzmen. The series is titled "Dancing through the Decades.""

Charlie Monk, KWRG, Mobile, Ala., writes, "First I would like to edit Dick Price's gripes about wrong times on discs. Second, I think that the release date should be imprinted on the label. Also, it should note if it is a group or instrumental, and it should be labeled. On many recordings, single artists should accompany the disc, giving biographical information about the artist and information about the song on the label. The label should be imprinted on the jacket. To the brighter side of life—my show. Presently, "Big Band" is our theme and features a strong second set and100-name dominance. Not bad for a CBS affiliate fighting five major stations."

Bob Kidd, KUZN, West Monroe, La., writes, "Would like to congratulate Don Bland of WNSY, Va., for speaking up for the good old standards, the 40's and 50's. Discs. He should stick with the 45s and leave the compact 33's to the record retailers."

By L.B. WAMC, Camden, N.L., reports that the same stagehands he and Harvey Miller, WRGB, Philadelphia, earned a couple of weekends ago.

(Continued on page 13)

YESTERDAY'S HITS

POF-5 Years Ago

JULY 14, 1956

Fever, Little Willie John, King
Big Daddy, Little Richard, Capitol

POF-10 Years Ago

JULY 14, 1951

1. Too Young, Nat Cole, Capitol
2. I Can't Stop Loving You, Billie Holiday, Columbia
3. Foolin' Around, Peggy Lee, Capitol
4. I Could Have Danced All Night, Rex Evans, RCA Victor
5. In The Still Of The Night, Marian McPartland, Columbia
7. The Thrill Is Gone, Jimmie Rodgers, Columbia
8. Mean To Me, Benny Goodman, Columbia
9. Mama Told Me Not To Come, Sonny Stitt, Columbia
10. Softly, Debby, Dinah Shore, RCA Victor

RHYTHM & BLUES-5 Years Ago — JULY 7, 1956

Fever, Little Willie John, King
Big Daddy, Little Richard, Columbia

Johnny Brantley DUE D.J. SHOW

NEW YORK—Johnny Brantley, former disc jockey of WWRL, Atlanta, was doing the jock's happy New York period on WNSR here, has signed to do a radio deejay show himself. Brantley will handle the midnights-to-6:30 a.m. chores on WBNX here from the Palm Cafe with a return to the hometown station of town. The show, an every-night affair, will be on seven nights a week and will be devoted strictly to r&b records.

Eddie Hodges

Young Eddie Hodges, who appeared on Broadway a few years ago in the hit musical, "The Music Man," now successfully and Tuesday, March 3, 1953, the family moved to New York and young Hodges began his career in earnest. He made numerous TV appearances, including the Jackie Gleason show, he soon became associated with the "Name That Tune" show and it was while appearing there that he was discovered by the producers of "The Music Man." Following his successful run in "The Music Man," Hodges went on to play Frank Sinatra's son in the film, "A Hoist in the Head.

Teen-ager Hodges likes rock 'n roll, baseball, movies and "any kind" of television. He is booked through the William Morris Agency.
A Fabulous Album of Love Songs by America's Favorite Singer

ATCO 33-134

Available in stereo and monaural

BOBBY DARIN: LOVE SWINGS

Long Ago And Far Away ❤️ I Didn't Know What Time It Was
How About You ❤️ The More I See You ❤️ It Had To Be You
❤️ No Greater Love ❤️ In Love In Vain ❤️ Just Friends
Something To Remember You By ❤️ Skylark
❤️ Spring Is Here ❤️ I Guess I’ll Have To Change My Plan

Arranger-Conductor: Torrie Zito
Radio and Phonograph Merchandising

Radio and Phonograph Merchandising

Radio and Phonograph Merchandising

CORRECTION ON STEREO CHART

NEW YORK—Due to an inadvertent error, the Top LP Stereo Chart in this issue contains an incorrect listing of "South Pacific," original cast recording on Columbia, appears in position 49. This LP is not available stereo and this listing should have appeared under "Bible." Original Cast, Columbia KCS 40600, has no stereo appearance on this 50-position chart.

PHONOS LISTING UNDER $30

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<tr>
<th>Position</th>
<th>Title</th>
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<td>1</td>
<td>Decca</td>
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<td>8</td>
<td>Symphonics</td>
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<td>9</td>
<td>Others</td>
<td>22.5</td>
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NEW DEALER PRODUCTS

Representative of Console Line

The console pictured here is representative of the latest 1961 units in the Admiral stereo console line. The set is equipped with four-speed changer, four or six matched stereo speakers and swivel hinges with which the speakers can be moved, placed up to 12 feet from either side of the main cabinet. There are eight furniture design consoles in all.

Pilot Radio Corp. Due to Beam Stereo FM at Chi Trade Show

NEW YORK—Pilot Radio Corp. will move into the Music Merchants Trade Show next month in Chicago with its own stereo FM transmission, designed to demanstrate and explain stereo FM broadcasting to dealers.

Behind the dramatic move are several interesting theories regarding the new broadcasting medium. According to Luther M. Sandwick, pilot vice-president, "Several fundamental ideas are interwoven in stereo which are not yet present for the first time since stereo was introduced, in consequence of the recent FCC decision.

"First and foremost is the idea that the blank is for nothing but" buying motive," said Sandwick. "The public, still largely unaware of the increased listening pleasure stereo provides, now has the strongest possible reason to purchase FM on the same premise.

One-to-One

"Today, there and a half years after the announcement of the Western system of stereo recording, only one stereo record is sold in three monophonic disks. This, despite the fact that almost no monophonic phonics have been manufactured for over two years.

"The stereo record will fully come into its own when the public begins to hear this music regularly over stereo FM and wants to own it. In the meantime, it is to be hoped that the record makers will soon begin to人们 that the present heavy premiums the stereo record customer has to pay.

Sandwick also noted that the fact that although FM receivers have been less expensive than FM, FM has still never really gotten hold of itself, with programming practices of many FM stations. Pointing out that the FM stations have not treated the same material as their AM brethren.

"This widespread pattern of moderate listening seems to have stemmed back the growth of the market for FM receivers and associated audio equipment perhaps more effectively than any other factor.

Clock-Radio Has Memory Feature

The Zenith Wake-Awker has a memory limiting feature that allows the user to set radio and buzzer alarms for wake-up time. The new timer mechanism is built into the chassis, remaining silent with the resetting of alarm each night. The new item also has a "holiday" control which disregages the timer when a user desires late. Retail price is $39.95.

Keeping Tabs on Those Hot Disks

The Record Tree of Philadelphia is introducing packages of record index tabs to facilitate the storing and identification of the consumer's collection. The Record Tree Index is designed for self-service, impulse buying. It is already performed for pay calendars and includes full instructions. Enclosed in the package are 12 blank index sheets already gummed and labeled.

Portable Phono Stands Upright

One of the more novel features of the new General Electric phonographs is the phonograph line this deluxe version of the Trinitone series. The new unit consists of a Phonograph line that stands upright which permits the unit through the upright like a piece of modern big-time equipment. The two hinged speakers at either end of the carrying case swing out in use. This number sells for $139.85.

SLEEPTIME AND WAKEAWAKE

"A Walk in the Park," Colombia ASC 5709. One of the oldest Columbia phonics, which is now available in a white. The full-color picture of a young couple taking a walk in the park is displayed back of Henry Parker of Columbia Records Phonograph, from display window.
Montreal Disk Lending Library

- Continued from page 12

The Record Centre is on Crescent Street near St. Catherine Street. The store is designed so that you can see everything you want to buy. Browse bins are located throughout the store to allow you to actually see your choice recordings for home-playing. One advantage in renting from us is the large selection of foreign, Spanish and Italian recordings. There is a large variety of classical, folk, and modern recordings available.

Owners

The primary owners of the Record Centre are Sam Grant, who is also Canadian Distributor for Polygram Records, and Dick FIsh, world-renowned folk singer. Dick FIsh is the one you meet when you enter the store and choose your favorite recordings. He is the one responsible for introducing new artists to the record-buying public.

Customers

The Record Centre is very busy, and it is a great place to visit. Many people come in to buy recordings, but many others just stop by to talk to Sam and Dick. Sometimes we have special events where we feature new artists or promote records.

The Record Centre is a great place to visit, and I highly recommend it to anyone who is interested in music.
THIS ONE WILL MAKE HIM GREAT!

GENE PITNEY

"EVERY BREATH I TAKE"

FLIP SIDE
"MR. MOON, MR. CUPID AND I"

MUSICOR RECORD NUMBER 1011

MUSICOR RECORDS
1650 BROADWAY • NEW YORK 10, N.Y.
DISTRIBUTED BY UNITED ARTISTS RECORDS
729 SEVENTH AVE. • NEW YORK 19, N.Y.
‘Dancing on Sunday,’ New UA Album, Result of International Co-Operation

By DON WEDGE

New Music, New Musical Express

United Artists is releasing a film called ‘Sunday’ in the US; it is an unusual example of international co-operation. UA’s Art Talmadge, anxious to follow up on the success of ‘Sunday,’ wanted more ‘Greek’ music. Noel Rogers, head of UA’s London offices, and a publisher, flew to Athens, secured a batch of Greek music, and lined up the film, Michael Barclay and Peter Warne of Warne Enterprises, a British indie production unit, followed him out and expected the season. Ten local Greek musicians including three houseboat players, arranged and conducted by Dimitri (Melina) Platiacos, convinced were Pleonas, Marcos Hadjidakis’s hit film, ‘Dreamland of Desire.’—his first since ‘Never on Sunday,’ has been acquired by Eddie Kanner. Norman Nevels has written a lyric to the theme. Called ‘Adonis of Aegina,’ the song will be recorded in the US, and the music was allowed to be issued here next weekend.

Arithmetical: New Evidence

Arithmetical: New Evidence: Has the Nesting Rights for ‘La Marche des Anges,’ a current French hit, Territories: Northern Europe, Australia, Scandinavia, Germany and Britain. The single is based on the theme to another movie, ‘Adonis of Aegina.’ Used by BMI executive Harry Walters while on a visit to Rumble-Max Films.

Visit to Sweden

American composer-producer Tony Williams is on his honeymoon with his wife but has already begun serious discussions with Swedish pianist Clara A˚kerfeldt. . . . Shapiro’s new movie is being shot for talks with Cyril Siemaszko, head of the firm’s British office. One of the six countries.

New Records

The norwegian vocal quartet, the Menos Kenos, has had a concert tour and is now on a good spree. The group is still a tremendous success in neighboring markets. A new recording of ‘Sono Sono’ in this quartet has now gained international acclaim for its recording and musical quality.

HOLLAND

Modern Music Series Introduced by Philips

By HENNY S. J. WAPFERRER

P. O. Box 43, Amsterfoort

The new Philips ‘Modern Music’ series, a collection of 14 albums, was introduced July 5 by E. L. Koolman, director of De Warner Groep, published by Philips.

The series contains 41 important works that have never before been recorded with stereo tapes of the Italian, French, German and British School. Box 65.

Disco Dutch

Philips to launch a new LP with 12 all-time favorites from the U.S., Germany.

AUSTRALIA

Leeds Music Agent for U.S. Firms

By GEORGE HILDER

19 Toddman Avenue, Sydney

The new agent for the International Music Corporation and Tangerine Music Corporation is Leeds. Leeds has high hopes for Sam Cooke, who will record the latest hit, ‘Crying in the Chapel’ which is deemed to have a potential worth of $1 million. . . . Castle Music, an offspring of E.M.I., has just recorded and released ‘Long John’ by Roy Orby, sung by the Sephorens, who are for RCA and have a hit on the ‘Big Box Jury.’ And now all at the Top of the Pops, the German band, ‘K ähnlich’ will crash the charts.

Belinda Music has been operating for two years and is now based in Melbourne. Band leader, Austin Schroeder,武 (Australia) and with the help of his secretary, Belinda (Monica), the band has a long trip ahead toward Israel; they will be accompanied by a marriachi group.

ARMS DISTRIBUTORS

EXPORT

Local Major ‘Arm Deals’ Are Suspected Amongst New Zealand’s War Records

Spanish Newsmen

(Being With You), just released by Columbia Records, and ‘Rivers of Venice’ will probably partake of the same success as the ‘River Run Festival. Also Jose Francisco, of Paris, who was long before his engagement in Madrid, Mina scored a great success with her new album. The album was entirely at a sitter and Philip’s launches “La Nova,” this week, while South America only a few weeks ago and a couple of “version of “Exodus” are trying to win the popular vote.

LESLIE DISTRIBUTORS

EXPIRE

All Labels • All Bands • Joy Known Country-wide

‘A Little Feeling’...Feelin’ Musk

NEW ZEALAND

Toni Williams in W&G Release

By FREDDIE GERRIE

P.O. Box 2443, Auckland

Local boy Toni Williams’ hit record, ‘Two Seconds to Midnight,’ will be released in Australia by W&G Records next week. Toni returned to New Zealand to be with Philip Warren will go to Australia with W&G Records. Toni is the boy who had Kahu Platenha to fulfill contract and then sent him on to the U.S. on a mammoth tour. They have been touring Australia by Sony Sweden, and he will launch the label under the new distribution.

Single News

H&M’s top single release this week is a 45 by ‘Owning Man’ by Bicky Nelson. They have co-flow this with a local effort by Don, Coghill. The first Capitol release here is “A Little Feeling.”...Feelin’ Musk has a hot seller in “Wings of a Dove.”

BELGIUM

Teenagers Group Tunes for Philips

Editor, Juke Box, Mechelen

A promising group, the Teens, are going to be a hit in “Tommie’s” and “Majestic,” which are the title tunes of their new release. The group has both been getting increasing attention in important media, and among some American publisher interest being shown.

RCR’s new Elvis Eryden album, ‘I’ll Be Your Girl,’ should be among the best sellers from now on and should outsell the past album, “His Hand In Mine.”

Paul Anka, too, made it again. His “Dance on Little Girl” hit the charts after three weeks in release.

PUERTO RICO

Bobby Capo Signs Marvel Contract

By TONY CONTRERAS

25 Cerrito St., Santurce

The leading Puerto Rican singer formerly with Socco and RCA, has signed with Marvel, leading American label. His latest hit, “Llorando Me Dormi,” holds a place on the top ten best sellers. Marvel label has about 1,000 titles in their catalog. Capo’s first album for the label will have early release, and he has already signed a deal for his Puerto Rico Records releases.

(Continued on page 34)
OUT NEXT WEEK!

SOUND SALES OPPORTUNITIES
FOR BILLBOARD MUSIC WEEK PHONO-RECORD DEALERS

Detailed and Documented in the
1961 DEALER (NAMM) CONVENTION ISSUE

A potent package—designed to serve the greatest number of dealers with an up-to-date round-up of profit opportunities in phonographs . . . tape . . . radios . . . 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 phono-record dealer?
- What is the dealers' role in the coming radio sales picture?
- How can I build accessories sales and profits?
- What phonographs sold best through record-selling stores? What tape recorders? Accessories?
- How do my sales compare with the averages of other dealers?

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.

RESERVE YOUR SPACE NOW! ADVERTISING DEADLINE: JULY 12

Write, wire or phone your Billboard Music Week representative TODAY

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Chicago 188 W. Randolph Centennial 6-9818
Hollywood 1520 N. Gower Hollywood 9-5331

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DEALERS, DJ's, JUKE BOX OPERATORS, RACK OPERATORS, ONE STOP!

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 single records 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 Phonograph! Model 1321 Capitol's finest portable. Biggest sound you've heard in a stereo 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
HELLO WALLS, Faron Young—Still the No. 1 C & W hit in the nation, and holding steady on the national pop charts.
HILLLIBLY HEAVEN, Tex Ritter—No. 86 on Billboard's "Hot 100," and No. 9 on their C & W chart; On the Cash Box pop chart as No. 99 and C & W as No. 22.
I'LL NEVER BE FREE, Kay Starr—No. 94 in Billboard, and No. 100 in Cash Box. Looks like a smash follow-up to "FOOLIN' AROUND."
RIGHT OR WRONG, Wanda Jackson—Listed in Cash Box as No. 76, and No. 25 on the Music Reporter's "Upcoming" chart.
TAKE A FOOL'S ADVICE, Nat King Cole—No. 88 on the Billboard "Hot 100," No. 90 on the Cash Box "Top 100," and No. 40 on the Cash Box R & B chart.

PICKED TO BE HITS
I'M GONNA MAKE IT HAPPEN, Janie Black—Billboard "Spotlight Winner" and Cash Box "Best Bet" last week.
JUNK YARD, Mike Roncane—Billboard "Spotlight Winner," week of June 26th.

REGIONAL BREAKOUTS
TAKE A FOOL'S ADVICE, Nat King Cole—Listed in Billboard's "Top Market Breakouts" section in the Baltimore-Washington area.
THE WAY YOU LOOK TONIGHT, The Lettermen—Breaking wide open on the West Coast, and starting to move in Chicago and Cleveland.

INTRODUCING

THE LETTERMEN

THE WAY YOU LOOK TONIGHT
C/W THAT'S MY DESIRE

Record No. 4586—A great new group makes its debut on Capitol. Watch for their name on the charts...regularly!

ENTRY BLANK

FOR SALES JULY 14-JULY 20

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 79, Hollywood B3, California.

I'M GONNA MAKE IT HAPPEN

Annie Black—4592
TAKE A FOOL'S ADVICE
Nat King Cole—4592
BONE SHAKER JOE
The Edsels—4594
RIGHT OR WRONG
Wanda Jackson—4593
THE WAY YOU LOOK TONIGHT
The Lettermen—4596
HERE IN MY HEART
Al Martino—4593
HILLLIBLY HEAVEN
Tex Ritter—4597
JUNK YARD
Mike Roncane—4594
I'LL NEVER BE FREE
Kay Starr—4593
HELLO WALLS
Faron Young—4595

NOTE
ADDRESS
CITY/STATE
AFFILIATION

Copyrighted material
SONG PLUGGER WELL EQUIPPED

HOLLYWOOD—In keeping pace with the times, West Coast disk promoter Irwin Zucker has turned portable phonographs into a valuable tool to make certain that no disk jockey will escape the platters he is pushing. He now brings a portable phonograph with a pocket-sized, bat-tery-operated phone, and is able to corner jockeys on the spot, in cafes and other out-of-the-way auditions to win his wares.

AGAC Appoints New Legal Firm

NEW YORK—The law firm of Greenbaum, Wolf, provides newly appointed attorney for the AGAC Guild of Authors & Composers.

Old Leadbelly Waxing Kicks Up New Action

NEW YORK—Howie Richmond is experiencing much disk action with a new edition of an old Leadbelly tune, "Have a Drink on Me." It is in Howie's Patterson's production and can be heard on radio stations.

Bourne Music Names Zerga Exec. Assistant

NEW YORK—Joe Zerga has been named executive assistant to the management of the Bourne Music Co., Inc., with sales territories, distribution, advertising agencies, and Rabin H. Donnelly Corp., or their affiliates.

ARIZONA

Big Step in Sound

$30,000,000 is the "Pertinent Figure" of the industry, and says, and we are expecting big things from this L.P.

Light believes that the record industry must constantly offer new opportunities to the public, and that the industry must think that stereo records can be made in "10 times more than mono, and he has proved some of this with the sales of Command Records, which are "as good as stereo in mono." Light also noted that Command and Grand Award sales for the first five months of 1962 are up 10 per cent over 1960, which was a strong year for the combined line.

HONOR ROLL OF HITS

For Week Ending July 17

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

RECORDINGS AVAILABLE

(See Selling Record Listed in Bold Face)

2. ROLL WEEVLE SONG—By Chuck Berry. On Mercury 785.
3. QUARTER TO THREE—By Bob Dylan. On Columbia 49640.
4. EVERY TIME I THINK OF YOU—By Joe B. Williams. On Fantasy 5022.
5. WRITING ON THE WALL—By The Hollies. On Epic 5104.
7. MIND TRAVELER—By The Ventures. On Capitol 1593.
10. SATAN'S ROCK—By The Ventures. On Epic 5105.
11. TRAVELING MAN—By Doo Wop. On ABC-Paramount 1501.
12. TRAVELING MAN—By The Ventures. On Capitol 1593.
13. RIDE OFF TO LARRY—By The Ventures. On Capitol 1593.
14. DANCE ON LITTLE GIRL—By The Ventures. On Capitol 1593.
15. STAND BY ME—By Jerry Lee Lewis. On Sun 255.
16. HELLO MARY LOU—By The Ventures. On Capitol 1593.
17. I LIKE IT LIKE THAT—By The Ventures. On Capitol 1593.
18. HANDLE WITH CARE—By The Ventures. On Capitol 1593.
19. DANCE ON LITTLE GIRL—By The Ventures. On Capitol 1593.
21. HOLD ME TIGHT—By The Ventures. On Capitol 1593.
22. PLEASE STAY—By The Ventures. On Capitol 1593.
23. EXODUS—By The Ventures. On Capitol 1593.
24. TELL ME WHY—By The Ventures. On Capitol 1593.
25. TOGETHER—By The Ventures. On Capitol 1593.
26. PLEASE STAY—By The Ventures. On Capitol 1593.
27. I'M COMIN' BACK TO YOU—By A. C. Smith. On Richland 4510.
28. IT KEEPS RAININ'—By The Ventures. On Capitol 1593.
29. OLE BUTTERMILK SKY—By The Ventures. On Capitol 1593.
30. SACRED—By The Ventures. On Capitol 1593.
31. MIDNIGHT (COULD BE THE NIGHT)—By The Ventures. On Capitol 1593.
32. CUPID—By The Ventures. On Capitol 1593.

WARNING: The listing of the Honor Roll of Hits is a registered trademark and the listing of the hits has been originated by Billboard Music Week. Entries for such compilation should be submitted in writing to the publishers of Billboard Music Week at 1346 Broadway, New York 15, N. Y.
ELVIS HAS SOMETHING FOR EVERYBODY

(ESPECIALLY DEALERS)

ORDER NOW LPM/LSP-2370
<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>57 77 - THE SWITCH-A-ROO</td>
<td>Hank Ballard and the Midnighters, King 5158</td>
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<td>2</td>
<td>18 16 13 - BARBARA ANN</td>
<td>Beatles, Pepsodent 3901</td>
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<td>3</td>
<td>57 54 - I FALL TO PIECES</td>
<td>Peter Cetera, Caesars 21880</td>
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<td>4</td>
<td>61 82 - THAT'S WHAT GIRLS ARE MADE FOR</td>
<td>The O'Jays, King 5520</td>
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<td>5</td>
<td>74 57 - PRETTY LITTLE ANGEL EYES</td>
<td>Little Caesar, Chess 2077</td>
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<td>54 43 - BETTER TELL HIM NO</td>
<td>Hit Men, Presley 3665</td>
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<td>7</td>
<td>56 67 - WATCH YOUR STEP</td>
<td>Studio One, The Echos 14494</td>
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<td>41 35 - 48 THREE HEARTS IN A TANGLE</td>
<td>The Impressions, Chess 2193</td>
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<td>50 61 - FOOL THAT I AM</td>
<td>Etta James, Argo 488</td>
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<td>23 19 - PEPPERMINT JAM</td>
<td>Chubby Checker, Vee Jay 1103</td>
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<td>21 38 - PLEASE STAY</td>
<td>Marlena Shaw, Vogue 1465</td>
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<td>12</td>
<td>23 32 - 49 I'M COMIN' ON BACK TO YOU</td>
<td>Al Wilson, Stax 2993</td>
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<td>13</td>
<td>33 - 48 - TOGETHER</td>
<td>The Exciters, Mercury 12106</td>
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<td>14</td>
<td>15 16 17 - HELLO MARY LOU</td>
<td>The Teen Kings, Monogram 368</td>
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<td>15</td>
<td>14 11 - RUNNING SCAFF</td>
<td>Big John, Imperial 11707</td>
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<td>16</td>
<td>26 88 - NEVER ON SUNDAY</td>
<td>The Music Makers, Capitol 1451</td>
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<td>17</td>
<td>26 54 - OLD BUTTERFLY SKY</td>
<td>The Wailers, Aladdin 2224</td>
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<td>28 50 - TONIGHT (COULD BE THE NIGHT)</td>
<td>The Temptations, Motown 401</td>
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<td>39 82 - LET'S TWIST AGAIN</td>
<td>Chubby Checker, Parlophone 424</td>
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<td>38 36 - 47 COPID</td>
<td>The Rascals, RCA Victor 7071</td>
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<td>38 39 - YOU CAN'T SIT DOWN (Part I)</td>
<td>Left Banke, Casablanca 1234</td>
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<td>22 22 - HEART AND SOUL</td>
<td>Otis Redding, Columbia 4109</td>
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<td>30 60 - SACRED</td>
<td>The Marvelettes, Smash 9121</td>
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<td>The Marvelettes, Smash 9121</td>
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<td>57 52 - A YEAR</td>
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<td>75 94 - 72 YELLOW BIRD</td>
<td>Enslow, T-M-293</td>
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<td>27</td>
<td>54 64 - I'VE GOT NEWS FOR YOU</td>
<td>Roy Clark, Capitol 5203</td>
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<td>28</td>
<td>91 - GROOVAD</td>
<td>Fredric's, 6401</td>
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<td>29</td>
<td>65 80 - 97 THE CHARLIE BROWN</td>
<td>Stax Records, Stax 3001</td>
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<td>30</td>
<td>55 72 - DREAM</td>
<td>The Four Freshmen, Reprise 296</td>
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<td>95 - PRINCESS</td>
<td>Frank Cplet, Columbia 552</td>
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<td>67 67 - DON'T KEEP MONEY HONE'</td>
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<td>56 66 - BOBBY</td>
<td>Joe Dee and the瓶颈, Zon J 154</td>
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<td>60 44 - TIME WAS</td>
<td>Playmates, Capitol 667</td>
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<td>75 30 - 21 RAMA LUNG DUNG</td>
<td>Enslow, T-M-293</td>
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<td>71 66 - 4 I'VE GOT NEWS FOR YOU</td>
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<td>The Four Freshmen, Reprise 296</td>
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ANNOUNCING THE LIBERTY PREMIER SPECTACULAR.
A SALES PROGRAM THAT IS TRULY SPECTACULAR!
FEATURING THESE THREE BRAND NEW PREMIER SERIES LP’s:

“STREET SCENE”
The Fantastic Strings of Felix Slaklin
LMM-13008 / LSS-14008
Street Scene; Boulevard of Broken Dreams; Easy Street; On The Street Where You Live; Pigalle; Street Of Dreams; Lullaby of Broadway; The Streets of Laredo; Standing On The Corner; Lonely Street; On The Sunny Side Of The Street; The Lonesome Road

“GREAT BAND WITH GREAT VOICES”
Si Zentner and Johnny Mann
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Serenades In Blue; Am I Blue; Breezin’ Along With The Breeze; Flamingo; It’s A Lonesome Old Town; Of Man River; St. Louis Blues; Deep Purple; Baubles, Bangles and Beads; Dream; Little White Lies; “Tain’t What You Do

“50 GUITARS GO SOUTH OF THE BORDER”
The 50 Guitars of Tommy Garrett
LMM-15005 / LSS-14005
Gandhajara; Come Closer To Me; Frends; Re Mine Tonight; Adios; La Vinga Do La Macarena; Besame Mucho; You Belong To My Heart; La Rumba; Perfidia; South Of The Border; Granada

“PARADISE FOUND”
The Fantastic Strings of Felix Slaklin
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“PORTRAITS IN BRONZE”
Bessie Griffin and the Gospel Pearls
LMM-13002 / LSS-14002

“THE MAGIC BEAT”
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LIBERTY PREMIER FIRST IN THE FOREGROUND OF SOUND

LIBERTY
MEMBER
ACM. INC.
腊EED IN U.S.A.
## 150 Best Selling MONOURAL LP's

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist, Label</th>
<th>Weeks On Chart</th>
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## 50 Best Selling STEREO LP's

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<th>Artist, Label</th>
<th>Weeks On Chart</th>
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*Indicates LP's in the charts this week or not listed in the chart section.*
NEW CONTINENTAL 2
STEREO ROUND

Now there's something entirely new, totally different in the stereo jukebox field! It's the self-contained Continental 2 Stereo Round with an exclusive sound system that needs no remote speakers. AMI encloses this new marvel of stereo realism in a cabinet of superb eye-appeal—glittering, glamorous and aglow with rich color. Designed to play 33 1/3 RPM stereo and 45 RPM monaural records interchangeably, the compact Continental 2 fits any location. Only AMI offers you these advanced features today in standard equipment (no extras to buy)—plus simplified programming that saves time and trips. Find out about the Big Challenge operator program that offers $200,000 in easy-to-win prizes.

See your AMI distributor now, or write the AMI sales office, 5075 W. Lexington St., Chicago 44, Ill.
Editorial Leadership

Every year,

Billboard Music Week delivers to its readers
25,000 more column-inches of music-coin
news, charts, reviews and features—by actual
measurement—than the next businesspaper.
PROGRAMMING GUIDE  
SINGLES BY CATEGORY
Hat 100, have been broken down by type of music for easy
all into more than one category receive multiple listings.

1. Brenda Lee, Decca 31372
2. STAR MAN, Pig's, Van Dyke 386
3. Bobby Darin, Cameo 102
4. T-BONE WALKER, Decca 1003
5. AMBER, Dell Starnes, Big Top 3075
6. SOUL, Claude, Gen 1604
7. SOUL, Joe & Doris, Challenge 2111
8. SOUL, Bobby Nelson, Imperial 5741
10. GEORGE JONES, Mercury 21840
11. TO CARE, Joe Barry, Smash 1702
12. JUKE BOX, Don Dixon, Gene 1977
13. I'M THE ONLY ONE, Fats Domino, Imperial 5753
14. Via Calix, Spark 902
15. Man-Kays, Satellite 107
16. AGAIN, Chubby Checker, Parkway 1974
17. CONNORS, Alice 6192
18. JUKE BOX, United Artists 258
19. BNY, Joe Fire, Bellmont 1006
20. JAMABU, Deluxe 6191
21. NIGHT, Mercury 71831
22. JUKE BOX, Arbee 5027
23. Joe & the Kats, Smash 1705
24. REUNION, Capitol 5018
25. J. ANGELO EYES, Curtis Lee, Decca 2007
26. Ray Part, Crest 1022
27. MARVIN, U.S. Bards, La Grand 1008
28. T-BIRDS, New York 644
29. ORNISH, Edsoll, Twin 700
30. ORNISH, Gene 1071
31. BB, Roy Dobinson, Monument 328
32. BB, Ernie 3048
33. Ben E. King, Alice 6194
34. THE, I and the Midlifers, King 5510

THANK YOU, Gene McDaniels, Liberty 55344
TELL ME WHY, Belmonts, Sabrina 500
THOSE BLUES BUT GOODBYES, Caesar and the Bakers, Del-Fi 4538
THAT'S WHAT THEY WANT (COULD BE THE NIGHT), Fontana, Monument 441
TUSKIN' AND TUNIN', Bobby Lewis, Bellmont 1002
TRAVELLIN' MAN, Buddy Nelson, Imperial 5741
WAYWARD SON OF A RAINBOW, Phil Wilson, Norse 22000
WOODY'S HEART (OH!) I DEMAN, Joe Dewitt, Smash 1708
YOU ALWAYS HURT THE ONE YOU LOVE, Clarence Henry, Argo 5398
YOU CAN'T SIT DOWN (Part III), Phillip Upchurch Combo, Boyd 1026
YOU DON'T KNOW WHAT YOU'RE GOING TO GET, Paul and Pauline, Gene 5108

NOVELTY
ASTRONAUT, Thee, Jose Jimenez, Kay 409

COUNTRY & WESTERN
For C&W programming, please refer to this
week's Hot C&W Chart. The following, from the
Hot 100, are recommended additional listings.

BLACKFARMER, Frankie Miller, Skidmore 424
MOM AND DAD'S WALTZ, Patti Page, Mercury 71832
WHAT WOULD YOU DO, Jim Reeves, RCA Victor 7965

RHYTHM & BLUES
For R&B programming, please refer to this
week's Hot R&B Chart. The following, from the
Hot 100, are recommended additional listings.

I'M BEING THERE, Delmatel, Mercury 71840
MIGHTY GOOD LOVIN', Miracles, Tamla 34044
OLD BUTTERWICK SKY, Bill Black's Combo, Hi 2036
PEANUTS, Rick and the Xeno's, Smash 1705
READY FOR YOUR LOVE, Snoop and the Lions, Hull 742
TELL ME WHY, Belmonts, Sabrina 500
THING OF THE PASS, A. Strickler, Sing 2200
TIME WAS, Flamingos, End 1002
WATCH YOUR STEPS, Bobby Parker, V-Time 223

(continued from back page)

1. Two Player Basketball (Demo) 5-1/2" ... $4.50
2. 3-0 Orchestra Theater (Demo) 5-1/2" ... $1.00
3. 3-0 Orchestra Theater (Demo) 5-1/2" ... $1.00
4. 3-0 Orchestra Theater (Demo) 5-1/2" ... $1.00
5. 3-0 Orchestra Theater (Demo) 5-1/2" ... $1.00
6. 3-0 Orchestra Theater (Demo) 5-1/2" ... $1.00
7. 3-0 Orchestra Theater (Demo) 5-1/2" ... $1.00
8. 3-0 Orchestra Theater (Demo) 5-1/2" ... $1.00

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TWO EXTRA COPIES FOR CASH WITH ORDER

NEXT SPECIAL COMING UP JULY 10, ORDER NOW!
TOP MARKET BREAKOUTS

NEW YORK
- RUNAROUND
  - Regatta, Gee

CHICAGO
- PEANUTS
  - Rick and the Keens, Smash

PHILADELPHIA
- PITTER PATTER
  - Four Sportsmen, Sunnybrook

ST. LOUIS BLUES
- Cousins, Parkway

DETROIT
- MICHAEL
  - Highwaymen, United Artists

BOSTON
- THE ASTRONAUT
  - Jose Jimenez, Kapp

CLEVELAND
- MICHAEL
  - Highwaymen, United Artists

BALTIMORE-WASHINGTON
- MIGHTY GOOD LOVIN' Miracles, Tamla

CINCINNATI
- ONE SUMMER NIGHT
  - Diamonds, Mercury

SEATTLE
- ONE SUMMER NIGHT
  - Diamonds, Mercury

- THE ASTRONAUT
  - Jose Jimenez, Kapp

MILWAUKEE
- WOODEN HEART (Muss I Den)
  - Joe Dowell, Smash

- WOODEN HEART (Muss I Den)
  - Dave Kennedy, Cuca

NEW ORLEANS
- VOYAGE TO THE BOTTOM OF THE SEA
  - Frankie Avalon, Chancellor

- ONE SUMMER NIGHT
  - Diamonds, Mercury

HOUSTON
- BACKLAND FARMER
  - Franklin Miller, Starday

MINNEAPOLIS-ST. PAUL
- THE ASTRONAUT
  - Jose Jimenez, Kapp

BEST BUYS IN RECORDS

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

POP

RAININ' IN MY HEART, SLIM HARPO (Excellent, BMI) Exceed 2194

THE FISH, BOBBY RYDELL (Lava, ASCAP) Comes 192

SEA OF HEARTBREAK, DON GIBSON (Decca-Deutsch, ASCAP) RCA Victor 7010

NATURE BOY, BOBBY DARIN (Crescendo, ASCAP) Atco 6194

THE SWITCH-A-ROO, HANK BALLARD AND THE MIDNIGHTERS (Mieke, BMI) King 2128

LaTINA, MAR-KEYS (Eutz, BMI) Satellite 107

No selections this week.

R&B

*PLEASE STAY, DRIFTERS* (11th Hour-Quarter-Walton, ASCAP) Atlantic 3108

SPECIAL MERIT SINGLES

The following records have been picked for outstanding merit in their various categories. In the opinion of The Billboard Music Staff, they deserve exposure.

- Pop Disk Jockey Programming

BUDDY GRECO
- AROUND THE WORLD (Lira, BMI) (2:26) Epic 9451

(Continued on page 99)
**NEW YORK TIMES**

**1940s-1950s Era**

**Strong SALES POTENTIAL**

**Japan**

**Germany**

**Week of July 10, 1961**

**Billboard Music Week**

**Reviews of New Singles**

Continued from page 29

**STURGEON SALES POTENTIAL**

**POPULAR**

**THE STARDUST**

**THE SWEETHEARTS**

**THE SPIRITS**

**THE FRIENDS**

**THE PREMIERS**

**EAST SIDE STORY**

**SUNSET STRIP**

**THE BROWN BROTHERS**

**JAZZ**

**WHEN DAVIES**

**Oscar Brown**

**DOE BROWN**

**BILLY PARADISE**

**RUDY OVEN ON THE RAVENS**

**At Home—COLUMBIA, 43507—**

**ROSEVELT WILSON**

**When answering ads . . . Say You Saw It in Billboard Music Week**
"MUSIC, MUSIC, MUSIC"
THE SENSATIONS
orga 5911

"STRANDED IN THE JUNGLE"
b/w "DON'T SAY GOODBYE"
THE VIBRATIONS
check e 962

"I GOTTA GET AWAY FROM IT ALL"
MITTY COLLIER
Chess 1791

BILL HENDERSON'S
smash single hit
"MY HOW THE TIME GOES BY"
Vanessa 391
from his new album VILL VAY "1031"
D.J.'s Write for samples to Vanessa, 1649 S. Michigan, Chicago 3.

MIGHTY GOOD LOVIN'
THE MIRACLES
Tamla #54044
Tamla/Motown—2648 W. Grand, Detroit 8

Writer for BMW, Ted Wolfram Dies
COPENHAGEN — Theodore (Ted) Wolfram, Danish correspond-
ent for Billboard Music Week and its associate publications,
passed away here and was buried in Copenhagen's Western Church
cemetery. Among those present at the interment were representatives/of the American Exchange; Mrs. A. M. Stougaard, editor of the
Danish amusement trade paper, "Ekho"; A. Hørshol, former editor
of "Ekho"; Mrs. W. Kløft-Petersen from "Variety"; Knud and Kasse
Stanley, well-known phlegmatic acrobats who now are agents in
Copenhagen; Harry Hess of the Danish Artists'联盟; the agent
Retman; and Paul Neve, manager and former Billboard correspond-
et.

Wolfram was 72. The veteran European correspondent was a
member of the Billboard editorial staff in New York from 1944 until
1950 after having previously been Paris correspondent. Since 1944,
he had served in Europe again, first in Berlin and in recent years
in Copenhagen.

ON RIVERSIDE: 2 MORE
CANNONBALL ADDERLEY
CHART CRACKERS!

1. (#4501) Sensational follow-up to his smash "African Waltz" single
THE UPTOWN

2. (RLP 377) An album full of that explosive big band sound
AFRICAN WALTZ

CANNONBALL ADDERLEY ORCHESTRA
disc jockeys: if you haven't received The Uptown, write Riverside Records, 235 W. 46 St., N.Y.C.
The pick of the new releases:

**SPOTLIGHT ALBUMS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

**Sacred**

**FESTIVAL OF RCA VICTOR ARTISTS VOLUME 2 GOSPEL SING**

Various Artists. RCA Victor LSP 2330 (Stereo & Monaural)—This is a sort of compilation of the top names in gospel music's sector and the set should have powerful appeal to gospel fans in general and followers of the artists represented. The line-up includes the Blackwood Brothers, the Statesmen, Don Gibson, Jim Reeves, the Johnson Family, Ted Heath, and the Billy Graham Crusade Choir. Fine all-star was.

**Spoken Word**

**THE PAINFUL WORLD OF GODDEN NASH**

—The highly literate, humorous and colorful prose-styled poetry of Bob Godden Nash make this spoken word LP a delight. The author reads his own writings, all rather short poems of the type that fascinate readers of the New Yorker in funny little booklets published regularly. The Nash wit and perception comes through on these tracks with much elegance. His voice and reading style are well-nigh perfect for the written material. Glenn Oser provides a fitting musical backdrop for the whimsical readings.

**POP LP's**

**STRONG SALES POTENTIAL**

**NOW HERE! JOHNNY CAROL - HE'S COMING HOME!**

Johnny Carol, from the Linn vaults, has been transformed by a masterful producer and his backing band. These arrangements will fly for them sore, this is a real newcomer to the pop field. The LP, "The Crying Game," is directed by "The Everly Brothers." Also included are "Talkin' 'Bout a Good Time," "The Crying Game," "Don't Be Afraid," and "The Be Good." A must for all soul music fans.

**GREAT BANDS WITH GREAT VOCALISTS**

- The Longines Orchestra & Johnny Matty Singers, Liberty 52209—An LP package consisting of popular vocal songs, including "Every Little Step," "When Yourtrl," and many others. The Longines Orchestra provides a fine accompaniment to the Matty Singers.

**DONNY BROOK**

The Pete King Orchestra, Kell-KL 12345—Peter King's efforts on this album are most impressive, with arrangements by Milt Gabler and vocals by Donnybrook. The highlights of this LP include "Alley Cat," "The Good Old Days," and "Don't Be Afraid." A must for all jazz and pop music fans.

**THE FOLK SONG WORLD OF DONNY RUSSELL**

Russell 12505—Here is a broad range of folk material, from Robinson's distinctive, personal style—"Hush Little Baby," "Rolling Home," and "A Little Dog Died"—to popular hits like "Green Grow the Lilacs," "You Are My Sunshine," and many others.

**THE MAGIC OF THEIR MUSIC**

- The Henry Kimes Orchestra, 20th Century-Fox P 625—This handsome package, dominated by a LP of southern orchestral arrangements, features the vocals of Bob Hope, Bing Crosby, and Frank Sinatra, with the addition of the Longines Orchestra. The stunning live-in—all with strong appeal as jockey, programming material for the package.

**MODERATE SALES POTENTIAL**

**TWINS MERLE & DOROTHY EDWARDS**

- Columbia CS 8051 (Stereo & Monaural)—A basic twosome of traditional, country music. Merle Edwards is a regular on the Grand Ole Opry, and Dorothy Edwards is a fine vocalist. Both are in their originality. This 12" LP is a quality package for sound bars and guitar music aficionados. The LP is directed by Milt Gabler, and the tracks are backed by a group of same, including Al Cohn, Al Cohn, Al Cohn, and many others. The arrangement is directed by "Donnybrook." A recent addition to the LP collection.

**BALLADS OF THE BLUE AND GRAY**


**LOW PRICE POPULAR**

**MY G I L F L O R E**

Frank Churchill and His Orchestra, Columbia CS 8053 (Stereo & Monaural)—A program of standard tunes interpreted by Churchill and his orchestra. The arrangements are faithful and well executed, making this album a must for fans of traditional music.
**Best Selling Sheet Music in U. S.**

There are ranked in order of their current weekly retail selling importance at the sheet music jobber level.

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Weeks</th>
<th>Publisher</th>
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<tr>
<td>1</td>
<td>NEVER ON SUNDAY - Euscar-Sidmore (BMI)</td>
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<td>2</td>
<td>EXODUS- Chappell (ASCAP)</td>
<td>9</td>
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<td>3</td>
<td>CALCUTTA - Pacific-Hymn House (ASCAP)</td>
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<td>4</td>
<td>SAN ANTONIO ROSE - Bourne (ASCAP)</td>
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<td>5</td>
<td>WONDERLAND BY NIGHT - Roosevelt (BMI)</td>
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<td>APACHE - Regent (BMI)</td>
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<td>HELLO NEW YORK - January (BMI)</td>
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<td>11</td>
<td>HEY, LOOK ME OVER - Morris (ASCAP)</td>
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<td>12</td>
<td>THE WRITING ON THE WALL - Winstead-Citron (BMI)</td>
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<td>BMI</td>
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<td>13</td>
<td>YELLOW BIRD - Frank (ASCAP)</td>
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<td>ASCAP</td>
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<td>14</td>
<td>THEME FROM GOODBYE ALICE - United Artists (ASCAP)</td>
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<td>15</td>
<td>PEPE - Shapero-Bernstein (ASCAP)</td>
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**Reviews of New Albums**

*Continued from page 33*

**SPECIALTY LP'S**

**STRONG SALES POTENTIAL**

**RELIGIOUS**

***OIL GENTLE SHEPHERD***

Bob Daniels. RCA Victor LEP 1324 (Gospel & Monologue) — Engagement and recording performances of religious songs with a unified outlook that enhances appreciation and understanding. These are sentimental for all types of the religious fancy.

***SQUARE DANCE***

Capella Singers and the Ransoms, Columbia CL 1127 (Gospel & Monologue) — The program includes a recording of the famous "Chautauqua" and "Cowboy" dances. This LP should be in every religious home.

**COMEDY**

***BUTTON MODEL BELLY LAUGHS AND MERRY BUSINESS***

The Date of Purchase. Stanley SLP 141 (Comedy & Monologue) — A package deal that includes a mixture of comedy and serious fare, including popular hits of all time.

**INTERATIONAL**

***HAPPY WELCOME TO TYROL***

Various Artists, Epic SLP 1013 (German & Monologue) — These records feature some of the finest musicians in the world performing in their respective musical styles.

**RELIGIOUS**

***A CARMEN CASTALDE CONCERT***

The Ralph Ganzon Orchestra. West SD 2076 (Gospel & Monologue) — A recording of this famous Spanish organist.

**LIMITED SALES POTENTIAL**

**COUNTRY & WESTERN**

***ZINBY RICHARDSON AND HIS DRIVING HAMMOND ORGAN***

Stoney SLP 141 (Country & Western) — A recording of this famous organist.

**Belgian Newsnotes**

*Continued from page 15*

**Puerto Rico News**

*Continued from page 15*

Press many of the Latin labels controlled by British Music Enterprises, Odeon among the most important... San Juan Records to handle to Joe Leitich Mozart of Mexico... Frances Chacon of America label (New York) is expected to arrive in Puerto Rico for his label by Petrol for Venezuela... Linda Frazee in New York to set pressing for his Frazee label by a State-side outfit. "El Ciguel" on his label is a consistent seller among tourists here.

**Ti-Tri RECORDS**

982 Farmworth, Detroit, Mich.

**BILLYE ROGERS GETS Cash Master / NEW YORK: — Billye Rogers last week purchased a master waxing of "Sherry Weather" by Eddie Cash, a Chicago waxer. Cash has hooked an exclusive contract with Roulette and the "Sherry Weather" master will be released on the Roulette label. The deal was made by Roulette Vice-President Joe Kobally and Herb Gronemaker, Vice-President of the Record Division, Chicago.**

**LATEST RELEASE**

**TEDDY RANDAZZO**

Sings

"LET THE SUN SHINE IN"

**#1023**

**HIS LATEST SMASH!**

"VOYAGE TO THE BOTTOM OF THE SEA" FRANKIE AVALON

**C-1001**

This is a Smash!!!

**TIME WAS**

The Flamingoes

End #1092

**END RECORDS**

1610 Broadway New York, N. Y.

**The Spinners**

**TRI-PHI #1001**

**"THAT'S WHAT GIRLS ARE MADE FOR"**

by Johnny & Jackey

Tri-PHI #1002

(©Lonely & Blue" Fame)
**TITO OFFERING TO SWAP TUNA, BRANDBY FOR BOXES**

**VIENNA**—Marshal Tito would like to import Western joke boxes, particularly American boxes, but pleads that he can't spare the foreign exchange for cash outlays.

The Marshal, who is regarded in this world warland capital as a joke box fan, is negotiating for the importation of boxes in conjunction with a number of Austrian distributors.

But the problem here is one of barter, Marshal Tito being an advocate of autarchy. The Marshal states that while he has no cash, aside from Yugoslav dinars, he is willing to barter tuna fish, slivovitz (the fiery plum brandy) or brandy for Western joke boxes.

But Vienna joke box dealers are bony of barters deals in principle, and there is no apparent market here for tuna fish, slivovitz or brandy, although there is talk of developing an Austrian aluminum industry pegged to the country's hydroelectric power.

It was revealed that Marshal Tito's joke box flirtation dates back to the Zagreb trade fair three years ago, a fair at which Western joke boxes were on prominent display.

The Marshal, who is regarded here as being an open-minded man as well as a jolly five-day-up type (when things are going his way), took an immediate interest in the joke boxes, speculating that they would be just the thing to brighten up life for the thousands of Austrian war invalids and the communists.

A number of boxes already have been shipped to Yugoslavia via Trieste as well as Vienna, and industry experts here believe these trial shipments indeed have indicated a big potential Yugoslav market for boxes—provided a solution can be found to the payment liens.

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**Tavern License Time Roughest on Ops**

By BENN OLLMAN

**MILWAUKEE—Location licenses continue to loom as a vexing issue for coin machine operators here. Each year when the July tax returns arrive to date papers, the perennial license problem comes to a head.**

License fees are made at all times of the year. But they are heaviest and most urgent at tavern license renewal time. The July 1 deadline triggers the annual game of "mudskull." When the scramble is over, a lot of new faces are seen behind the tavern signs.

The trick is to hang on to the locations and even come up with a few new ones when the smoke clears. Since a hefty percentage of the tavern owners are always shy of ready cash at license renewal time, coinmen also find another trick worth knowing: how to emerge gracefully yet still retain the location after turning down a few loan offers.

That is difficult to do, but very necessary in order to remain in the business, the operators are in complete agreement.

**Critical View**

Operators report that they take a much more critical view of location loan requests nowadays. It is not as easy for a location owner to borrow money from his home and gains operator as it was a few seasons back.

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**Wurl. Revamps Overseas Set-Up**

NORTH TONAWANDA, N.Y. — The Wurlitzer Company this week announced a drastic revamping of its overseas sales program, with the newly integrated domestic and export sales forces to be directed by Robert H. Bear, Bear, who for the last nine years had been domestic sales manager, becomes manager of sales.

The announcement followed the resignation of Arthur C. Reuten, export sales manager. The resignation became effective Friday (1).

Ruten is the vice-president, general manager and a director of the newly formed National Automatic Vending Company, Toronto. Ruten has also resigned as chairman of the Regional Export Expansion Committee of the U. S. Department of Commerce and as a director of the Buffalo World Trade Association, which he served as president in 1952, 1959 and 1960.

In addition to supervising the domestic sales force for automatic phonographs, Bear will be in charge of export sales for all Wurlitzer products, including electronic pianos, electronic organs and other musical instruments.

However, sales for Europe and South America are being handled by Wurlitzer Overseas A. S., a wholly owned subsidiary. Several other major changes were made in the Wurlitzer export setup. They include the following appointments: James J. Cotter as sales manager for Canada, Australia, New Zealand, Tasmania and South Africa; Andros Echevarria as sales manager for the Far East and Masami Nagai as sales representative in the Far East.

Cotter joined Wurlitzer in 1948 and has been in the export sales department since 1954. He had been credit manager for the export division.

Echevarria, a nine-year veteran in the Wurlitzer export setup, has conducted merchandising (Continued on page 45)

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**PHIL. OPS PLAN BANQUET IN NOV**

PHILADELPHIA — The Armour Day-to-Day Management of Philadelphia will hold its 42nd Anniversary Banquet on November 5 at the New Latin Casino. The Jerry Lewis Show has been booked. A tribute to the atmosphere, and the record companies are expected to provide talent for the event.
Philly Operator Gets Rich Reward
For Small Shown Blind Boy

PHILADELPHIA — Joe Levin, president of the Blue Ribbon Vending Company here and chairman of the board of directors of the Amusement Machine Alliance of Philadelphia, has a feeling of satisfaction which is matched by a few residents of this city.

It all started a few weeks ago when one of Levin’s route men noticed a blind boy playing a slot machine in one of the rings. He reported the incident to Levin, who found out where the boy was and sent a shuffler alley to his home.

Last week, Levin received the following letter from Mrs. Charlotte Richman, the boy’s mother:

"Since my son, Bruce, can only write Braille, and once you can read it, he has asked me to write to you to tell you how happy you have made him with the shuffler machine that you sent him through my brother, Vic."

"As Vic has told you, Bruce, who is only seven or half a year now, has been having a wonderful time for two years or more visiting amusement places and playing the wonderful machines."

"Whenever it rained or snowed or for some reason we could not take him for his weekly trip to enjoy his favorite pastime, he would ask why he couldn’t have a machine at his home so he could return later when he had saved up to spend dimes to play."

"Now that his dream has finally come true, he is happy and looking forward to sharing this fun with some of his blind friends and some of the children in the neighborhood."

"On the day the machine was delivered he called me in to show me the happy young boy who had given unbounded joy to a little boy."

"I was happy to say that your kind note is hard to write, but my husband and I can’t help but have a very full heart to know how much we appreciate your kindness to our son."

Roanoke Vending Excl.
Host to Carolina Ops
At Continental Showings

CHICAGO — The Roanoke Vending Exchange last week showed the new AMI Continental to Carolina operators at the Mason Motor Inn and in Asheville, N. C.

Mrs. Graber, of the hotel showing at the Mason Motor Inn was Harry D. Mosley and Rusty Derba of Roanoke and George Kelsey of AMI.


Out-of-town guests included J. L. Goodman Jr. and Arthur Brown, both of West Jefferson, and

WURLITZER 2500
ULTIMATE IN AUTOMATIC MUSIC

when answering ads ... Say You Saw It in Billboard Music Week

Phonograph-Saturated German Market
May See Shift to Direct Location Sales

By OMER ANDERSON

FRANKFURT — Pressure is building up in the West German Phonograph market for a move toward a boxed trade for a shift from overseas to location sales.

The pressure is being given by these segments to agitation in the United States for a reinstatement of the trade from operator to location sales.

The Deutscher Automaten-Großhändler-Verband (DAGV) has just moved the issue into the open with a lengthy public defense of its position, adding that the importers are opposing to an effort to justify the existence of the automatic trade, and it reflects the pressures being generated for a reorganization of the entire German industry.

Boom is Over

The DAGV, in acknowledging this pressure, states candidly that the boom is off the German coin machine boom and the fact has to be faced. The joke box market has recorded from boom to replacement.

The DAGV concludes that "our branch, unlike the automobile or record-player, is not in a position to expand constantly the market for our product."

This means that the German joke box market, according to expert comment, is saturated (at around 60,000 machines), and future extension looks as slow and problematical.

In this situation the trade generally is battening down the hatches. It is a contracting market (or so it seems), with virtually no new product and one in which profits can be derived only by shrinking the number of participants in the market.

Integrated Operations

Industry theorists speculate that the major joke box wholesalers and operators will decline drastically over the next year. They point to a trend toward gigantic, integrated operations such as the Fruit of the Loom and General Electric operations.

Mail This Coupon

NAME _____________
FIRM _____________
ADDRESS _____________
CITY _____________

COIN MACHINE COUNCIL
725 West 93rd Street, Chicago 47, Ill.
Annual Dues: Distributors, $200; Jobbers, $100
Operators, $10-$25-$50

SPECIAL
GOTTLIEB, 9741 6th Ave., Brooklyn 32, N.Y.
MORRIS NOVELTY CO., 2617 Wabash Ave., Chicago 12, Ill.

SPECIAL SALE
Recycled-Guaranteed
BALLY FLAT EVENT __ $ 95
BALLY BEACH QUEEN __ 145
UPRIGHTS
Gene's Inc., Wilder __ $127
Gene's Inc., Skat Street __ $125
Gene's Inc., Double Shot __ $135
Kenny Little Backyard __ $145
Kenny Sire Con Amore __ $155
Kenny Sire de Amore __ $185
Arts Bell Clear Play Ball __ $65
Arts Bell Gallant Dimes __ $75
Arts Bell Clear Water Wheel __ $85

ARCade
Wurlitzer __ $325
Bally Bell __ $315
Bally Lucky Bells __ $295
Bally Deluxa Jumbo Bouncer __ $495
Bally Bell Dancing L. __ $125
Bally Super Bounce Bowler __ $175
Kenny Sire Con Bowler __ $125

Melvin Anderson
AMUSEMENT CO.

At Last,
a planned and positive public relations program is working for the coin machine industry. Instead of the old barrage of bad publicity, the press is now printing stories that show the coin machine industry as an important part of the American economy and way of life.

The Future

success of this public relations program depends upon your support. It is financed solely by memberships in the

COIN MACHINE COUNCIL
Frank Sinatra, a Seeburg Artist of the Week this week, is one of the many top artists whose newest LP albums are featured on this exclusive plan!

Every week, Seeburg "Artist of the Week" phonographs bring in more location customers with a new best-selling LP album in superb 33 1/3 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 33 1/3 LP album records. 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.

Listen to Frank Sinatra's newest Reprieve album, "Ring-a-Ding Ding." (R-1901 and R-1901)

**ARTIST OF THE WEEK**

**WEEK OF JULY 3**

**SINATRA'S**

Swingin' Session

Capitol

**CUCO SANCHEZ**

Hits

(Spanish Selections)

Coral

**ARTIST OF THE WEEK**

**WEEK OF JULY 10**

**FRANK SINATRA**

Nice and Easy

Decca

**PAUL EVANS**

Folk Songs of Many Lands

Columbia
Trimmont Holds First in Series of Op Parties
Keyed to Sales Promo on New AMI Phonos

BOSTON—The first in a series of operator get-togethers was held at Trimmont Automatic Sales Corporation here in connection with the "Big Challenge," organized to promote the new Continental II AMI stereo phonograph. This affair, which attracted some 45 operators, their wives and the staff of Trimmont, June 26, is the forerunner of a bi-monthly drawing for operators who present the new juke boxes, and is Trimmont's own version of the "Big Challenge." Each such operator is enrolled through the AMI factory and has a chance to win in the AMI national drawing for a vacation trip, while at the same time participating in the local drawing. Winner of the first Trimmont prize was Bill O'Brien of Newport, R. I., who gets a four-day, all-expense-paid vacation for two at a New York State resort. The party met at Trimmont's plant at Wallis Street, where cocktails were served, preceded to the Red Coach Grill, where a lavish meal was served. After this, the group returned to the plant, where the drawing for first prize was held. But even the non-winner did not go away empty-handed. Each...

(Continued on page 43)

Tell German Operators To Budget Disk Buying

FRANKFURT—West German's coin machine operators are being urged by their operator association to adopt a new disk budget and stick to it. It is recommended that the operators budget a flat 10 per cent of net collections from machines for the purchasing of new records. A study by operators associations shows that where operators fail to adopt and stick to a budget, their music programming becomes erratic and lack merit. "Rigid budgeting is the only guide to good music program- ming, avoiding the excesses of too much or too little of a kind of music," the study states. Record purchasing should be orderly and systematic. The study also states that the budgeting of new disk purchase is necessary in order to avoid a "class of Elders" who has proved to be a highly satisfactory device for obtaining continuity of leadership and giving the association the benefit of advice from the trade's veterans on a continuing formal basis.

DORIS BARKER picks the winner of the holiday vacation, while Irwin Margold looks on.

THE GANG'S ALL HERE. Here are some of the operators who turned out for the Trimmont shindig.

Belgium Ops to Fight Tax Fees

LIEGE, Belgium—Belgian operators are organizing for a broad front fight against what they claim is virtually confiscatory taxation. Operators object to the tax levels, but they are even more incensed by the multiplicity of taxes levied against the coin machine trade. Juke boxes are taxed 4,600 francs a year local tax, 900 francs State or provincial tax, and 5 per cent turnover tax. In addition, operators pay normal business taxes and licensing fees. Payouts are hit much harder. The local tax is 1,200 francs a year, the provincial tax 3,000, and there is the 5 per cent turnover tax and the licensing fees. Operators are asking that they be taxed by either the local or provincial authorities—but not by both. They ask, furthermore, that the fees be dropped to "economically justified levels.

The trade complains that Belgian tax authorities regard coin machines as cows to be milked dry by the maximum number of governmental levels.

Eltie's Juke Box on Free Trial

WEST BERLIN—Eltie is offering in its F-100 "compact" juke box to "adverse" operators on a 60-day free trial. There are no strings attached to the offer, according to the West Berlin distributor, who says the operation can always make application through his Eltie distributor for the 60-day trial, and a machine will be delivered. The F-100 is a 100-selection box which Eltie is promoting as unrivaled at the price. For eye-catchy cabinet, reliable mechanism, and high-fidelity total reproduction. Eltie's promotion campaign reflects the trends by German manufacturers toward the production of compact boxes priced well below the American competition.

Swiss Count 11,000 Juke Boxes

ZURICH—Switzerland's juke box count is now up to around 11,000, according to figures of the Verband Schweizer Automaten Aufsteller, the Swiss coin machine operator association. This gives Switzerland one of the world's heavy juke box concentration, the population being less .5 million. The Swiss, who have probably the world's best regulated tourist industry, have similarly developed a well-ordered coin machine trade which permits orderly development while sharply restricting unbridled competition and disposition within the trade. The association several years ago moved in on incessant bickering among operators and locations with a heavy hand. A "code of ethics" was drafted, to which operators subscribed and which association policed. Since then the trade has enjoyed an unprecedented orderly development. Switzerland continues to be a favored market for American juke boxes, with imports running about 1,000 a year.

Saar Ops to Arbitrate Disputes

SARBRUCKEN—Saar operators have organized a "court of arbitration" to handle intra-trade disputes in the Saar. The arbitration panel is made up of members of a council of elders, the senior members of trade in the Saar. The trade's elders meet regularly at least once monthly with the officers of the Saar Coin Machine Operators Association. The senior members, aside from arbitrating trade disputes, advise the operators on current problems. The "council of Elders" has proved to be a highly satisfactory device for obtaining continuity of leadership and giving the association the benefit of advice from the trade's veterans on a continuing formal basis.
GREENBERG'S ADVICE TO OPERATORS: BULK ROUTE VS. YEAR-ROUND DEAL

BALDWIN, N. Y. — Too many bulk vending operators place too little emphasis on fat collections during the summer, and fail to regard a bulk operation as a year-round business, according to Manny Greenberg, owner of Mayron Vending, local bulk operation and New York distributor for the Oak Manufacturing Company and the Crane Gum Company.

Greenberg feels that operators are prone to place too much emphasis on ball gum and charm machines—which appeal to a mopepp audience and do best during the summer—while failing to stock items which appeal to adults and sell 12 months a year. For example, of the 6,000 machines Mayron has on location in the metropolitan New York area, 3,700 are 5-cent nut units. While most of the other 2,300 are 1-cent machines placed in neighborhood groceries and supermarkets, the nut machines are generally located in bowling alleys, gas stations and diners.

**Require Care**

The nut machines require a lot more care than do the penny units, but, with steady-year round sales, they far outweigh their investment, according to Greenberg. Greenberg never fills nut machines on location. At each servicing, a fresh globe is filled, tilted and exchanged on the basis of a head.

Buymore often places four-unit stands on location. They normally consist of nuts, gum and bulk confections. In supermarkets, he has nuts, gum, bulk confection and an all-charm machine. He feels the Greenberg machines are still in the Limelight, and fall is Hershey's, with adults doing most of the buying.

**Diversification**

According to Greenberg, the bulk vending operation should be thinking more about going into cigarettes, drinks or bar products. As bulk vending requires servicing only every four or five weeks, it is difficult to fit in a cigarette, drink or food machine which may require daily or weekly service, he pointed out.

Yet, continued Greenberg, with gum, charms, nuts and bulk confections a must, variety, too many operators are content to limit their operation to nickel bull gum and charm units.

**Family Operation**

Greenberg, who is in partnership with Bernard Greenberg, his son, and Marvin Kleinfield, his son-in-law, has been in the coin machine business for 20 years, starting as a bulk operator, switching to juke boxes, and then returning to the bulk field. He feels that despite the increase in operation, the bulk vending industry is still a solid one. Greenberg pointed out that the same basic items are being sold in bulk machines for nearly 40 years, and the demand for these items has not slackened.

He also feels that the part-time operator will continue to be an important part of the business because of the small investment required to start an operation. Greenberg also pointed out that many part-time operators are willing to settle for weekly profits of from $10 to $30 per week to supplement their income.

**Physical Plant**

Buymore has its headquarters in a new 6,500-square-foot building in this Long Island suburb. It employs eight persons—the three partners, four route men and a shop man.

Greenberg sees no conflict between his operation and the Oak and Crane distributor. He feels that each is a separate business, and each must stand on its own merits.

He does see a conflict, though, in a distributor handling products made by competing manufacturers. He says that his own distributors cannot sell the products and be his best customers.

**Help Yourself to More Vending Profits**

Meanwhile, the Kocitz family is planning their vacation, which will extend from July 15 through August 7. Mr. and Mrs. Jacob Kocitz will drive to Rochester, N. Y., where they have a weekend home, and then on July 30. They will stop on route in Mansfield, Ohio to visit with Yark Arpke. Chalk Apartments, of Claytonville, Ohio.

Mark and Miss Rossen will leave at about the same time, driving to New York, and then on to Missouri, to spend two weeks at Miss Rossen's grandmother's home. They will return to St. Louis, and from there to Rochester, and attend the July 30 wedding. Mr. and Mrs. Rossen will drive back together to St. Louis, via the Pennsylvania Turnpike, and will celebrate their gold wedding anniversary on July 30.

Mr. and Mrs. Theodore Mueller celebrated their 29th wedding anniversary at their home, 6745 Angel Avenue, Ch rkick Village (a St. Louis suburb), and were guests of honor at the reception.

A daughter, Sister Thelma of the Daughters of Charity, is who visit St. Patrick's convent in St. Louis, was unable to attend due to sickness. Sister Thelma, who taught seventh grade pupils at a seminary school in Zurich, Ill., will take the formal vows here on August 15. She is currently in Switzerland, training to be a nun. St. Patrick's School.

Mr. and Mrs. Mueller also have a daughter, Linda, and two sons, Bobby and Tom. The younger Ted, 26, celebrated his birthday on the same day as his parents' wedding anniversary.

**GOING STRONG!**

**MAIL BOX**

**IN MESSAGE**

The elder Ted, who operates the T & M Vending Company, reports he recently traded 1,700 bull gum machines and replaced them with new 5-cent nut machines. He also has panded into the ball gum and charm lines for the first time. Mueller noted that he has placed about 314 million pieces of gum in the past four years. He presently has about 600 machines including about 100 which have yet to be placed on location.

The annual picnic of Boys Town
Shaffer starts stamp program

Columbus, Ohio — You don’t have to be a stamp collector to get stamps at Shaffer Music Company. The firm has started its own Million-Dollar Stamp Plan and has announced it will give Top Value Trading Stamps with every purchase, regardless of size, and use phonographs, vending machines and Ed Shaffer, head of the Sea-burg distributorship bearing his name, said he was continuing promotion and stamp offerings every month. Said Shaffer: "The stamps are our way of showing appreciation to our customers." Shaffer added that because of the large number of stamps their customers would receive from the purchase of a single piece of equipment, the firm was also certifying them in the form of a check for 500 stamps or more.

N. Y. Org. Set Guid for Meeting at Monticello
Next at Poughkeepsie

Monticello, N. Y. — The New York State Operators Guild will hold its next convention here, with the following meeting for August 16 at the Nelson House.

No September meeting will be held because of the Jewish holiday in New York. However, the New York Coin Machine Association and the National Operators and Distributors, will hold their conventions at the Concord the last week of the month.

Fall conventions are set for October 18 (Governor Clinton Hotel, Kingston), November 15 (New York House, Poughkeepsie) and December 20 (Washington Hotel, Newburgh).

Operate United’s Bowl-A-Rama

Welcome Everywhere

Write for details

United Manufacturing Company
409 Wabash
Chicago 11, Ill.

Don Miller, who recently joined the vending division of Miller Newmark Distributing Company, Michigan coin machine firm, uses his Piper-Cranco to visit out-of-the-way operators and for getting the latest news from them. Miller, in recent graduate of Michigan State University, is the son of Bill Miller, M-M president.

COIN SERVICEMEN COME TWO SIZES: Either Dr. Jekyll or Mr. Hyde Type

By Joseph Klein

Gary, Ind. — What is a serviceman? To some, according to the Small Business Administration, he is a "fitter of siling equipment." To others, however, he is the guy who mows up the floor, who gruffly rebuffs questions the worried location owner wants to ask and who performs his task half-heartedly.

Frank Witecki, Gary vape box and arcade equipment operator, is regarded among his colleagues in Northern Indiana as something of a super-service man. He has used the coin machine business and as of the AMI Service School at Grand Rapids, Mich., has helped to make his mark.

Pinch-Hitter

His talents are put to frequent use as a pinch hitter for fellow operators when illness or absence takes them from their routes. The good will he has built up has served him well and served other operators in this community. For now there is an unwritten but rigidly observed "all for one and one for all" agreement among them.

"As a rule, it's a nice arrangement," Witecki recalls. "I had a malfunction problem at a location. I phoned another operator for suggestions. And do you know what he did in a matter of minutes there were four operators on the spot to help me?"

"Most significant of all these helping hands are extended without anticipation of reward. No money was ever accepted, offered or received."

"But this arrangement works well," Witecki said. "And everybody benefits from it. At the same time, it keeps the climate of operation. People who help one another in this manner are not likely to take competitive advantage of one another.

Witecki feels that service should be rendered with a smile—sorry as that may sound.

What about late-late calls?

Common sense would guide the serviceman about these nocturnal intrusions, Witecki answered.

"If it’s a likely spot, yes, I’ll go," he said. "If it is a dead spot, no. And it is close to closing time, it serves to improve the results of the call. Business is hard to get you know. I’ve had service calls as late as 1 a.m."

Perhaps unwittingly, Witecki follows the ground rules laid down by Richard E. Burke, operating assistant to the president, Sears, Roebuck & Company, Chicago, for servicemen—for all kinds of servicemen.

Talk With Location Owner Can Reduce Theft of Bowling Balls

DENVER — Now that the cost of material lost on bowling balls used on bowlers has risen to more than $10, theft of the balls has become an extremely serious problem for Denver amusement machine operators.

The result, beginning early this year, has been a plan whereby operators sell the balls to location patrons, and if the balls should disappear, the replacement cost would be charged to the patron.

The idea, of course, is simply that location owners who will be in the cost of the loss are bound to keep a closer eye on the device and report any movement with the sort of loss which will cancel any profit for the month.

Willard Beyer, operator of Fort Collins, Colo., was the first, and has been a leader in developing the "stolen ball" system, and reports that he didn’t meet with much loss in the last year.

(Continued on page 45)
DENVER—It pays to mingle with the crowd at typical joke box locations, adding to the fun and to the efficiency of the sales operation. The more people you talk to, the more likely they are to visit the shop and buy your products.

Romero has seen volume jump as much as $15 per week simply because he spent an evening or two in the shop, listened to the conversations at the locations of joke box customers, and put what he learned into practice.

For example, in one busy spot where a popular joke box location, he found that customers spent more money with the store when they were accompanied by young people. This led to a special promotion that offered a discount to customers who brought a young person with them to the shop.

Romero later discovered that customers were more likely to buy joke boxes on Fridays and Saturdays, so he began to offer special deals during these days.

He continued to experiment with different marketing strategies, such as offering discounts to customers who referred friends to the shop, and found that this led to an increase in sales.

In conclusion, while it may seem like a time-consuming process to try and learn as much as possible about the customers you serve, it can lead to significant increases in sales and profitability. By being proactive and putting in the effort, you can increase your revenue and become more successful with your joke box sales.
LOCKED COIN COLLECTION SYSTEM for coin machine requires two keys, one for the location to open the box and the other for the serviceperson to lock the box in the machine. Manufactured by M. H. Rhodes, Hartford, Conn.

LUCKY HOROSCOPE
5c, 10c, or 25c Play
National Coin Rejector in each chute
Two Coin Returns
Easy to Load—Holds approx. 1,000 tickets
Size: 18 x 6 x 6" Weight: 20 lbs.

MID-SATE CO.
2371 Midwest Avenue
Chicago 41, Illinois

WANTED TO BUY
Will pay cash
Wurlitzer 1700, 1800, 1900, 2104
Mills Panoram
Bally Lotta Funs and Bingso
Seeburg 200 Record Wall Boxes

We have for sale and will trade: SKILL CARDS COUNTER MACHINES, CASINO CAMERAS and over 100 assorted Vending Machines—coffee, candy, craps, etc.

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BOSTON (BRIGHTON), MASSACHUSETTS

SURE SHOTS FOR LONG RUN PROFITS...
Williams COIN-OPERATED POOL TABLES

50" DELUXE 90 MODEL
50" 90" OVERALL SIZE
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Both Deluxe 90 and Deluxe 75 Have All These Features:
- brightly polished chromed plated castings around all pockets
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WILLIAMS ELECTRONIC MFG. CORP.
CHICAGO 34, ILL.

Michael Distributing
Buys Back 45 Pins
Confiscated in Texas

BEAUMONT, Tex.—Forty-five pin games seized in Port Arthur, Tex., last winter have been turned over to the Michael Distributing Company of Seattle.

W. G. Walley Jr., acting district attorney of Jefferson County, said $1,500 was paid to the order of the Jefferson County Commissioners Court.

The $1,500 received will be used by the commissioners "for the purpo.

se of investigating violations of any of the provisions of the State penal code, Walley said.

The Washington firm, which claimed ownership of the machines, also agreed to pay a storage fee of $179.60 owed to Kilpatrick’s Flash Transfer and Storage Company here.

The machines have been stored at Kilpatrick’s, across the street from the courthouse, since they were confiscated.

Walley said the Washington firm also agreed to take the machines out of the State immediately. The machines were turned over to the company minus their reel devices, Walley added.

When answering ads... Say You Saw It in Billboard Music Week

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. Per the label each of the records are expected to be played back to back. This represents maximum program effectiveness. Records listed below turn both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

BOLL WEEVIL SONG
BROOK WENTON
Honolulu 9170

THOSE EYES

THE WRITING ON THE WALL
AND POINT OF NO RETURN

TRAVELIN’ MAN
AND HELLO, MARY LOU

DUM DUM
AND EVENTUALLY

I’M COMIN’ ON BACK TO YOU
AND LONELY LIFE

TOGETHER
AND TOO MANY RULES
IT KEEPS RAININ’
AND I JUST CRY
THE SWITCH-A-ROO
AND THE FLOAT

HANK BALLARD AND THE MINNOWS
King 5280

MOM AND DAD’S WALTZ
AND YOU’LL ANSWER TO ME

POOH THAT I AM
AND DREAM

I’VE GOT RINGS FOR YOU
AND I’M GONNA MOVE TO THE OUTSKIRTS OF TOWN

PHILADELPHIA — The cry around the coin machine industry for several years has been “we need some young blood.”

With this in mind, Albert M. Rodstein, president of the Banner Specialty Company, has set out to add some young men to his organization.

One of them is James Ginsberg, 27, who quit a promising career in the insurance business to accept a sales post with Banner. Why did he do it?

“I feel the coin machine business has a tremendous growth potential,” Ginsberg said. “It has grown tremendously in the past few years and is still going.”

Rodstein said Ginsberg would spend half his time on the road and the other half working in Philadelphia.

The newcomer to the coin machines business has adopted to it very quickly. He explained the general sales method is the same no matter what the product.

Rodstein feels, however, that being a new man in the industry, Ginsberg will be able to come up with some fresh ideas and approaches that might not be apparent to an oldtimer.

Ginsberg was graduated from Pennsylvania State University as an insurance major and was doing quite well in that field. But then he met Rodstein’s daughter, Arleen, and got somewhat acquainted with the coin world.

Four months later they were married, and a short time later Ginsberg decided he would like to get a position in a growing industry.

“I tried to talk him out of it,” Rodstein said, “but the boy had made up his mind.”

Both agreed that Ginsberg, who is one of the top puzzle makers in the area, won’t be able to get in as much time on the links as in the insurance business.

Rodstein indicated that Ginsberg would carry his puzzles with him, though, just in case some operator felt like playing.

“I think the fact that a young man like Ginsberg is taking up a promising career in the insurance line to come into the coin machine industry illustrates that we have a good bit of faith in it,” Rodstein said.
Chicago Ops Seeking City Codes

CONTINUED FROM PAGE 56

fees by other than their own banks. The practice of having such persons and purveyors make out the city's license check has been found upon and in many cases abolished.

All prospectors, however, for Chicago joke box gadget opinion favorable council action providing locating loss is still considered the same thing, to say the least.

Many operators, realistically feel that the joke box industry here in Chicago at suspiciously without any intention it proposes would automatically be suspended.

Several operators have solved the loan problem by setting up agencies of their own with the company's approval. Among these one prominent example is Frank Padula of Melody machine company some years ago who handles all loans on a business ventures. Padula's finances have coincidently grown faster than the rates to which it now seems in its right, handling much more than Padula's concerned locations.

Many other operators, however, are unable to make their own financing arrangements or even establish working arrangements with banks or finance companies—often because the location itself is unstable as to be termed a poor risk by legitimate lending concerns.

It is in these cases that the operator finds himself shelling out money from his pocket in order to make any installation at all. And this is usually the case for all loans on the locations that soon go bankrupt, regardless of the operator holding the hook.

Vicious Circle

As to the question—why make the losses in the first place? Operators answer it's a vicious circle. Few feel they can ignore new business, and virtually all new business now demands the loan as a condition for installation.

The operator thus has a decision: is the location a good risk or not? If so, it's better to make the loan and the only decision is how high to go. It's easy to see how the problem has gotten out of hand, and become, as Jenkins termed it, the city's No. 1 headache. Solution, however, is not as simple, and although the prospects of success are not completely encouraging, operators hope the attempts at obtaining some form of legislation to curb the practice will be successful.

Wurlitzer Revamps

CONTINUED FROM PAGE 56

and service schools provided in the city of Chicago.

Hitchcock, a resident of Hong Kong, has been watching the Wurlitzer developments. He has represented Wurlitzer there for three years. Nagai, a native of Japan, represents the company in Nagoya. He will headquartered in Tokyo.

the next drawing which will be held on May 20 and 25. Entries for each drawing must go on the same day as the Wurlitzer, and the limited supply of available tickets.

On hand for Trimount to wellcomm the operators and their wives are the balls in Chicago, Illinois.

Among operators present were: Bill O'Brien and Ray West of New York, and Louis Moscarelli of Pawtucket, R.I.; Martin O'Connor of Aver (Newfoundland); Dave Schulte of Brackenridge, Texas; John Thurn and Eve Thurston of Fall River; Martin Ferrero of New Bedford, Mass.; George P. Horvath of Auckland; Donald and Martin Oliver of Portland, Ore.; Meinir A. Bill, and Arisson Davis of Chester, Vt.

Operators discussed some of the earnings records and location re- sponses to the new machines, all of which were reported as high complements to the Continental II. Bill Arison of Chester, Vt., said, "I still installed on the machines and ordered the tests, and even though I was a bit behind, I still managed to keep up with the phonograph's program. Bill Arison of the machine may well be his best earnings piece of work ever imposed.

United's Dolphin

CONTINUED FROM PAGE 41

The "all time" game has been revised to show a different score in each game, with a different pattern, with every game different in the same way, as well as being included.

The new machines are also so geared as to ways can be thrown in the same frame without waiting for lights and read.

Dolphin comes in standard eight and four-game machines, and besides "all score," includes "all score," including "all score," including "all score," including "all score," and "all score," including "all score.,"

Ill. Legislature Boosts Sales Tax

CHICAGO—The Illinois Legis- lature, in session last week, has passed several tax measures that will affect the vending industry. It killed, however, a number of bills that would have originated with some of the so-called gambling features (BEF). One of the interest to the vending industry is an increase in the State sales tax from 1 to 3 cents.

Cig Tax Hike

The State cigarette tax is not expected to have any appreciable effect on vending prices charged by operators, but the cigarette tax hike has already resulted in a general increase of from 1 to 3 cents in the vending price of cigarettes

Most merchants in the State have been altered to accept 35 cents instead of the 30-cent figure that was being given for the sale of cigarettes. The cigarette tax is particularly bothersome to the vending industry since the vending of cigarettes is by far the largest source of income in this city and has traditionally been not only a source of income for the operators, but is a "punishing" change of 2.3 or 4 cents.

The cigarette tax is particularly bothersome to the vending industry since the vending of cigarettes is by far the largest source of income for the operators, but is a "punishing" change of 2.3 or 4 cents.

In addition, the sales tax, cigarettc operators have to pay an annual $125 to the state of Illinois for each machine.

Bonner Returns From Sales Trips

CHICAGO—Dick Bonner, Lo- Don Division regional sales manager, returns this week from a tour through Wisconsin to spend at least two weeks as office agent in Chicago. He left Nelson for a two-week vacation.

The returns of the national sales force meanwhile is on the move. Marion Groos, who covers the week in mid-February, travelled through Wisconsin to spend at least two weeks as office agent in Chicago. He left Nelson for a two-week vacation.

The strength of the national sales force meanwhile is on the move. Marion Groos, who covers the week in mid-February, travelled through Wisconsin to spend at least two weeks as office agent in Chicago. He left Nelson for a two-week vacation.

Talk With Location

CONTINUED FROM PAGE 42

which he had originally expected. Instead, some of the displays have brought him the seriousness of the problem, and have co-operated through such plans as those under the bar and issuing it when the machine is customarily played.

Most of the thefts which have been detected to date have been "collections" by teenagers, who often go after a fill for which they have to use, merely to display in a trophy, operators believe. The problem is, however, too hard for playing catch or other amusement, so that they are either sheer malicelessness or vandalism.
SHUFFLES
Balanced Shuffles
$4.00

Large Bumper Pools
$75.00

Pocket Pools
$150.00

Pocket Billiard Ball Set
$12.00

Pocket Billiards
$12.00

Billiard Balls
$12.00

Penny Roulette
$50.00

Pocket Billiards
$10.00

Chicago Coin Bell
$15.00

Pocket Billiards
$10.00

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Chicago, Illinois

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As Is-COMPLETE (You Pick It Up)
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A.M.I. 2100 $145.00

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A.M.I. 2100 $105.00

A.M.I. 2200 $105.00

A.M.I. 2400 $105.00

A.M.I. 2300 $105.00

A.M.I. 2150 $105.00

A.M.I. 2250 $105.00

A.M.I. 2450 $105.00

A.M.I. 2550 $105.00

A.M.I. 2650 $105.00

A.M.I. 2750 $105.00

A.M.I. 2850 $105.00

A.M.I. 2950 $105.00

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For Service and Parts
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...but we want to thank you for making "Flying Circus" the largest selling 2-player game we've ever produced.

The plant will be closed June 30 to July 17. However, due to the unexcessed demand, upon our return we will continue production and shipments of "Flying Circus."

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**REGULATION BOWLING**
Standard ABC Scoring

**ALL STRIKE BOWLING**
Strikes Only — with Bonus Feature

**FLASH-O-MATIC BOWLING**
Exciting High Scoring Feature

**New 300 CHAMP**
with "glowing" RED PIN
Continuous Strike Feature
Plus Red Pin Bonus

**PRINCESS BOWLER**

**Look!**
New "FLOOD-LIGHT" Illumination!
Gives brighter pin lighting from 2 standard 50 watt bulbs beneath hood in steel reflector shades

When You Think of Profits Think of Chicago Coin Games

**Modern New SIX GAME**
**"PRO" SHUFFLE BOWLER**
Imagine — 300 Champ; Flash-O-Matic; All-Strike; Red-Pin; Light-O-Matic and Regulation Scoring for the same price as many 2-game bowlers!

**PRO BASKETBALL**
with "Flash-O-Matic" 5 NEW FEATURES
- New 1st Half Scoring
- New 2nd Half Scoring
- New Modern Cabinet
- New Brilliant Playfield
- New Realistic Players

*Chicago Dynamic Industries, Inc.*
1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS
USES BILLBOARD AS EXCLUSIVE TRADEPAPER AD MEDIUM

Says President Samuel Eppy:

"(Advertised in Billboard) some twenty odd years now—and never missed a week."

"Advertisements in Billboard have paid off."

"They’ve built our customer and prospect list."

FLOWER BUDS
VACUUM-METALLIZED
Four (4) Assorted Buds
LOW PRICE
Samples on Request
SAMUEL EPPY & CO., INC.
91-13 144 Place, Jamaica 35, N. Y.

SEP. 20

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Tell the truth, wouldn’t you like a PRINCESS PHONE in your home?

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