BELGIAN DEALERS, MFRS. AGREE ON PRICING CODE

By JAN TORFS

BRUSSELS—The National Federation of Belgian Record Dealers (NFBRD) who recently gathered under the direction of Mr. Becker to form a protective group, held a meeting in Brussels after they made contacts with the Federation of Record Manufacturers and Distributors, called the “Chambre Syndicale” (CS). The CS is composed of the following: Mr. Pelger of Fonier, Mr. Lefebvre of Philips, Mr. Braunstein of Disneyland, Mr. Vermaes of Gramophone, Mr. Holchapel of Siemens-Deutsche Gramophone, Mr. Goldschmidt of Telefunken-ABC Paramount and Mr. Goris of EMI. Lenon and Goris. As a result of the meeting, the CS has agreed upon the necessity of collaboration with the NFBRD, and out of the meeting came the following results:

1. The two commissions (NFBRD and CS) will meet with each other at least once each month to discuss the many increasing problems in the record business. A good mutual understanding is deemed indispensable, and regular, numerous contacts are considered of great importance.

2. As a result of certain excuses by discount houses, discount dealers and second-hand stores which cut prices on their records all the year through, in the future only records more than one year old will be sold as second-hand. There will be no more privileged stores, and every dealer may now sell out all those records and get the same advantages.

3. In order to avoid incidents in the recent happenings with Verve Records, which sold out its records at a very low price to Japan, and caused the same to be sold everywhere, the label changes over to another distributor, the first distributor tries to get its money back on the records, and then the member who sold the records will be recorded.

4. In order to encourage the sale of 45 r.p.m. records, (Continued on page 4)

Record Execs Deliver Balm and Solace

For Dealers’ Problems at SORD Contab

Randy Wood Praised for Steaungh Anti-Club Talk;
Talmadge, Gortikov Stress Aggressive Selling Ideas

By REN GREVATT

CHICAGO — Three leading dist. manufacturing executives delivered varying degrees of balm and solace in speeches highlighting the fourth annual general membership meeting of the Society of Record Dealers of America (SORD) here last week. The meeting, held in the Crystal Room of the Palmer House, Tuesday and Wednesday, provided a good opportunity for a membership meeting of SORD.

The audience was heartened by the presence of Randy Wood, presi- dent of Dot Records and a vice-president of the Record Industry Association of America (RIAA); Art Talmadge, president and general manager of United Artists Records and president of the American Record Manufacturers and Distributions Association (ARMADA) and Steadman Gortikov, vice-president and general manager of Capitol Records Distributions Corpora-

tion. The dealers, however, were visibly disappointed when two of the speakers declined to an- swer any questions following their talks. However, the fact that such executives accepted invitations to be present and to speak, was regarded as a step in the right direc-tion to the hoped for goal of increasing the awareness of the problems on the lists of the record business from the independent dealer point of view.

Initial speaker presented by SORD President Howard H. Jones, was Art Talmadge. The UA and ARMADA executive outlined the latter group’s contributions to the hollering of widespread disc bootlegging and pointed out to the dealers their own responsibility in this matter. He also presented ARMADA’s role in obtaining stiffer legislation on bootlegging in Calif ornia and spoke of hopes for national legislation on this front now being launched by Attorney General Edwin Celler (D., N.Y.).

SORD chapter then put in, Talmadge, speaking as a diskery executive, told the dealers “You are the blood of our business and nobody can solve your problems but yourself. We will help you in every way we can. For example, we have developed a special rack at great expense to UA, for your stores. We are giving you a discount on your record costs. We are even offering to help your disk jockeys.”

Jocks Out for Hot Weather Fun

By JUNE BUNNY

NEW YORK—As it does every year, summer has again gone to the prominence of海滨, bars and disc jockeys across the country. Jocks are participating in zany activities these days. A prime example is the recent Spondylus,

CMI ELECTING OFFICERS AUG. 1 AT CHI MEETING

CHICAGO.—The Coin Machine Council, public relations arm of the coin machine industry, will hold its first annual election of officers at a meeting to be held early in August at the Morrison Hotel. A complete agenda will be readied for publication and plans for the remainder of the year.

Up for re-election will be the officers: Richard A. Cassel, president; John Casella, secretary, Herb Jones, treasurer. All three are members of the CMI and three vice - presidents, John Blaustein, E. W. Hohfeld, and Harold Lohman. Also to be voted on will be the 20 director seats of CMI.

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Kenin Urges Performing Unions Unite on Issues

Suggests AFM, AFTRA, Other Unions Fight As One Against Radio & TV Stations Injustice

DETROIT—A movement is under way whereby the American Federation of Musicians (AFM), the American Federation of Radio Television Artists (AFTRA), and other organized unions may band together as a group—to take their case against radio and TV broadcasters to the N.E.C., Congress and the public. One of the bees' concerns the threat of automation to disk jockeys and other station personnel.

Addressing the AFTRA convention yesterday (23), AFM President Herman Kenin said: "It is time that all of our performing unions, whose survival is at stake, join in demanding, boldly and conclusively, of the FCC, the Congress and the public that broad broadcast licensees be compelled to live up to their obligations to provide decent economic opportunities to those who make music possible." Kenin also said that AFTRA President Don Conaway has been suggested to him as a potential union among the entertainment unions, certain mutual administrative committees functioning to assure all of our tasks more efficiently and at the same time less expensively.

"I am writing with this in mind," he added. "We are right now expecting the reasons why AFTRA and the AFM should go to the states and separate corps of union stewards to police up a single recording session, and why the expensive and time-consuming efforts of such funds should not be handled from a national office. We would like to see the ratings at each and every participating station.

"Removal of the demise of employment for live musicians in radio and TV. Kenin said that in 1962's broadcasters "glibly assured us that it's too good for musicians," but their words were spurious. While their words were spurious today. There are other AFTRA members to know—"get to selling music," they have been warned.

Kenin continued: "While the first masses of musicians, mechanizm, it is the threat to the small man on the day. Then he warned the AFTRA members that they also have to be informed of the changes in the advent of the machine. Specifics of the protection of AFTRA members, including the recent actions of certain stations adopting fully automatic systems that eliminate a sizable amount of jobs for AFTRA members, particularly sax save, announcers, and engineers.

Chicagos—Record clubs were the subject of the October general membership meeting of the Society of Record Dealers of America here last week. On this subject, AFM President Herman Kenin made an impassioned defense of the future of musicians, who he believes should be guaranteed a future of security by the record industry.

Kenin said that many dealers are sending their record clubs to SORD for inclusion in addition to the major retail stores. This practice will be continued. Kenin advised each club manager to ensure that all proceedings of special deals are noted and that the firms which are dealers are included in SORD, also for the suit kitty.
Original content from the document:

**Name Product Pushed at Victor Sales Convention**

**Stereo FM, Tiny Radios, Tape Grab Most Attention at Chicago NAMM Trade Show**

**Strong Singles Action, Album Growth & Ankah Pact Set Perfect Meet Mood**

NEW YORK — RCA Victor opens its national sales convention at the Biltmore Plaza Hotel in New York on July 1, with a day of sales promotion, which will run for two days. During the convention, the firm's distributors and retailer representatives are all gathered from all over the country. The convention will be chaired by Victor chief George MacWhorter. RCA has been moving in a strong new product for fall. It is also anticipated that the firm will announce the long-anticipated signing of Paul Anka, upon the conclusion of his contract with ABC-Paramount.

Victor greatly enter this sales convention with a confidence stemming from the label's continuing strong sales in the singles record field, and the steady growth in the firm's album product. Since last year Victor has developed a number of new strong-selling firm artists, including Peter Nero, Al Hirt, and the Hayek Brothers. In the singles field, the firm has also developed new strong-selling artists in Ann-Margret, the Tokodros, Victor, of course, is still prominent in the singles field with standard artists like Henry Mancini and Mel Torme, and with Connie, Como, Brother Dave Gardner, Bellafonte, Elvis, Don Gibson and others.

According to Bob Yorke, head of a.d.r. for Victor, the firm's success in the singles field over the past year has been due to the selection of careful product produced by the label in the singles field two or three years before. At this time Victor cut down tight on singles sales, and made a concentrated effort in an average of only two or three discs a week. Victor cut back severely on singles sales a year ago and has concentrated on building its standing up there and either building new ones or taking others from other labels and concentrating on them.—Norman Luboff for instance.

Results of the policy are seen in album releases and the all-out concentration on singles. Yorke has paid off, and points the company's future path. At the present convention, today is showing what he believes will be the result of the collection of LP's this year. Produced August and September are set for Tuesday.

**LATE POP SPOTLIGHTS**

**THE EVERTLY BROTHERS**

William E. W. 1416—This latest Evertly's production features a dancing and a duet scene. On both, the group is extremely creditable accompaniment from a rock of guitarists like Chet Atkins, Hank Garland, etc. For a group that are taking there are seven tunes, incluing 'My Mammy', 'Mama's Got a Blanket', etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc., etc,
Gallagher Appointed Col. Marketing Topper

NEW YORK — Bill Gallagher, Columbia Records vice president and sales chief, has been named to the newly created position of Col. Marketing, for the label. The move marks a major realignment of sales forces by the firm. Reporting to Gallagher in his new post will be all retail activities of the firm, except direct mail sales. They include Columbia Record Club sales, sales to independent distributors, direct sales (company’s wholly owned branches) and tour projects. Gallagher will also steer Project and Columbia Special Products—such as premiums and marketing activities.

Gallagher has been associated with Columbia Records since 1970. He was vice-president in charge of sales since 1975, under Norman Adler, executive vice-president of the firm, referring to Gallagher’s new role, said: "We are confident that his reorganized marketing structure under the direction of Mr. Gallagher, will prove

Regular Sessions Set Up By UA for Master Purchase

NEW YORK—In line with its newly expanded master-buying program, United Artists has set up a special service to co-ordinate its business with indie records. UA artist and repertoire staffer Kees, a former UA master buyer, is serving on a basis (3:00-5:00 Friday afternoon) to listen to new masters submitted for consideration, in consultation with management by appointment.

"One of the reasons of our business," said UA’s vice-president, general manager Art Talmedge, "is strong product, and we at UA give all interested independents the opportunity to buy our product with us through a budget that applies under the best possible conditions.

UA has an exclusive deal with Boyd Records to distribute its entire list, on a "You Can’t Sit Down" on BMB. "The 100 Percent" and "Cincinattioo," Hold Back the Tears, among other titles, are distributed under the UA label, on the "Hit 100" a couple of weeks ago. Other recent masters acquired by UA for distribution under the UA label are: the Judds, Gene Thomas on Venus and "Battle Cry" by the Cavemen.

Broadhead Talks Sale of Pressery

HOLLYWOOD—Dickon Broadhead last week confirmed that negotiations have been initiated by the prospective purchase of his Hollywood (Las Palmas at Santa Monica) pressing, matrix and milling plant which until recently had served as the Coast headquarters for Alfred Record Manufacturing Company, Precision Radiator Company (Precision Records) recently bought Allied, including the 53rd Street pressing plant here and its Eastern manufacturing wing, but the deal did not include the plant at 1140 Las Palmas in Hollywood.

As a result of the Pressery sale, Allied has become a subsidiary of PRP Communications, Inc., which owns and operates the Los Angeles plant’s operations intact. Dickon Broadhead, who is leaving the Hollywood factory with the exception of some matrixing equipment, expressed surprise at the sale.

Broadhead confirmed that the Hollywood plant of Record General Manufacturing, a subsidiary of Alfred Record Manufacturing, is the subject of sales negotiations this week. Dickon Broadhead also refused to identify the prospective buyers. Deal would include the pressing and milling operations, as well as the matrix facilities, which according to Broadhead is "the modern in America."

W.B.'s Weiss Reports East Disk Scene

By DON WEDGE

LONDON—After a round-trip de- vice to New York, interna- tional director of Warner Bros. Records, is now back in Europe, the center of his activities. In an interview with W.B., he gave these country-by-country impressions of territories he had visited and their potential.

Japan

In three or four years Japan is likely to become the third most important market for American and Western music in the world —after Britain and the European Continent. In Japan, the big television shows are already bringing in five or six of a billion. In the current cycle, there appears to be a sudden current of fan buying, a situation that was found everywhere—Syco, radio, TV and discs. It originated in the new wave.

The market here is mainly one for singles, though there are substantial LP sales. There are no EP issues. Language is the rec- tific of the most important discs, and read, many dealers also have a good command of the language.

Hong Kong

Hong Kong is a free port, the largest in the world, with a huge colony—a big supermarket, and a strong economy. The current cycle is for pop, and there is a constant pressure to buy. The current cycle is for pop, and there is a constant pressure to buy.

Australia

The on-the-ground, though Japanese people prefer their own artists, a Westernized audience,...
Taking Off!!
Breaking Out in Chicago, Philly, Cleveland, Buffalo—

Thanks to Best Record Distributors in Buffalo, M & S in Chicago, Concord in Cleveland, and Chips in Philadelphia for breaking this hot new single!

ST. LOUIS BLUES

THE COUSINS

PARKWAY 823

Three New Sizzling Singles That Have Already Started to Happen!

THE BRISTOL STOMP
b/w "OUT IN THE COLD AGAIN"
THE DOVELLES
Parkway #827

WHEN WE GET MARRIED
by
THE DREAM LOVERS
Heritage #102

BILLY BARNETTE

MARLENE
b/w
TWO BROTHERS

Parkway #826

Expect Bonn Government To Revise Royalties Law

BONN — The Bonn government is expected to introduce a new law that would lower the German ARD (West German) payments to the German broadcasting companies. The current law, which has been in effect since 1954, gives the ARD and the ZDF (West German broadcasters) a certain percentage of the revenue from the sale of television programs. The new law would reduce this percentage, which would result in lower payments to the broadcasters.

The new law is expected to be introduced in the autumn of this year. The government has been discussing the matter with the broadcasters for several months, and has been trying to find a compromise that would be acceptable to both sides.

The new law is expected to be a significant change in the way that the German broadcasters are financed. The current system is considered to be unfair by many people, and a number of political parties have been calling for changes to be made.

FUBLIGHT BILLS PASSES SENATE

WASHINGTON — The Senate passed a bill that would amend the copyright law and make it more difficult for the Copyright Office to grant extensions of terms to works that were created before 1964. The bill, which was introduced by Senator Christopher S. Bond (R-Mo.), passed the Senate by a vote of 95-4. The bill now goes to the House of Representatives, where it is expected to pass with little difficulty.

The bill would amend the copyright law to require that the Copyright Office make a determination that a work is not eligible for an extension of term before it can be granted. The determination would be based on a number of factors, including the work's popularity, its potential market value, and its contribution to the public domain. The bill would also require that the Copyright Office publish a list of works that are eligible for an extension of term, and that the list be updated periodically.

The bill is expected to be signed into law by the end of this month. It is likely to be signed by President Reagan, who has expressed support for the bill.

BIG THREE SWINGS WITH MOVIE TUNES


Times Square Records are now being distributed by New York's Argus Distributors, Soprano Antonio Cesareo of the Polish National Opera has signed with Argus. Edward M. Batterman, whose name has appeared on several pop records, is out playing "rhythm." He's been working on a new pop record, "The Connection," written by Freddy Redd.

Richard Johnson has been named Midwestern sales and advertising manager for his own recording firm, Music. Cardic Records has named Don Dumas of Detroit, and David Daily of Houston, as new distributors for the label. Reports are that the Cardic label is expected to make a move soon. The Monty Kay-Albeneys Vitál Records is expected to open a private house at the new Albee, where its president, Robert Segal, is expected to feature a floc of top American jazz names, and plans Rio de Janeiro, Porto Alegre, Buenos Aires, Montevideo, and Santiago next.

Bob Rosenthal.

Hollywood

Capitol is turning a ballad into a ballad with the signing of Los Angeles Angeles outfielder Albie Pearson to a recording contract. The major league player is due to make his debut record when he records his first side within several weeks. The record will be issued by Capitol and is expected to become a hit. Capitol Records has distributed four hundred thousand singles and has been drooling for a record for the past several years. Liberty Records has issued its fourth distributer some time during the next six months, with a proposal to win the label's Twenty-Seven sales contest. Those playing the award winning MGM, Disney, and Columbia records, are expected to do well in the contest, especially with the new Capitol releases. Capitol is expected to do well in the contest, and will be a major player in the hit field this spring.

Hank Mancini takes his initial step into the textbook field with "An Introduction to Music," and to be distributed by the G. Schirmer Company. Book is expected to be a major hit in the music field, and is expected to be a major hit in the music field. It is expected to be a major hit in the music field.

Capitol is adding to its four-track stereo tape catalog by making its first move into the stereo tape field. The new tape is expected to be a major hit in the music field, and is expected to be a major hit in the music field. It is expected to be a major hit in the music field.

The former American Jazz Festival of 1967, which featured such names as Dave Brubeck, Quartet, Four Freshmen and West Coast music, is now remembered as one of the finest jazz festivals in history.

The Sunday show has Count Basie and his orchestra, plus Johnnie Ray, the Cab Calloway Orchestra, and the Jack Teagarden Band. The show is expected to be a major hit in the music field, and is expected to be a major hit in the music field. It is expected to be a major hit in the music field.

Strong Advertising Push Will herald strong October Philadelphia Hi-Fi Exhibit

PHILADELPHIA — The largest and most concentrated advertising and promotional budget ever used by the Philadelphia Hi-Fi exhibit will be on display at the show. The exhibit is expected to be a major hit in the music field, and is expected to be a major hit in the music field. It is expected to be a major hit in the music field.

Bil. Shepard, Pam Records, reports that his Pam, Nat and Wes labels are expected to be a major hit in the music field, and is expected to be a major hit in the music field. It is expected to be a major hit in the music field.
Another great hit from Monument Records

A different instrumental sound

Mexico

with Bob Moore and his orchestra

45-446

Monument Records

Spotlight Singles of the Week

Bob Moore

Mexico (Acuff-Rose, BMI) (1237) — Hot Spot (Acuff-Rose, BMI) (2325) — the periodic instrumental sides by the Bob Moore Afro-Cuban Orchestra. Both penned by Acuff-Rose. "Mexico" is a delightful piece with a touch of that tropical, Mexicali flavor. Flip is a lightly swinging item with a non-lyric vocal by chorus.

Billboard Music Week

One of the London Group of Hit Labels

539 West 25 Street, New York 1, N. Y.
NEW LP RELEASES

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

CAPITOL
COME SWING WITH MG—Frank Sinatra—W-1594, SW-1594 (7-31)
POLYNESIAN FANTASY—T-1595, ST-1595 (7-31)
KATZ AT THE U.N.—Mickey Katz—T-1603, ST-1603 (7-31)

ANGEL
MELODY PIANO QUARTET IN A MAJOR—COLH 40 (7-31)
DAME HIELE MELBA—COLH 125 (7-31)

RIVERSIDE
PERCY HUMPHREY'S CRESCENT CITY JOY MAKERS—RLP 378, S 9378 (7-31)
PETER BOAG—RLP 379, S 9379 (7-31)
WORLD WAR II—VOICES AND SOUNDS—1751-12 (7-31)
WITNESS: MOONSHINE INVESTIGATIONS—7513-14 (7-31)
SOUND OF SPEED—RLP 56 (7-31)

MERCURY
SMTENA: THE MOLDAU (and other selections)—London Symphony Orchestra—DG—MG 30314, SR 90214 (7-24)
LOEB: SAX RHAPSODIES (and other selections)—Eastern Symphony Orchestra—MG 50277, SR 90277 (7-24)
TRY A LITTLE TENDERNESS—Frank D'Amato—MG 20479, SR 60794 (7-24)
SWING SOFTLY RED—Red Pyeck—MG 20512, SR 60612 (7-24)
WORLD'S GREATEST WALTZES—Claretorff Strings—MG 30577, SR 60637 (7-24)
MOVIN' EASY—Jazz Renaissance Quintet—MG 20605,SR 60605 (7-24)
MY HEART SINGS—Sarah Vaughan—MG 20617, SR 60617 (7-24)
SOMEONE'S WATCHING OVER YOU—The Platters—MG 20625, SR 60625 (7-24)
GOLDEN HITS—Tiny Hill Orchestra—MG 20631 (7-24)
TALES OF THE BAYOU—Calvin Pete—MG 20633, SR 60633 (7-24)
BROADWAY SONGS AND MORE—M. B. Billy Eckstine—MG 20637, SR 60637 (7-24)
DANCE WITH DAMITA JO—MG 20642, SR 60642 (7-24)

FOLK TALENT & TUNES

BY BILL SACHS

Jim Denny, artist bureau, Nashville, reports arrangements have been completed by Lucky Moeller for Hank Snow and The Rainbow Ranch Boys to sail to Germany on the Queen Elizabeth July 26. Hank is booked to make 22 personal appearances in 12 days. The boys accompanying Hank on the trip are Chubby Wise, Howard White, Jack Smith and Earl White. Negotiations are also under way for Hank and the Rainbow Ranch Boys to make personal appearances in France. The group will return to the States August 31. . . . Marty Martel, "D" recording artist, and his personal manager, Carl Day, are readying a promotion tour to promote Marty's latest release, "Between the Devil and the Deep Blue Sea." C.K.W. jocks may get a sample of the release by writing to Carl Day, Box 151, Cohocton, Ohio.

Connie Hall, c.k.w., artist on Decca, was in New York the week of July 3, promoting her new waxing, "Foots Like Me," b/w, "Lonely as Anyone Can Be." Connie guested in the "Grand Ole Opry" Saturday (13). Decays may write to Connie at S' City, Maple, Fort Mitchell, Ky., or Hubert Long, 416 Exchange Building, Nashville, for samples of the record. . . . Skeeter (Davis) and Ralph Emery dropped in at WNOX, Newport, Ky., recently. Ralph was in town promoting his newest Liberty release, "Hello Fool," an answer record to "Hello Walls."

Kevin Dee, WRRV-Jamestown, vocalist, is still picking up heavy Miles on her B-W release "Trail of Teard" b/w, "Ways of a Heart." The record is now being distributed in Canada on the Riddler label. Together with her manager, Quentin Wadley, Kathy journeyed to the Bradley Studios, Nashville, July 11, for a singles and album session.

Randy Beid, string-contracted B-W record mentor, is getting plenty of action in the Wheeling, Youngstown, Cincinnati, Akron-Canton area on his current release "Swingin' in Sweater Rock." A note to B-W Records, Box 337, Wooster, Ohio.
MR. JUKE BOX OPERATOR!

FOR CATCHING THE COINS, HERE ARE FIVE STEREO SINGLES, DESIGNED WITH YOU IN MIND!

Vassar Records is different from all other labels, because we’re aware of the operator’s problem—namely, the scarcity of singles for the adult market, the decline in profits ops have suffered because of “Top Forty” programming and the lack of stereo singles for stereo boxes. Here, we feel, is the answer to your problem, as all the singles in this package were designed to sell in busy locations under actual operating conditions!

NORMA RIVERS

WHISPERING
and
MY HEART
KEEPS
CRYING
FOR YOU

Vassar #3116

LUCK TO YOU DEAR
and
THEN I SHED
A TEAR
SHAYNE HUNTER

Vassar #3115

LA CUMPARISTA
and
AYE AYE AYE
DOM DAVILIO
AND HIS ORCHESTRA

Vassar #304

TILL WE
MEET AGAIN
and
BEER
BARREL
POLKA

Vassar #3117

ORDER FROM YOUR LOCAL ONE-STOP, OR FROM THESE LOCAL DISTRIBUTORS TODAY!


Packages of these singles are available in both mono & stereo.

Package $3000 (M), $3000-S (S)

JULY 24, 1961
DEALERS, DJ's, JUKE BOX OPERATORS, RACK OPERATORS, ONE STOPS!

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 132! Capitol's finest portable. Biggest sound you've ever 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

HILLBILLY HEAVEN, Tex Ritter—Moving up rapidly on the Billboard, Cash Box, Music Vendor and Music Reporter pop charts, and is now No. 10 on the Billboard C & W and No. 11 on the Billboard C & W. HELLO WALLS, Foran Young—Maintaining good chart positions on all national pop and C & W charts, and looks like a long-time seller.

TAKE A FOOL'S ADVICE, Nat King Cole—Breaking all charts and climbing fast. Moved up in Billboard and Cash Box this week, and is listed as "Upcoming" in Music Reporter.

PIECED TO BE HITS

MY DREAM COME TRUE/STRANGE DESIRE, Jack Scott—Billboard "Spotlight Winner" and Cash Box "Pick of the Week," July 17th.


REGIONAL BREAKOUTS

HERE IN MY HEART, Al Martino—Billboard lists this side as a "Regional Breakout" in the Baltimore-Washington area.

THE WAY YOU LOOK TONIGHT, The Lettermen—A West Coast smash and breaking in the Mid-West.

DESTINED TO TOP "WINGS OF A DOVE"
Ferlin Husky's latest release...

WILLOW TREE b/w TAKE A LOOK
Record No. 4594

FIRST CONTEST WINNERS!!!

1st PRIZE of $500.00 CASH—
HARRY REMPE
Rampe Music House
Fort Madison, Iowa

2nd PRIZE—
ADELA BAHN
Wrights Music Store
Wausau, Wisconsin

3rd PRIZE—
GORDON C. PELZEK
Radio Doctors
Milwaukee, Wisconsin

ENTRY BLANK
FOR SALES JULY 26-AUGUST 3
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 75, Hollywood 51, California.

NAME: _____________________________
ADDRESS: ___________________________
CITY/STATE: ___________________________
AFFILIATION: _________________________

BOND SNACKER BIE
The Edelbrock—4128
HELLO WALLS
Foran Young—4533
HERE IN MY HEART
Al Martino—4503
HILLBILLY HEAVEN
Tex Ritter—4437
I SLEW YOU AWAY
Jack Scott—4392
JUNE YARD
Mike Barrow—4339
MY DREAM COME TRUE
Jack Scott—4417
TAKE A FOOL'S ADVICE
Nat King Cole—4437
THE WAY YOU LOOK TONIGHT
The Lettermen—4594
WILLOW TREE
Ferlin Husky—4594
MUSIC AS WRITTEN

Continued from page 6

One of his vocal groups, the Shepards (West), is currently appearing weekends at Johnnie's Cab Club.

Kathleen Jane and the Roommates (Valmero) were in town recently promoting their Midwest promo tour. Though Kathleen and the Roommates originally recorded together as one vocal group, they have since split up and are appearing as two separate acts. Their latest single was in Audby Park, N. J., over the weekend (13-17)... Nero Records recently signed twins Ellen and Lydia Rangel to a recording contract. The young duo cut their first single last week... Jimmy Reed (Vespy) and the Platters (Mercury) recorded some sides last week at Universal Recording Studios... Vocalist Nina Gaye held a singles session, including a ballad that is due out soon... Tim Gaye, Nina's manager, has formed Tim Gaye's Preview Enterprises which will concentrate on record production and tour promotion.

Pinpoint Recordings has just signed a contract with Deutche Grammophon Gesellschaft, Hamburg, Germany, for the release of Johnnie's L.P. "A Night at Red Arrow"... Nick Biro.

John Dommian, Columbia Records promo man, returns to Capitol Records, effective August 1. Dommian will act as Capitol's singles promo man for the Chicago and Milwaukee areas.

He has previously had been affiliated with Capitol during 1954-1958. Bill Sheppard, Pan Records, reports that his Pat, Nat and Wes labels are now distributed through Summit Distributors. One of his vocal groups, the Sheppards (West), is currently appearing weekends at Johnnie's Cab Club. . . . Ellen and Lydia Rangel, twin vocalists, recently cut their first single for Nero Records. . . . Vocalist Nina Gaye Stevens is set for a singles session at the new International Recording Studios next week. Tim Gaye, Nina's manager, has formed Tim Gaye's Preview Enterprises which will concentrate on record production and tour promotion. 

Dave Ohman, Dean Electronics, New York, was in town last week for the NAMM Convention. He and Mrs. Ohman recently celebrated their 50th wedding anniversary with a blast at Boulevard Regency Park, N.Y. At the reception were:

Evie Biegel, Detroit, is now in partnership with Sammy Kaplan. The former recent promo girl for NBC, Biegel was formerly managed by Walter M. Drake, head of Abbey Distributing, Detroit.

Ray Ellis, RCA Victor a &e man and recording artist, was a recent visitor with Stan Pat, RCA's Midwest director of radio-

TV relations. While here, Ellis combined promo work for his latest I.P. and singles, with new talent auditions. . . . Jackie Vernon, young (29) comic with a lot of punch, just signed with St. Eilias as an artist. Vern, who's appeared at Club's Playboye Club, is slated for a Bermuda stint, then on to Buffalo's Ice Caping with Paul Anka. . . . Comedy team Burns and Carlin are set for the Steve Allen TV show this fall. (ABC). The pair just closed at Toledo and open next at the Palaces Gardens in Flint, Mich. . . . Phillip Diller, comedian, has signed with Verve. . . . Candidelini Dinner Playhouse has a new experiment in theatering and dining for Chicago. Young producer William Pullman, who originated his idea in Washington, has taken a bar-like structure and fitted it up to accommodate tables and a small stage. Patrons come for dinner and drinks, then watch legitimate theater from their tables. Idea is to present a variety of theatrical entertainment—musical and drama—with all live talent. . . . Currently at the Playhouse are: the Danny Apollonio trio and Wire, and comedy team: comedian Penny Matliner; the Three Young Men folk singing group; Putti Lardi, blues singer, and vocalist Ron Rich.

Gloria Masching

Pittsburgh

Bob Quinan, manager of the nearby Clementon (N. J.) Theater is turning show promoter with a series of fall dates at Camden, N. J., Convention Hall with Liberace, Elia Mantan- chester, Harry Belafonte and Charles Laughton. . . . Jimmy Toppl adding a third local ballroom to his local operations in taking over the Moore Hall which will be completely re-styled. Already operates the White Orchid and the Imperial ballrooms. . . . Don Remuldo now setting up the rhythms at Smiley's on-the-boomd. . . . Planted Ben Greenblatt will be in charge of the orchestra aboard the S. S. United States this summer set for the "Ring-A-Love," produced by KDKA Radio July 15 at the North Hills Shopping Center.

Brian Hyland spent a day here planning his latest ABC-Par waxing of "Let Me Belong to You," backed by Jay cabin, newly appointed ABC-Par publicity man for this area. . . . Jimmy Brown, the King Record star, will headline at the "Party Pleaser." (Continued on page 12)

How to make your money grow with your family

They'll need more than paper savings bonds and a passbook for a secure world to grow up in. U.S. Savings Bonds now are a stronger America. Buying them helps your country assure freedom's security.

The only bills that don't grow bigger. Finance with your kids are dollar bills. You can make your dollars grow too—by investing them in U.S. Savings Bonds. Say you start to put $10.25 a week into U.S. Savings Bonds when your daughter is three years old. By the time she's a high school student and wants shoes and dresses and the beauty shop for herself instead of the new doll—you'll have close to $3,000 to help her meet these "growing-up expenses." And over $800 will be earned interest.

Why U.S. Savings Bonds Make Good Saving Sense

1. You invest without risk. You now earn 5% interest to maturity. You can save automatically through the Payroll Savings Plan. You can buy Bonds at any bank. Your Bonds are protected against loss, fire, even theft. You can lose your money—You save more than money—you save shares in a stronger America.

2. You save more than money with U.S. Savings Bonds.
WITH THE COUNTRY JOCKEYS

BY BILL SACHS

"I'm still programming eight hours of country music daily and still getting results from the sponsors," typewrites Tom Reeder, general manager and deejay at WYAL Radio, Scotland Neck, N. C. "We are opening two new stations, WKNX, Ashland, Va., which will serve the Richmond, Va., market, and WARI, Abbeville, Ala., which will pro-
gram eight hours of country music daily on each of these stations." Tom says biggest response of the moment is coming from Bill Anderson's "Po Folks," George Jones' "Tender Years," Warren Smith's "Old Lonesome Feeling" and Bill Carlisle's "Have a Drink on Me."

Johnny Duane, c.d.w., jock and director of country music at WKNX, has resigned his post there to take a similar position at WQDM, NBC outlet in Havre, Mont. Duane is in charge of all c.d.w. program-
ing at WQDM, in addition to serving as farm director of the station, and he asks that artists and disc jockeys review their mailing lists to have records reach him at WQDM, P. O. Box 70, Havre, Mont. Johnny programs three hours daily, music 8:31 p.m., Mondays thru Fridays ... Tommy Good postals that he's still playing c.d.w. music at KCKC, San Bernardino, Calif., but that he's been doing many of his programs from Long Beach, Calif. He asks that the records and record firms cancel his personal listing in San Bernardino and change his ad-
dress to Box 5396, Long Beach 3.

"I've just returned from a vaca-
tion in Nashville," writes Charlie Geter, KSXW, Woodward, Okla., and "I'm convinced that the nicest people in the world live here. And they're in the music business. We visited many publishers and artists and they all went out of their way to make us feel at home. I took my tape recorder along, and did a lot of hardy interviews for my shows. I learned many things about the business that will help me tremendously with my rec-
cord shows."

Churchill Stereo Files Offer for 105,000 Shares

WASHINGTON — Churchill Stereo Corp., a Brooklyn firm which assembles stereo, hi-fi, radio and TV units into console furni-
ture, and sells them as units or separate parts, through the retail outlets in the New York metropoli-

tan area, is marketing a stock offering with the Security and Exchange Commission. The company plans to use the money to finance new products and hifi products under the name "Churchill Stereo Corp."

SEC says the offering would reg-
sister 105,000 shares of common stock and a like number of attached 5-year warrants, to be offered in units of one share and one warrant, at $3.60 per unit. Warrants are exercisable in full or in part at any time to $5 per share. Underwriters are headed by Lebowitz & Co.

Net proceeds from the sale of units will go to finance new products, discharge certain obligations and develop and promote a line of hifi and stereo products and components parts under the name "Churchill." Jack D. Dibbler, president, and Ber-


PHILADELPHIA

Good Things Happen When You Help!

Top Flight Record Company, a newcomer to local labels, is under the aegis of Clifford Brishoff and Margaret Copsey. New firm is the brainchild of John Copsey, better known as "Pitter Patter," are under the personal management wing of Harold M. Robinson, head of Robinson Motor Sales, the city's largest auto dealers ... Barry Abrams, who just shelved records in 'For the Record' o.w. "Happy Birthday to Me," will middle-sibble it with Renee Newman... Rock's Records still another label setting up shop locally has Regional Morrison, John Hinwood and James M. Ross at the helm ... Chuck Carver's latest Mercury album, "Danceable Dixieland," was waxed live at Drexelbrook Club here by Richmond Records ...
FIRST THINGS FIRST
THE FIRST LADY OF SONG
THE FIRST HIT
OF THE SUMMER

MR. PAGANINI
SUNG BY
ELLA FITZGERALD

VERVE VK10237

THE FIRST LADY OF SONG IS ON VERVE RECORDS

WE WANT LETTERS! Get your hands on this blockbuster right now! A FREE box of 25 records will be sent to the first 100 ops and 100 dealers who write to Ella, Verve Records, Box L 1540 Broadway, N.Y. 36, N.Y.
AGVA to Hit Philly Record Hops Tactics

PHILADELPHIA—The dealy record hops, long a sore spot with record distributors and recording artists, are about to be a thing of the past, said Randone. "We're going to insist on payment, for the artist whenever an album is delivered. They tell me of certain disc jockeys who don't pay for their records. If they want to be on their lists of recordings, they must pay their old salesmen for the disc jockey record hops in this future."

Some of them are working as acts as agents for the old Randone. "We're going to insist on payment, for the artist four or five weeks after an album is delivered. They tell me of certain disc jockeys who don't pay for their records. If they want to be recommended to any of our record stores, they must pay their old salesmen for the disc jockey record hops in this future."

According to some local distributors, it's no secret that many artists are making the rounds of the major disc jockey record hops here can even get their discs played on the Jukebox stations. However, the artists hope is that by getting a place for their record, not actually played on the air, the record companies can reduce their local sales demand for the disc, thereby landing it on Philadelphia station programming schedule in the future.

YESTERYEAR'S HITS

Change of tone programming from your librarian's shelves, featuring the hits that were in the limelight in the five years ago and 10 years ago this week. Here's how they ranked on the Billboard charts then.

POP—5 Years Ago

JULY 28, 1956
1. I Want You, I Love You, I Need You, Elvis Presley, RCA Victor
2. I Love You, I Love You, I Love You, Billie Holiday, Capitol
3. I'll Walk Beside You, Johnny Mathis, Columbia
4. I'll Keep Your Love In Mind, Bing Crosby, Decca
5. I Have Been Loving You, Nat King Cole, Capitol

POP—10 Years Ago

JULY 28, 1951
1. I Love You, I Love You, I Love You, Billie Holiday, Columbia
2. I'll Walk Beside You, Johnny Mathis, Columbia
3. I'll Keep Your Love In Mind, Bing Crosby, Decca
4. I Have Been Loving You, Nat King Cole, Capitol
5. I Love You, I Love You, I Love You, Bing Crosby, Decca

AL TRILLING
Music Writer

Besides a good voice, I study their personalities, way of singing a song, and that's all. I can't force people to perform, so I am a music writer. Steve Lawrence meets all these requirements and more. He is a true artist with a good voice, which is all age, Bobby Rydell's immutable style and many skills and talents. I was lucky to find him with all age groups. Others who show great promise are Andy Williams, Brook Benton and Jimmy Rodgers. In the female department, E d y d e German, Connie Francis and Brenda Lee have all the requirements.

PROGRAMMING PANEL

THE QUESTION

Which of the young recording artists of today do you think will have the stature of Crosby or Sinatra by 1970?

THE ANSWERS

STAN KARAS
WJTN, Wheaton, Ill.

Only one young singer, to my knowledge, will be able to fill the bill of Sinatra and Crosby by 1970. That is Bobby Rydell. He is close to Bobby for some time to prove himself and his record albums. He has the same kind of personality and the same kind of a recording as his father. He is going to be a star in York's Copa. At 18, with all this talent, his future is as bright as should more than triple by 1970.

BOB ARMSTRONG
WIBY, New York, N. Y.

Frankly, I don't think any new 1950s artist will keep the musical and purely professional stature of Crosby and Sinatra. Pompilious rude people are La Rosa, DeRone, Hamilton, and the yuppies. Real talent is still too thin on the market, so Bob Armstrong, Harry Callahan, and others who are not in the recording business should establish their name before 1970.

BILLY J. JOHNSON
WBBZ, Vincennes, Ind.

I think that Bobby Rydell has a good chance to reach the stature of Crosby or Sinatra by 1970. The reason is because he has the right type of talent, and his work fits in with the Steel Pier and entertainment field. That gives him the best chance of succeeding. He is very versatile, and so is Bobby. Bob Armstrong, Harry Callahan, and others who are not in the recording business should establish their name before 1970.
LIGHTNING STRIKES TWICE!

ONE YEAR LATER:

LET ME BELONG TO YOU
b/w LET IT DIE
ABC-10236

BRIAN HYLAND
ABC-PARAMOUNT'S NEWEST SINGING STAR
HITS AGAIN

ORDER 'EM NOW! ORDER PLENTY!
YOU'RE GONNA NEED 'EM ALL!
NEW DEALER PRODUCTS

Braun Short Wave Phono Set

Clairtone of Canada has just concluded an agreement to market the imported German Braun line of radio receivers in the United States. Featured here is the Model SK-6 AM/FM, short-wave radio and stereo record player, table model unit. The unit employs a single-sided record player. Suggested retail price is $118.95.

Granco Bows Multiplex Set

Granco, one of the first firms to market an FM stereo multiplex receiver, has introduced this 19-inch-long table model. Satellite speakers can be extended as desired from the set. Phonograph jack is included to receive the output of a phonograph record player. Suggested retail price is $118.95.

Teletone Portable Package

Featured promotional package in the new Teletone line consists of this five-speed amplified portable phonograph recording case for 50 disks, a record rack for 25 records, a 6 v.p.m. hit disk and an attractive counter display shipping container for impulse buying. List price for the complete package is $29.95.

Sunpower Portable Radio

Hoffman Electronics has introduced this unique, unpowered stationary radio, Model M709. Sunlight striking the panel of silicon solar cells along the top of the set provides enough energy to run the receiver. The 16-in. unit also includes a battery for use in sunshine. Price is not available. The unit carries a suggested retail price of $49.95.

BEST-SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

PHONOS LISTING BETWEEN $61 AND $80

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Continued from page 6

Big Ad Budget Record Execs Speak Out At SORD Chicago Convention

Continued from page 1

Music-phonograph Merchandising

suit,” he noted, “through unpleasing legal implications, inflicting the problems and discomforts of a changing industry. These changes could result in a reduction of dealer response. Poor inferences are based on the rank order of manufacturer’s sales at each dealer, and weighted by size of dealer. Only manufacturers earning 2% or more of the totals of dealer points of sale will be reflected.

Music-phonograph Merchandising

BIG SHOT IN PHILLY

“Continued from page 6

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<td>4</td>
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<td>Birch</td>
<td>4.9</td>
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<td>9</td>
<td>6</td>
<td>Capitol</td>
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</tr>
<tr>
<td>10</td>
<td>8</td>
<td>RCA Victor</td>
<td>3.7</td>
</tr>
</tbody>
</table>

NEW DEALER PRODUCTS

Braun Short Wave Phono Set

Clairtone of Canada has just concluded an agreement to market the imported German Braun line of radio receivers in the United States. Featured here is the Model SK-6 AM/FM, short-wave radio and stereo record player, table model unit. The unit employs a single-sided record player. Suggested retail price is $118.95.

Granco Bows Multiplex Set

Granco, one of the first firms to market an FM stereo multiplex receiver, has introduced this 19-inch-long table model. Satellite speakers can be extended as desired from the set. Phonograph jack is included to receive the output of a phonograph record player. Suggested retail price is $118.95.

Teletone Portable Package

Featured promotional package in the new Teletone line consists of this five-speed amplified portable phonograph recording case for 50 disks, a record rack for 25 records, a 6 v.p.m. hit disk and an attractive counter display shipping container for impulse buying. List price for the complete package is $29.95.

Sunpower Portable Radio

Hoffman Electronics has introduced this unique, unpowered stationary radio, Model M709. Sunlight striking the panel of silicon solar cells along the top of the set provides enough energy to run the receiver. The 16-in. unit also includes a battery for use in sunshine. Price is not available. The unit carries a suggested retail price of $49.95.
THE BALLOON SONG

GARY AND HIS FRIENDS

JOSIE #890

CHECK THESE SMASHES BY JAY-gee

- HAVE A DRINK ON ME... "On the Charts" by Buddy Thomas... Todd #1063
- I DON'T CARE b/w THAT HAPPY DAY... by Ted Tally... Gold Eagle #1810
- SHE SAYS SHE WANTS TO DANCE... by Bobby Freeman... Josie #889
- TENNESSEE... by The Todd... Todd #1064
- SINCE GARY WENT IN THE NAVY... by Roberta Wynn... Jubilee #5405
- CLOSE YOUR EYES... by Lou Jordan... Josie #888
- HEAVEN NEEDED AN ANGEL... by Al Alberts... President #102
- NOT ONE TEAR b/w LOVER... by Dorothy Collins... Gold Eagle #1809
- LONEY ROAD... by The Passions... Jubilee #5406

Nationally Distributed by
JAY-gee RECORD COMPANY, INC., 318 West 48 St., N. Y. 36
Gallagher Named

- Continued from page 4

would hope it is added information to those who receive it. Nothing more, nothing less."

CHANGE OF THEMES: Alan Henry, formerly general manager of WWAJ, Millville, New Jersey, has been named by Al Julius to replace Bill Pierson at KTLM, Denver. Pierson will devote his full time to his broadcast station in Kalispell, Montana, and the National Theater in Israel. Also new at KTLM is George Town, who joined the outfit as publicity-promotion director. Tew will continue to handle the airplay activities of KTLM.

"Lucky" Pierre is leaving WBNY, Buffalo, after seven years, to join KIDJ, Los Angeles, effective August 1. . . . Joe Shuman, who has been with KXBT, Seattle, for 15 years, is on duty with the U. S. Army. He will take over the 10:00 p.m. until further notice. "Jock on the Board" on Tuesday and Thursday nights and "Sunday Best," from 3 to 5 p.m.

Al Schneider (who uses the air name "Buck" George) WMOO, Brunswick, Ga., is anxious to reach Tom Clay, who recently left WQTE, Detroit. . . . Charles Lukay, program director of KONP, Port Angeles, Wash., reports that the outlet has installed a new "Top 40" format. New spinners at KONP include Jack Chapman, John Hooper, and Walter Smith. Lukay will continue to handle the early morning time period.

Sid Trundick, production and operations manager of WNTA, Newark, N. J., has received a personal call from a pointed program director by E. Jonny Graft, who recently succeeded Ted Steele as general manager of that outlet. . . . Clarence "Bud" Scott, WJZJ, San Juan, P.R., has returned to WPIL to supervise the New Orleans. His new show will be aired from 4 to 6 p.m. Monday through Saturday nights. . . . Steve Brown, ex-KTNL, Denver, has joined KDBO, San Diego, Calif., as program director. . . . Jack Sampson, general manager of KOMA, Oklahoma, has been appointed a vice-president of the Sherk Broadcasting Company.

"THIS 'N' THAT: Free-lance record programmer Bill Garth, San Francisco, is in the field to scout out an emerging company... In a public service move, program director Orla H. Everson Jr., KBXJ, Muskogee, Okla., has scheduled a series of one-minute direct reports from the State Employment Office, listing available jobs. Excellent office, "They're hiring is giving away free coffee to its listeners. Each day WNTA announces that his clients can get a "cup of coffee on WNTA" merely by calling and saying that WNTA sent them. Every day a different restaurant is announced and participation by any one cafe is limited to once a week.

Deejays in Hot Weather Move

- Continued from page 14

River" and "It's a Lovely Day Today." . . . Stan WABC, New York, last week, launched a beach hunt which will continue throughout the summer. "Listeners will be given clues designed to help them identify "Stam" deejays who will be on the air throughout the whole summer, handing out WABC "clues" to people who correctly identify them. Temperature statistics are again in the air, according to this week's WABC. Ten deejays are conducting an "It's a hot day" campaign by WABC is conducting an fourth of July contest on "It's a hot day" contest. Every day, five and a picnic cooler goes to the listener who guesses the correct temperature at noon. If the temperature reaches 100 degrees at a "hot day" contest, the winner of the contest also receives an RCA Whirlpool cooler, remote all-airSaturday and Susan's Cinema. Two deejays at KSTT, Denver, will host a contest this summer as part of a campaign for the summer. The program, sponsored by the "Hot Weather" contest, will be held during the summer season and will be broadcast on the local hot-air balloons.
TONY ORLANDO'S GOTT ANOTHER SURE THING!

"BLESS YOU"
B/W AM I THE GUY 5-9452
Another winner from the "Halfway to Paradise" boy.
PRODUCED BY NEVINS-KIRSHNER
American stock. Anyone, including the consumers, seems able to get ahold of it with ease. Sales of printed disks were, until recently, simply not a part of the country's musical experience. Now, as a result of increasing demand and consumer interest, the sales are very impressive. Many American artists are following close behind. In the future, American sales will be large, and the trend towards smaller records will continue. This is a very significant trend in America, and it is predicted that the trend will continue for some time to come. The only way to stay ahead is to stay well ahead of the trend. The record companies are well aware of this, and they are preparing to meet the challenge. The American market is very large, and the trend towards smaller records is very strong. The trend will continue, and the record companies are ready to meet the challenge. The trend will continue, and the record companies are ready to meet the challenge.
TO ALL RECORD DEALERS:

Pubs Prep for Festival Hit

By RALF MATAS
Editor, Discography
32 16th Street, Columbus, Ohio

The Spanish world music of which could have a new overnight hit. Benidorm's Spanish Song Festival two years ago launched "O Telegrafa" (A Telegram) which has been "recorded" three times in different versions. Last year "Comunicando" jumped to stardom at the end of the festival. This year's offering of the third Bienal Festival, music publishers are trying to get the rights to this song so that they can become the winners. Everybody thinks he has signed the "No. 1" hit. It could mean good money for at least the coming six months.

Javier Flota is a new singer here. The son of famed Miguel Flota, Javier, aged 22, has appeared in numerous films, and he has made his film debut in "El Canto de la Pava." He has made his concert debut in Madrid, and he has returned to his home in Madrid, where he has appeared in numerous films and television programs. Flota is a young and promising artist, and he is expected to make a name for himself in the music industry.

SPAIN

Two British Tunes Due in America; Fabian 'Down South' Disk on Way

By DON WEDGE
News Editor, New Musical Express

"Down South," composed and recorded here by the Leneah Sisters, has been assigned to the U.S. and Canada by publisher Herbert Wise's Imperial Music, Inc. It has been recorded by Fabian and is awaiting release. Another Teller number, "Sunny," an instrumental composed by Woodman, has been assigned to Leech Music in a deal negotiated with Leech by Wise. Imperial Music has a blanket agreement with the Leneah Sisters for world rights except for France and America. In the former case, first rights are assigned to Gerard J. Souza of Paris.

Visitors

Milton Halsey is expected to return for talks about Reprise licenses. The company has had talks with English Decca on releasing policy, and RCA Victor has been visiting London for talks with the London firm. Orrie Hinds, the British composer, Jimmy Van Heusen and Sammy Cahn are visiting again at the request of the American publishers.

Peggy Lee arrived for her European tour in a private jet, and Merrick Moore has flown in from Moscow with her. Her tour will take her to Sweden, France and England. The tour will be televised, and there will be three television engagements for ATV.

Publisher Business

Tim Pan Alley Music has started a road show for "La Pampa." Dick Shorts has released Jimmy Monroe's "Mom's, a Mickey, a former exploitation head, has released "A Big Mistake." You're Rich in New York.

HOLLAND

Artone Artists Doing Well
With Two Strong New Sides

By HENRY J. S. WAPPERM, Editor, Philipsazine
P. O. Box 43, Amsterdor

Daisy Bell's first American recording "Embraceable You," which is being offered in Holland, has been sold to some foreign markets, including Australia, New Zealand and Japan, by Artone Gramophone R. C. Another Artone star, Eddy Christian, has also been successful with his "Marlattine" single. New Dutch rock sensation is Johnny and his other Rockets, with immense success in their recent T.V. appearances. Their first disk on Decca "Exodus," has just been released.

Dick Shorts

Paul Arke's "Dance On Little Girl," released by Artone, received a big response from the Dutch teen-agers. Arke had to round up his disk until he found a place to meet local demand.

Visitors

Les Trio Meistrenek, the French singing trio, were invited to Artone in Holland last week and enjoyed great success. They featured "Je t'aime," a "Chanson" by Leo Ferré, that is released by Fonotone on an EP... The Belgium group, the Courtine, was given a song from golden disk "Kik-Vanck," as part of the Breda Music Festival July 24.

MEXICO

Orfeon Co Denies Firm Bankruptcy

By OTTO MAYER-SERRA
Apartado 8688, Mexico City

For several months, rumors circulated in Mexico that Orfeon, an "Ed Sull" record company, was on the verge of bankruptcy. As a result, Orfeon, the largest record company in Mexico, has announced that it is not in financial trouble and that its operations are proceeding normally.

JAMES BROWN

"BABY, YOU'RE RIGHT"

b/w "I'LL NEVER LET YOU GO"

KING 5534

(Continued on page 42)
Frank Sinatra
Come swing with me!

Come swing with us!
15% CASH DISCOUNT OFF REGULAR DEALER PRICES!
100% EXCHANGE UP TO 100 LPs

SEE YOUR CRDC REPRESENTATIVE TODAY!
ALBUM PROGRAMMING & BUY BILLBOARD

TOP LPs BY CATEGORY

Help to dealers buy and control properly display inventory, and to help broadcasters program, the 200 Best Selling LPs are here with list of type of music and arranged alphabetically. The same 200 LPs are listed in order of sales strength on the cardboards insert.

**INSTRUMENTAL LPs**

<table>
<thead>
<tr>
<th>Title (Label)</th>
<th>(St usage)</th>
<th>Top LP Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hand and Dust / BEST OF THE POPULAR PIANO CONCERTOS (VPR)</td>
<td>(69)</td>
<td>44</td>
</tr>
<tr>
<td>Blue Note (VPR)</td>
<td>(50)</td>
<td>33</td>
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<tr>
<td>CALCIOTTI (VPR)</td>
<td>(66)</td>
<td>32</td>
</tr>
<tr>
<td>PALMIRA (VPR)</td>
<td>(56)</td>
<td>31</td>
</tr>
<tr>
<td>MEMORIES ARE MADE OF THIS (VPR)</td>
<td>(78)</td>
<td>24</td>
</tr>
<tr>
<td>MR. LUCKY BOSS (LCA)</td>
<td>(66)</td>
<td>23</td>
</tr>
<tr>
<td>ORANGE RECORD SPECIALS (VPR)</td>
<td>(79)</td>
<td>22</td>
</tr>
<tr>
<td>PIANO FORTE (VPR)</td>
<td>(78)</td>
<td>21</td>
</tr>
<tr>
<td>SAIL AWAY LEAVES ME (LCA)</td>
<td>(66)</td>
<td>20</td>
</tr>
<tr>
<td>SAIL IT WITH MUSIC (C)</td>
<td>(79)</td>
<td>19</td>
</tr>
<tr>
<td>SONG OF SPAIN (VPR)</td>
<td>(80)</td>
<td>18</td>
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<tr>
<td>SOUL OF SPAIN (VPR)</td>
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<td>17</td>
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<tr>
<td>STARS ARE BORN (C)</td>
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<td>16</td>
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<td>TEMPTATION (C)</td>
<td>(80)</td>
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<tr>
<td>TECHNOLOGY (C)</td>
<td>(80)</td>
<td>14</td>
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<tr>
<td>YELLOW BIRD (VPR)</td>
<td>(80)</td>
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</tr>
<tr>
<td>AL MIGHT, THE GREATEST HORN IN THE WORLD (VPR)</td>
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**VOCAL LPs**

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<tr>
<td>YESTERDAY (LCA)</td>
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<tr>
<td>EXODUS TO JAZZ (VPR)</td>
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<td>43</td>
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<tr>
<td>WHITE MAN'S BURDEN (LCA)</td>
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<td>AL MIGHT, THE GREATEST HORN IN THE WORLD (VPR)</td>
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<td>TIME OUT (C)</td>
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**SHOW MUSIC**

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<td>CARNIVAL (G)</td>
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<td>FERRIS WHEEL (C)</td>
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<td>MUSIC MAN (C)</td>
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<td>MY FAIR LADY (C)</td>
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<td>THE SOUND OF MUSIC (C)</td>
<td>(78)</td>
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<td>SOUTH PACIFIC (C)</td>
<td>(78)</td>
<td>6</td>
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<tr>
<td>TENNESSEE (C)</td>
<td>(78)</td>
<td>5</td>
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<tr>
<td>UNKINNEA MOLLY BROWN (C)</td>
<td>(78)</td>
<td>4</td>
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<td>WILDCAT (C)</td>
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**GOODBYE AGAIN**

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<td>BAGS &amp; TRANE</td>
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<td>ALL FOR LOVE (C)</td>
<td>(78)</td>
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</tr>
<tr>
<td>AMERICA (C)</td>
<td>(78)</td>
<td>10</td>
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<tr>
<td>AMERICA'S TOGETHER (C)</td>
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**SOFTY SANGED**

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<tr>
<td>AMERICA (C)</td>
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**CLASSICAL & SEMI-CLASSICAL LPs**

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<td>BEETHOVEN: WELCOMING VICTORY (LCA)</td>
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<tr>
<td>THE LORD'S PRAYER (LCA)</td>
<td>(78)</td>
<td>11</td>
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<tr>
<td>CHERUBINES (LCA)</td>
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**RIVEL CONCERTO IN D FOR THE LEFT HAND**

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<tr>
<td>PROKOFIEV: CONCERTO NO. 3 IN C</td>
<td>(78)</td>
<td>12</td>
</tr>
</tbody>
</table>

(Continued on page 35)
DELLA'S GOT A NEW ONE, A BLUE ONE, A GREAT ONE!
Real beltin' Della delivery... yet sad, very sad... so sad you'll cry all the way to the bank with the money it makes! c/w "I POSSESS." Arranged by Stan Applebaum. Also available in 45 RPM.

DELLA REESE "A FAR FAR BETTER THING"
#7884
<table>
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<th>#</th>
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<td>TOSSTAN &amp; TWINNIN'</td>
<td>Edsel, SME 60002</td>
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<tr>
<td>51</td>
<td>40 30 22 HEART AND SOUL</td>
<td>Chiffons, GRT 1010</td>
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<tr>
<td>22</td>
<td>26 26 TOMORROW (COULD BE THE NIGHT)</td>
<td>Four Tops, Motown, V-1050</td>
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<tr>
<td>26</td>
<td>27 9 YOU CAN'T SIT DOWN (Part II)</td>
<td>Four Tops, Motown, V-1050</td>
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<td>13</td>
<td>50 61 70 NO, NO, NO</td>
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<td>24</td>
<td>39 29 YOULL ANSWER TO ME</td>
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<td>69 57 GIVE A MAN A CHANCE</td>
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<td>79 88/runaround</td>
<td>Booker T &amp; The MG's, Stax, 806</td>
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<td>69</td>
<td>42 41 91 SHOULD I</td>
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<td>110</td>
<td>52 62 61 QUIET A PARTY</td>
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<td>87</td>
<td>19 21 97 READY FOR YOUR LOVE</td>
<td>Hazel, Vee-Jay, 25011</td>
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<td>56 69 84 A YEAR</td>
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<td>62 50 46 BETTER TELL HIM NO</td>
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<td>127</td>
<td>58 77 92 MY TRUE STORY</td>
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<td>75 67 65 THE CHARLESTON</td>
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<td>154</td>
<td>63 60 65 HILLBILLY HEAVAN</td>
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<td>61 09 83 TIME WAS</td>
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<td>158</td>
<td>87</td>
<td>WHAT A SWEET THING THAT WAS</td>
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<td>65 94 98 ONE SUMMER NIGHT</td>
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<td>66 78 95 PRINCESS</td>
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<td>92 2</td>
<td>A THING OF THE PAST</td>
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<td>72 91</td>
<td>MIGHTY GOOD LUVIN'</td>
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<td>71 73 99 PEANUTS</td>
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<td>NAO</td>
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<td>I'M TELLING YOU</td>
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<td>175</td>
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<td>I DON'T WANT TO TAKE A CHANCE</td>
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<td>176</td>
<td>77 91 80 TENNIS YEARS</td>
<td>Gladys Knight &amp; The Pips, Motown, M-1185</td>
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<td>81 88 77 TAKE A FOOL AND MEND</td>
<td>Gladys Knight &amp; The Pips, Motown, M-1185</td>
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<td>178</td>
<td>13</td>
<td>AS IF I DIDN'T KNOW</td>
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<td>179</td>
<td>82</td>
<td>MESSAGES FROM THE PIPS</td>
</tr>
<tr>
<td>180</td>
<td>93</td>
<td>WATER BOY</td>
</tr>
</tbody>
</table>
JOHNNY DOES IT AGAIN!
His 5th smash hit in a row

“I’VE GOT A LOT OF THINGS TO DO”
B/W
“GIRLS”

JOHNNY BURNETTE

LIBERTY
FIRST IN THE FOREGROUND OF SOUND
## 150 Best Selling MONOURAL LP’s

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title, Artist, Label</th>
<th>Week</th>
<th>Rank</th>
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<th>Week</th>
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<tbody>
<tr>
<td>1</td>
<td>3 STARS FOR A LONELY NIGHT, ROY ORBISON</td>
<td>1</td>
<td>1</td>
<td>HAPPY TIMES SING ALONG WITH MOTHER, DOROTHY MOLYNEUX</td>
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<td>2</td>
<td>CANNONBALL</td>
<td>1</td>
<td>2</td>
<td>HATRED BUT HONOR, VOL. 1, DUKE ELLINGTON</td>
<td>15</td>
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<tr>
<td>3</td>
<td>I VOW TO YOU, GEORGE AND ANNE DUFFY</td>
<td>1</td>
<td>3</td>
<td>50 MEMBERS ARE MADE OF THIS, DUKE ELLINGTON</td>
<td>15</td>
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<td>4</td>
<td>4 MY DAYS WITH YOU, DUKE ELLINGTON</td>
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<td>4</td>
<td>HAMBURG SYMPHONY ORCHESTRA TRIO, VOL. 1, SHELLAC</td>
<td>15</td>
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<tr>
<td>5</td>
<td>HABIT OF HOMICIDE, DUKE ELLINGTON</td>
<td>15</td>
<td>5</td>
<td>SOLID EVIDENCE, DUKE ELLINGTON</td>
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<td>6</td>
<td>HEY OH SUNDAY, DUKE ELLINGTON</td>
<td>15</td>
<td>6</td>
<td>KENDALL KING</td>
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<td>I CAN'T MEAN IT, DUKE ELLINGTON</td>
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<td>7</td>
<td>RICK IS IN, BILL VAUGHAN, BEL S 2344</td>
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<td>RICK IS IN, BILL VAUGHAN, BEL S 2344</td>
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<td>BLESSING OF LOVE, BILL VAUGHAN</td>
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<td>9</td>
<td>I'M IN LOVE WITH YOU, BILL VAUGHAN</td>
<td>15</td>
<td>9</td>
<td>A KILLER'S DREAM, BILL VAUGHAN</td>
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<td>10</td>
<td>IT'S NOT SAFE, BILL VAUGHAN</td>
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<td>ceknoto, BILL VAUGHAN</td>
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## 50 Best Selling STEREO LP’s

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<td>WOODY WOODROW LOOKS AT LOVE AND LUST, WOODY WOODROW</td>
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<td>2</td>
<td>CANNONBALL</td>
<td>1</td>
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<td>PROOF AND BEST, ROY ORBISON</td>
<td>15</td>
</tr>
<tr>
<td>3</td>
<td>I VOW TO YOU, GEORGE AND ANNE DUFFY</td>
<td>15</td>
<td>3</td>
<td>66 HITS BUT HONOR, VOL. 1, DUKE ELLINGTON</td>
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<tr>
<td>4</td>
<td>4 MY DAYS WITH YOU, DUKE ELLINGTON</td>
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<td>50 MEMBERS ARE MADE OF THIS, DUKE ELLINGTON</td>
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<td>HAMBURG SYMPHONY ORCHESTRA TRIO, VOL. 1, SHELLAC</td>
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<td>SOLID EVIDENCE, DUKE ELLINGTON</td>
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<td>6</td>
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<td>15</td>
<td>6</td>
<td>THE LORD'S PRAYER, DUKE ELLINGTON</td>
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<td>A KILLER'S DREAM, BILL VAUGHAN</td>
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<td>8</td>
<td>IT'S NOT SAFE, BILL VAUGHAN</td>
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<tr>
<td>9</td>
<td>I'M IN LOVE WITH YOU, BILL VAUGHAN</td>
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<td>9</td>
<td>I'M IN LOVE WITH YOU, BILL VAUGHAN</td>
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<td>IT'S NOT SAFE, BILL VAUGHAN</td>
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</table>
Romantic as a tropical night

SENSATIONAL
STEREO BREAK-THROUGH

NEW CONTINENTAL 2
STEREO ROUND

New AMI presents the only self-contained stereo jukebox. Wonderful, new stereo realism is now available for any location, without remote speakers! Using an entirely new sound principle, the Continental 2 plays 33 1/3 RPM stereo or 45 RPM monaural records interchangeably—adds new beauty to both. The cabinet is a marvel of sophisticated modern styling, combining eye-catching trim with glowing Parisian Red. All equipment is standard—nothing extra to buy. Add the time-saving feature of simplified programming and you'll know why the Continental 2 is the year's biggest money-making news for operators. Ask about the Big Challenge program that rewards you with valuable prizes, paid vacations. See your AMI distributor now, or write the AMI sales office, 5075 W. Lexington St., Chicago 44, Ill.
Businessmen invest more than twice as much money advertising in Billboard Music Week. They actually buy nearly a million more lines of advertising per year in Billboard Music Week than in the next publication.
### EASY LISTENING

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<td>TERRY ANN TURNER</td>
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</tbody>
</table>
SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

Records shown here are important to buyers and programmers because this measurement of local popularity may well influence popularity and sales on a national scale in the weeks ahead. These records have shown strong local sales increases during the last ten days to two weeks, but are not necessarily best sellers in their markets. Records selling strongly in a sufficient number of markets have this national strength reflected in the Hot 100 chart this week.

NEW YORK
- "I'M SO HAPPY" (TRA LA LA) - Dianes, Golddisc
- "IN TIME" - Steve Lawrence, United Artists

CLEVELAND
- "SHOULD I WAIT" - Johnny Mathis, Columbia
- "ST. LOUIS BLUES" - Covens, Parkway

PHILADELPHIA
- "I'M SO HAPPY" (TRA LA LA) - Dianes, Golddisc
- "PAPAGONS, TOP" - Dianes, Golddisc
- "IT'S GONNA WORK OUT FINE" - Ike and Tina Turner, Sue
- "NEW ORLEANS" - Clyde McPhatter, Mercury
- "TWO TICKETS TO PARIS" - Papagons, Top
- "IN TIME" - Steve Lawrence, United Artists

ST. LOUIS
- "MY CLAIRE DE LUNE" - Steve Lawrence, United Artists

CHICAGO
- "JIMMY LOVE" - Cathy Carroll, Triadex

Baltimore-Washington
- "IT'S GONNA WORK OUT FINE" - Ike and Tina Turner, Sue
- "STARLIGHT" - Preludes Five, Pid
- "A LITTLE BIT OF SOAP" - Jorma's, Louute

Detroit
- "DOES YOUR CHEWING GUM LOSE ITS FLAVOR ON THE BEDPOST OVER NIGHT" - Lennie Donegan, Dot
- "I NEVER KNEW" - Clyde McPhatter, Mercury

Boston
- "JIMMY LOVE" - Cathy Carroll, Triadex

Pittsburgh
- "MY CLAIRE DE LUNE" - Steve Lawrence, United Artists
- "IN MY HEART" - Al Hirt, RCA Victor

BEST BUYS IN RECORDS

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

POP
- "YOU DON'T KNOW WHAT YOU'VE GOT" (Until You Lose It) - RAL DONNER
- "DON'T BET MONEY HONEY" - LINDA SCOTT
- "I'M GONNA KNOCK ON YOUR DOOR" - EDDIE HUDGES
- "MICHAEL, THE HIGHWAYMEN" - (United Artists, ASCAP) United Artists 398

C&W
- "BLACKLAND FARMER, FRANKIE MILLER" - (Paige 334, BMI) Bradley 454
- "MOM AND DAD'S WAIT" - PATTI PAGE - (Bill & Range, BMI) Mercury 71893

R&B
- "IT'S GONNA WORK OUT FINE, IKE AND TINA TURNER" - (Savoy & Cope, ASCAP) Sav 749
- "THE SWITCH-A-ROO" - HANK BALLARD AND THE MIDNIGHTERS - (Florida, BMI) King 8119

-JOHNNY TILLOTSON
- "WITHOUT YOU" (Ridge, BMI) (2.96) - Here is Tilt's first since his last hit single, and it should sell just as fast. A well-metered emotional love story.

MGM 13024

WILLIAM HARTWELL
- "LONELY ISLAND" (Arron Rose, BMI) (2.71) - A deep, stirring ballad with emotional, immaculate production, best seller.

MALCOLM DODDS
- "LAUGH MY HEART" (Roosevelt, BMI) (2.10) - Doo-wopp, top voice performance, on a strong piece of material with standout lyrics. Watch it.

JOHNNY MADERA
- "VACATION TIME" (Mead, BMI) (2.10) - A top side featuring some very fine instrumental work with tricking vocal choruses, all in front of a driving beat in the current groove. Use with care.

JIMMY MAJID
- "THE FREEDOM RIDERS" (Dingle, BMI) (2.24) - Here is a wild, driving and exciting instrumental, with an added fill-in that ties the whole song together. Use with care.

JOE E. KINGS
- "SOULWREN OF MEXICO" (Progressive-Trio, BMI) (2.10) - A hard driving number with much excitement, a top side.

THE COASTERS
- "GIRLS GIRLS GIRLS" (Parts 1 and 2) (Progressive-Trio, BMI) (2.57) and (2.57) - The boys have their sharpest effort in quite a spell. Skilfully written by Lieber and Stoller, is done in straight shuffle tempo on Side 1, with a double side, rocketing beat story on Side 2. Both are top side with style and sound. Watch them.

THE COLESTONES
- "DEED I DO" (Laurel, ASCAP) (2.10) - FOR SENTIMENTAL REASONS (Duchess, BMI) (2.23) - The group has had a successful revival with this ol'ie, "Deed I Do," and for some new updates of oldies could click in A format. Both are top side with style and sound. Watch them.

JUAN KING
- "SOUVENIR OF MEXICO" (Progressive-Trio, BMI) (2.10) - A STANDOUT (Ranch, BMI) (2.62) - A good side, written by Lieber and Stoller, is done in straight shuffle tempo on Side 1, with a double side, rocketing beat story on Side 2. Both are top side with style and sound. Watch them.

THE MAGIC KING (Trio, BMI) (2.51) - DRUMS (Trio, BMI) (2.51) - A strong new artist with a pair of solidly saleable sides. First up is a good ballad sold over strong key and choruses. Backing is a stirring, masculin-styled effort that moves equally well. Either way here.

UNITED ARTISTS 342
(Continued on page 41)
ANNOUNCES ITS ANNUAL
SPOTLIGHT ON

JAZZ

COMING IN THE AUGUST 14 ISSUE

VERY SPECIAL
for all buyers and programmers of
JAZZ RECORDS AND TALENT
throughout the world.

... This wealth of interesting and practical Jazz material
and poll results ... planned, written and edited as only
Billboard Music Week’s best-in-the-business staff can do it:

BEST JAZZ RECORDINGS OF THE YEAR POLL. The top
vocalists, Instrumentalists, bands and combos as selected by the
Nation’s Top Jazz Critics.

JAZZ PROGRAMMING—Detailed analyses of how stations across
the country program Jazz.

JAZZ IN THE STORE—How dealers sell Jazz disks ... with new
ideas on merchandising.

... and many more features of interest to Jazz deejays, dealers
and operators.

OVER 21,000 STRONG—That’s Billboard Music
Week’s all industry music-record-talent-buying circulation ... 
more than 2½ times the paid circulation of the next publication
in the music-record field!

New York, 1564 Broadway, PL 7-2800  Chicago, 188 W. Randolph, CE 6-9818  Hollywood, 1520 N. Gower, HO 9-5831

Now is the time to start plan-
ing your big-time, hard-
hitting advertisement ... deadline August 9 ... regular
rates apply! Call your nearest
BMW office now.
The pick of the new releases:

**SPOTLIGHT SINGLES OF THE WEEK**

Best sales potential of all records reviewed this week.

*Continued from page 33*

**Country & Western**

**BUCK OWENS**

**UNDER THE INFLUENCE OF LOVE (Central, BMI)**

Two potent performances by Buck Owens that should be charted. His output has been uneven, but this time, he's bit stronger. Owens sells them both with feeling.

*Capitol 469*

**BOBBY HELMS**

**HOW CAN YOU DIVIDE A LITTLE CHILD?**

*Firefly, BMI* (240)

Bobby Helms returns to the country field with a heart-tugging performance of a weeper about divorce. Touching with a difference. "Flip is My Girl." *Decca 13288*

**SPECIAL MERIT SINGLES**

The following records have been picked for outstanding merit in their various categories because of their special qualities:

**HANK WILLIAMS**

**Faded Love**—A classy, sincere performance. The Billboards Music Staff, they deserve applause.

*Pop Disk Jockey Programming*

**HENRY JEROME ORK**

**** THEM FROM BRAZEN BRASS (Northern, ASCAP)**

**I'M NOT WORTHY OF YOU** (Brewski, BMI) (2:53) June 1841

**THE CROSS KEYS**

**SAILING AWAY** (Studios, BMI) (1:12)

**SAILING AWAY** (Studio, BMI) (1:46) Dot 16239

**SPRING SALES POTENTIAL**

**POPULAR**

**CHUCK REED**

**The Lucky Old Sea-JAMIE 119**—Exaggerating a bit, this is Mr. Reed's best in a long time. English background.

**LOUIS ARMSTRONG**

**Swingin' with Louis—LOUIS 3599**—RCA Victor's first recording of a major portion of Armstrong's long and varied career.

**BURL IVES**

**True Grit—DECCA 11211**—Ives' most complete performance in stereo. One of the most powerful records of the season.

**BOBBY WILSON**

**Singing To My Lonesome—GREAT GATSBY* (2:13)**

**BRADFORD COVENTRY**

**My Promise—MGM 1986**

**SHELBY WILLIAMS**

**Shelby Williams—MGM 1989**

**JOHNNY RODGERS**

**Cryin' About You—FLIP 1216**—One of the best in its field, a real country number.

**TOMMY FORD**

**I Can't Have You—GAGE 1000**

**LONNIE ORR**

**Lone Star—COLUMBIA 1411**—A genuine country number by an unknown. In the usual Smalltown, Kroeger manner.

**GLEN SHAW**

**You Belong to Me—COLUMBIA 1411**—A rural performance by a virgin. There's something new and different about this one.

**Ralph Bellamy**

**Mr. Bellamy—DECCA 11212**—Ralph Bellamy is not a record for every taste. It's a country and western record with a touch of the R&B era.

**KEVIN GRIFFIN**

**It's Too Far—RCA Victor 1178**—A country number by a young man who is better than some recording artists with a lot more experience.

**BUCY RICH**

**I Don't Want You—PEGGY 1012**—A record that should chart and be heard by Negroes.

**FRANKIE LAINE**

**On My Way To Dallas—DECCA 11212**

**SANDY WOODS**

**Sandy Woods—COLUMBIA 1411**—Sandy Woods is a virgin. The song is a real winner, but the recording isn't as strong as it should be.

**HELEN MUELLER**

**Try to Remember—COLUMBIA 1411**—Another country performance by Helen Mueller. The record is good, but there's room for improvement.

**THE HANDCLAPPERS**

**Knee Shot—COLUMBIA 1411**—An interesting instrumental based on the traditional "Knee Shot." "The Knee Shot" is a classic tune that needs recording in a different way.

**THE DOLPHINS**

**Mississippi—COLUMBIA 1411**—Another country and western number by the Dolphins. The record is well done, but there's room for improvement.

**DINA RASHE**

**Dina Rashe—FASHION 517**

**I'M A NEW COMER**—A new record by a new artist. The record is well done, but there's room for improvement.

**BILLY RARENTE**

**Two Little Diamonds—PARKWAY 517**

**I'm Just a Little Diamond**—A new record by a new artist. The record is well done, but there's room for improvement.

**DEREK KELLY**

**SOUND OF 517—COLUMBIA 1411**

**I'm Just a Little Diamond**—A new record by a new artist. The record is well done, but there's room for improvement.

**HENRY JEROME AND HIS ORK ORK**

**** THEM FROM BRAZEN BRASS (Northern, ASCAP)**

**DINNER WITH THE ORK**—A new record by a new artist. The record is well done, but there's room for improvement.

**HERB NOYES**

**Tell Me A Story—COLUMBIA 1411**

**I've Got A Story**—A new record by a new artist. The record is well done, but there's room for improvement.

**JIMMIE McGUIRE**

**Looks Like Love—COLUMBIA 1411**

**I'm Just A Lover**—A new record by a new artist. The record is well done, but there's room for improvement.

**JOEY JONES**

**Hey Joe—COLUMBIA 1411**

**I'm Just A Lover**—A new record by a new artist. The record is well done, but there's room for improvement.

**JIMMIE McGUIRE**

**Looks Like Love—COLUMBIA 1411**

**I'm Just A Lover**—A new record by a new artist. The record is well done, but there's room for improvement.

**HORACE SANDERS**

**Smokey Joe—COLUMBIA 1411**

**I'm Just A Lover**—A new record by a new artist. The record is well done, but there's room for improvement.

**CATHERINE JONES**

**Miss Catherine—COLUMBIA 1411**

**I'm Just A Lover**—A new record by a new artist. The record is well done, but there's room for improvement.

**DOUGLASS SANDERS**

**Cotton Breakdown—COLUMBIA 1411**

**I'm Just A Lover**—A new record by a new artist. The record is well done, but there's room for improvement.

**CYNTHIA JONES**

**Cynthia Jones—COLUMBIA 1411**

**I'm Just A Lover**—A new record by a new artist. The record is well done, but there's room for improvement.

**JOEY JONES**

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**I'm Just A Lover**—A new record by a new artist. The record is well done, but there's room for improvement.

**JIMMIE McGUIRE**

**Looks Like Love—COLUMBIA 1411**

**I'm Just A Lover**—A new record by a new artist. The record is well done, but there's room for improvement.
The Honor Roll of Hits compiles the nation's top tunes according to record sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

**RECORDINGS AVAILABLE**

(Best Selling Record Listed in Bold Face)

1. **TOSIN' AND TURNIN'** — Bobby Lewis, Hitmajor 1323
2. **ROLL WEELEY SONG** — By Chris Ole-Brook Bono — Published by Play (BMI)
3. **NEVER ON SUNDAY** — By Maha Adjaalda — Published by Enteren-Sidom (BMI)
4. **QUARTER TO THREE** — By Bessa-Geida-Anderson-Royce — Published by Play (BMI)
5. **EVERY BEAT OF MY HEART** — By Johnnie O'Neil — Published by Yello (BMI)
6. **SAN ANTONIO ROSE** — By Geo. Brazil — Published by Geo. Brazil (BMI)
7. **RINGDROPS** — By Don Clark — Published by Cored (BMI)
8. **MOODY RIVER** — By Casco Bruce — Published by Kero (BMI)
9. **HAT OFF TO LARRY** — By Del Shannon — Published by Vicki-McLaurin (BMI)
10. **DUMB DUM** — By Del Shannon — Published by Vicki-McLaurin (BMI)
11. **EVERY HEAT OF My HEART** — By George Brazil — Published by Brazil (BMI)
12. **I LIKE IT LIKE THAT** — By Del Shannon — Published by Vicki-McLaurin (BMI)
13. **HELLO MARY LOU** — By Casco Bruce — Published by Kero (BMI)
14. **TOGETHER** — By Del Shannon — Published by Vicki-McLaurin (BMI)
15. **LET'S TWIST AGAIN** — By Jeffery Sens — Published by Casco Bruce (BMI)
16. **LAST NIGHT** — By Mac-Kee — Published by Kero (BMI)
17. **HEART AND SOUL** — By Casco Bruce — Published by Kero (BMI)
18. **CUPID** — By Joe Cocker — Published by Kero (BMI)
19. **STAND BY ME** — By King-Glick — Published by Progressive-Trio (BMI)
20. **WOODEN HEART (Mass I Dream)** — By Joe B. Lewis — Published by Joe B. Lewis (BMI)
21. **RUNNING SCARED** — By Roy Glenn — Published by Acuff-Rose (BMI)
22. **SACRED** — By A. Rose — Published by Holy Ghost (BMI)
23. **THE SWITCH-A-ROO** — By Bob Baker — Published by Bob Baker (BMI)
24. **TELL ME WHY** — By Marshall Holland-Dave Carter — Published by Kero (BMI)
25. **PRETTY LITTLE ANGEL EYES** — By L-Roy — Published by S-P-H (BMI)
26. **THE FISH** — By King-Glick — Published by Progressive-Trio (BMI)
27. **I'LL BE THERE** — By King-Glick — Published by Progressive-Trio (BMI)

**SPECTACULAR (2-127)**

Various Artists, Stanley SLP 140 — A two-record album of top country tunes including, "Alaham," "Help Me I'm Falling," "Wings of a Dove," "Seasons of My Heart," etc. This album, which includes the hits of top country performers such as Roy Acuff, Merle Travis, and Hank Williams, is billed as a "special limited edition" at $4.98 and is a real buy for the country music fan.

**STRONG SALES POTENTIAL**

**JOURNEY TO LOVE**

Tony Bennett's album with ABC 352 (Sellers & Barron — This album contains a large number of Bennett's hits, including "Honeymoon," "Moon River," and many more. It's a great buy for the fan who wants to own all of Bennett's hits on one album.

**SWING SOFTLY RED**

Ray Conniff's record with ABC 352 (Sellers & Barron — This album features Conniff's rendition of "Swing Softly Red," a hit from the 1940s. It's a great buy for the fan who wants to own all of Conniff's hits on one album.

**BEST SELLING SHEET MUSIC IN U.S.**

Tune and artist are listed in order of their current national retailing performance on the sheet music market.

**Country & Western**

- "Blue Eyes of Mine" by Bob Wills
- "Steel Guitar Rag" by Gene Autry
- "Honky Tonk Blues" by Hank Williams
- "I Can't Help Myself" by Patsy Cline
- "I've Got a Gal Waiting" by Red Sovine

**POP LP's**

- "Treasure" by Frank Sinatra
- "Sings for Only the Young" by Nat King Cole
- "In the Wee Small Hours of the Morning" by Billie Holiday

**Strongest sales for all albums reviewed this week.**

(Continued from page 4)

**Copyrighted material**
MERCURY IS HOT IN ALBUMS, TOO!

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BROOK BENTON

The Boll Weevil Song
And Eleven Other Great Hits

BE SURE YOU'RE STOCKED UP ON THESE OTHER MERCURY TOP ALBUMS DURING MERCURY'S "SUMMER SPECTACULAR" PROGRAM

★ ONE FOR SIX on all new July 15th release albums.
★ ONE FOR FIVE on selected c&w albums and EP's.
★ ONE FOR FIVE on all PPS and LPS albums.

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Repeat of a SMASH! The Original

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During August Only
3 FREE on
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On 50 Starday LP's and
20 Starday EP's

Dazzling Color Jackets by
Top Pop Artists

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SPECTACULAR—SEP 140
54 of 1900 Starday 45's
in a double-pocket jacket by top name artists—retail $1.98

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COUNTRY MUSIC SAMPLER #143
14 outstanding selections from
Starday albums—top artists—
retail $1.08

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for your special and
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STARDAY

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Madison, Tennessee
Canadian Dealers Contact
Spero of Canada

DOUGLAS

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$2.47—$3.10—$3.71

1812 WEST CHICAGO AVE., CHICAGO 21, ILLINOIS (Telephone 6-7401)
6620 S. HALSTED, CHICAGO 21, ILLINOIS (Lakefront 2-2647)

SINGER ONE STOP

Free Strips

BILLBOARD MUSIC WEEK
JULY 24, 1961

• Reviews of New Albums

Continued from page 26

SALES MODERATE POTENTIAL

• GOLDEN HITS

Tiny Hill and His Orchestra—Mercury

• MAKIN' THE SCENE

The Ventures—Atlantic 8434

JAZZ LP'S

STRONG SALE POTENTIAL

• WILLIE DE PARIS ON THE RIVERA

Artists of the World—Rivera 2003—This album was recorded live at the Astoria Ballroom in France last year. It contains familiar international songs played in a bright manner by Willie De Paris and his orchestra. It features the tenor sax of Steel Miller and the tenor sax of the late Ray Could, a tenor sax of the late Ernie Miller. The tenor sax of the late Ernie Miller. They are strong fans who still like De Paris.

• MEETIN' HERE

Guitarist—Atlantic 8453—Here’s a collection of bright, swinging modern jazz features Curtis Amy on tenor and Paul Bryant on organ. That is one of the best. All the sales are strong and Amy and Bryant seem to please their fans in what they are playing. This album includes such tunes as "Blues in "Bath'" and "Angel Eyes "Great potential.

• PRETTY LADY

Lee McBee—Pacific Jazz P8-2005—Here’s the third album with McBeel imaginative composer, sometimes McBeel is accused by the very same people of being weak. This album is a great one. It features the tenor sax of the late Ernie Miller. They are strong fans who still like De Paris.

CLASSICAL LP'S

STRONG SALE POTENTIAL

• ANAKA (GDP)

Stokowski, Philadelphia Orchestra—Ernst Records—This is the first recording of the world premiere of "Anaka" by Kurt-Singer Hofstader. The piece is a work of great interest and beauty. It is the sole act of a journey into the state of a space ship. It is a work of great interest and beauty. It is a work of great importance.

• ORIGINAL SIN

Anders, John—Capitol 2409—This album was recorded by John Anders in 1959. It was produced by the famous "Original Sin" and was recorded in 1959. It is a work of great interest and beauty. It is a work of great importance.

• BACH: HUNT琴

Koussevitzky—Medici 202—Here’s a collection of bright, swinging modern jazz features Curtis Amy on tenor and Paul Bryant on organ. That is one of the best. All the sales are strong and Amy and Bryant seem to please their fans in what they are playing. This album includes such tunes as "Blues in "Bath" and "Angel Eyes Great potential.

LOW PRICED CHILDREN'S

WALT DISNEY’S STORY OF THE WILD DOG THE WOLF AND THE MOTH

The Wonderful World of Disney—ST-393—A delightfully animated story-telling experience for the little listener.

MODERATE SALES POTENTIAL

INTRODUCTION TO OPERA

Pan-American Symphonies Orchestra and Collegium Musicum—Philosophy Records—This is a work re-creating for those who wish to know more on the subject of opera in itself, an opera, in narration, the story of 2000 years of opera. It is a work of great interest and beauty. It is a work of great importance.

AN INTRODUCTION TO GREAT COMPOSERS

Harry Daves, Golden LP—Doxas performance that has a great deal to be desired, this disk should achieve a respect-able sale, for it provides young students with easily understandable explanations of the history of music. This disk is a work of great interest and beauty. It is a work of great importance.

SPECIALTY LP'S

STRONG SALE POTENTIAL

• INTRODUCTION TO ORGAN

Pan-American Symphonies Orchestra and Collegium Musicum—Philosophy Records—This is a work re-creating for those who wish to know more on the subject of organ in itself, an organ, in narration, the story of 3000 years of organ. It is a work of great interest and beauty. It is a work of great importance.

MODERATE SALES POTENTIAL

INTRODUCTION TO THE CHURCH CHOEUR

Paul Mravka—Golden LP—A chorus performance that has a great deal to be desired, this disk should achieve a respect-able sale, for it provides young students with easily understandable explanations of the history of music. This disk is a work of great interest and beauty. It is a work of great importance.

SPECIALTY

• SOUND EFFECTS VOL. 1

Victor Yankel, Audio Fidelity DFS 5610—This is the label’s series of special effects disk and everything is new and different. This disk is a work of great interest and beauty. It is a work of great importance.

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SPECIALTY

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Now, thanks to the complete cooperation of the record companies (including all the majors), there's an unmatched, one-stop record source for broadcasters!

Now, through RSI, you can get the hit record product (albums as well as the singles we've been delivering) of every top label in the business. You get the best of the new releases... the "Spotlight Winners" selected by the Record and Music Staff of The Billboard.

Six different record sources available

They're services that fit your programming as neatly as they fit your budget. And each is sold with an unconditional guarantee of complete satisfaction!

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| 10 new records weekly | $176.00 | $200.00 |

**Easy Listening**

6 new records weekly

110.00

40.00

**Country**

8 new records every 2 weeks

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**SPOTLIGHT** albums

"Popular"

10 new albums monthly

156.00

55.00

"Classical"

10 new albums monthly

156.00

55.00

"Jazz"

8 new albums monthly

75.00

30.00

*Regular mail, Domestic airmail and foreign shipping rates on request. 

** ail rock 'n' roll

Already, over 600 satisfied stations subscribe to one or more RSI services. Make sure you, too, get the best of the new releases... faster than you could otherwise—through RSI. Fill out and mail the coupon below, today!
Belgian Dealers, MFRS. AGREE ON PRICING CODE

Continued from page 1

Distributors have agreed that dealers who are able to reach a higher per cent, which will be proportional with their purchases. No. 1 has not announced that it is willing to merge against dealers who are selling their records under the fixed prices determined by the CB. Dealers should understand that they all have an interest in keeping the market sane, although it has to undergo cut-price attacks from warehouses, and in spite of the lower prices of records in some neighboring countries, such as Germany and Holland.

Majority in Belgium the record prices are too high, but it is still not anyone reason why some dealers should damage their colleagues by undermining them. Therefore, the members of the Federation are being asked to take notice of price violations and to protest to the INFRID.

Liberty Offers 100% Guaranteed LP’s

Continued from page 3

Liberty’s brass will conduct a round of sales meetings during which its full program will be explained in detail to the sales forces at its distributors. Liberty sources, hitting the road will include Ray Baer, Liberty’s vice president, Al Bennett, national sales manager, and Bill Jaeger, district manager.

Amarillo records

426 Broadway

285 Broadway, New York City

His Latest Smash!

MOODY HEART MAN

LET THE FOUR WINDS BLOW

RCA Trade Show

Continued from page 3

RCA, the only other manufacturer to have entered the cartridge field, did not show a new line, though at least five new models are expected early in the fall. It noted, however, that three firms are now producing and marketing new large cartridge form. In addition to RCA and Audio Devices, Minneapolis Minolta is in the market with this product, and Reeves Soundcraft is reported to be ready to enter the field. There was no indication of an early target date for unveiling of 3M’s own version of a cartridge unit and reports circulate that the unit now was pushed back into 1962.

Canadian Enterise

In the Canadian phonograph field, there were three new foreign contracts. In Canada the Canadian Macom Company, old line radio operator in Montreal, introduced a deluxe unit of stereo con

Continued from page 1

A REAL SMASH!

PATS DOMINO

GOOD HEARTED MAN

MY LITTLE SISTER

IMPERIAL RECORDS

426 Broadway

285 Broadway, New York City

"Voyage To The Bottom Of The Sea"

FRANKIE AVALON

G-C048

Chancellor

Creating a Smash!

"THE BOWLS"

THE CREATIONS

JANIE "1117"

ANNUAL MEMBERSHIP MEETING of Society of Record Dealers of America (SORD) last week at Chicago’s Palmer House, was highlighted by addresses from three disk manufacturer leaders. Pictured at the Crystal Room diners left to right: Stanley Gertler, vice-president and general manager, National Record Distributing Corporation; Randy Wood, president of Det Records, and vice-president of RIAA; Louis Shephard, SORD secretary-treasurer (standing); SORD president, Howard Judkins; Art Nolman, vice-president and general manager, United Artists Records and president of ARMAO.

BILLY WARD & THE DOMINOES

KEEP SORD ALIVE!

SAW YOUR BUSINESS!

JOIN NOW... ATTEND SORD TUESDAY 8AM

Every Breath I Take

GOT PEITNEY

MULIN 1031

LAURE 3098

UNITED ARTISTS

LONG BEACH New York


Herschel Smits

ADAM WADE

"AS IF I DIDN’T KNOW"

COED

321 Broadway

NEW YORK

"The Bans who Really Knew"

Pulling Off!

LITTLE BIT OF SOAP

The Jamels

LAURE 3098

"The Bans who Really Knew"

Pulling Off!

LITTLE BIT OF SOAP

The Jamels

LAURE 3098

Taking Off!

Little bit of Soap

The Jamels

LAURE 3098

Copyrighted material
ITALY

TV Music Shows on the Increase

By DR. MARIO DE LUIGI
Editor, Musica e Dischi, Milan

For the first time, Neill Sedlak is recording a disc in Italian, donning the title "La Ragazza di Piombo" ("Little Devil") and "Un Giorno Inutile" ("It Must Be Dreaming"). RCA Italiana will have the disk soon.

Juda de Palma's first record for RCA Italiana after switching from Italian Columbia, will be "La Nostra Stella," backed by "Reverso dell'acciaio." Disk goes on sale in a few days. Band Maeoca has composed two new songs in collaboration with Migliacci: "Le Case" (The House) and "Io Lavoro a Vezza" (I Work). The first LP by the Pizzicati has just been recorded. The quintet is best known for amusing arrangements of songs in a chicha-clash style.

AUSTRIA

2 New Versions Of Presley Hit

By FRED ZILLER
Mollwaldplatz 1, Vienna

The recent hit song "Feel So Bad" (RCA) has a good cross in young singer Harry Glickman on the German version "Kühlt Die Seele" and Find No Bad with German lyrics. However, the German version, sung by Jang Olsen on Arista, "ich hab mir gemacht" is much better.

Philips is releasing the newest single version of "She's Not There" (Decca) from "Do Re Mi," also Paul Anka's new dance, "Date On Sweet On You" (Decca).

Young Rene Kello made his final appearance in "Glockeglas," by Jossen Kers with Georg Schon and Koschaner during the final, and second to the last time in the marriage of Mina, Ugo Tognazzini and Rustichelli from Chicago, the visit of team one woman and two men.

The current song, "Songs," appearing in film, is the composer's first appearance in "American of Roma" in her 10 years of Italian and other European versions. The song received an appearance shortly on West German TV.

Meanwhile, RAI has set up a one-million lire ($1600) price to award the best performer in memory of Mario Del Monaco, who died after a fall during a transmission of the "Il Musicale" Festival.

Festival Notes

Any claim that Vivaldi may have had in the direction of displacing the San Remo Festival has been put to rest since (along the traditional pool procedure), the Naples June Festival, which has won 897,295 votes as against a 2,880,000 (all other festivals) overnight in the last two nights. Each vote represents an investment of 16 cents with a chance at being big winners. Given that, the people who picked the correct order.

The event will be the scene of the International Festival of Light Music July 30 and 31, with cities like Rome, Cologne, Zürich, Sweden, Switzerland, Yugoslavia, Argentina and Brazil among the many contestants in competition. It's considered the most important contest for Latin America artists like Julia de Palma, Nilla Pizzicato, and Dina Gaudio.

BELGIUM

Fonior Issues Biggest Releases

By JAN TORS
Joke Box Mag, Mechelen

As always, Fonior has the biggest release in recent months. "September Gumbo Buttons" by the String-A-Longs, " Firmware" by Billy Vaughn (Dot), "Yellow Bird" by the English Civil War, "The Butter Milk Sky" by Black Sky (London) "Weekend" by the Decline of Western Civilization with an album by Fancy Spike Jones: "Go Lightly, My Baby." Issued, too, was Brenda Lee's "Eventually" on Fonior (From U.S. Decca).

Jazz Festival

The Jazz Festival of Combinatour, France, which is the largest in Europe, is an outstanding event in Belgium and now of all Europe. On July 29, the event will be held with stars of jazz from all over the world, including the stars Japanese strip and other stars at the great in front of big bonfire. When the Festival took place for the first time in Brussels, Italy, France, Belgium, and the U.S. were well, all the nominees made a jazz festival out of it. Nippon was an American soldier.

NEW ZEALAND

Foreign Distrib Has Bill Boyd Disk

By FRED GERRIE
Box 2441, Auckland, N. Z.

Bill Boyd's new single "I Wanna Love My Life Away" will be made available to New Zealand foreign distributors. The boys have not heard of "I Wanna Love My Life Away" for their last hit here, "Corina, Corina," and this one could be better.

Tenny Bennett, whose hit "Chaplin's Dream," is going well and still present, has signed with HMV. Tenny will record again; contract for the second release to be decided when all the ice has melted.

There is a remarkable record by the Canadian hit "Hand in Hand" by Tenny Bartlett, "Surely a World of Stray WInce." Vince (now in England) has the top local disc, "Last Train," and "Surely a World of Stray WInce." Philips expects a lot from Tony "Chaplin's Dream," and "Surely a World of Stray WInce." Tony "Chaplin's Dream," and "Surely a World of Stray WInce." The Everly Brothers' disk of "Tequila" was a very strong one, and "Surely a World of Stray WInce." As yet it has had no air play.

Brunswick put out "Big Tiny's 203" and Festival Label off "Endless Love."

Firms Seeking Material

Norman Wright, Ltd., P.O. Box 1168, Auckland, Records, Ltd., P.O. Box 5593, Auckland; Glen Record Club, 12-14 Kitchener Rd., Auckland; Octagon Records, Ltd., P.O. Box 3534, Auckland; United Sound Recording, Ltd., P.O. Box 5593, Auckland.

Good things happen when you help

THRU RED CROSS

Where there’s a business action, there’s a businessman

42 BILLBOARD MUSIC WEEK

July 24, 1961
Operators of Far-Flung Colorado Resorts Offer Sage Advice

By BOB LATIMER

FORT COLLINS, Colo. — Before going into business, a lot of thought is devoted to extra expenses and labor required to maintain the resort. But Les Browns here, who has got his start in bulk vending, and expanded out into joke boxes and games 10 years ago, looks for a large percentage of his yearly budget to be spent on these two items. It is true that his resorts — Estes Park, Grand Lake, and similar communities — are in late May or early June and close up tight by mid-September. Browns has had as many as 60 spots for a time in Fort Collins, including joke boxes, amusement machines and pinball.

Using a station wagon and a pickup truck, he drives thousands of miles during the late spring in locating his equipment in widely separated lodges, roadside bars, resort hotels. He has even experimented with leasing machines on the year-round in such spots as Estes Park, which is the largest mountain community within a fairly short drive of Fort Collins and which functions as the center of the area.

Although the number of locations has been cut sharply in recent years, primarily by a drop in tourism, there has been no consistent point to that, but the number of machines on which the field has had a lot to do with that, of course.

With around 50 locations now, Browns feels that he can get back into the sporting goods business, and point of current economics, the number of tourists to be expected this year is very good.

Balances Operation

The No. 1 requirement for tapping the lush resort-community market is to have a balance operation, which means that no machine will be left out of order.

In Fort Collins, for example, May’s biggest and best location is the Student Union of the Teacher’s College, where during the summer there is only a smattering of the student body on hand.

The machines which are in use in the Student Union, and in many locations surrounding the college, are in fact moved to Estes Park and other mountain spots. But there is a certain amount of business here, simply because this change in season justifies purchase of other new photographs and amusement machines which are not used during the summer.

There are places, however, which Browns originally entered with the single-season use, only to find that the machine paid surprisingly well during the summer months, and were then left on time.

Handling Problem

Transportation of games, machines, and the single biggest factor, and involves such elements as using commercial freight haulers, where a large number of machines are to go to one spot. Frequently, this is no more expensive than hauling the machines one or two at a time in a pickup truck. Browns has frequently been in this connection by local delivery companies who are shipping supplies for their mountain restaurants, taverns, fishing and hunting lodges. He has also been able to take along a few amusement machines and phonograph machines in the process.

Serving, of course, means long-distance drivers, some of them at awkward hours, in order to keep a location open. But this year Brown’s operators have managed to cut down the likelihood of unexpected breakdowns.

In some cases, the machine owner can add substantially to machine upkeep by making simple repairs himself, but, of course, there is no substitute for a first-class operator in this category, Beavers reports.

Co-Operation

The Colorado resort-towns operator co-operates extensively with the local chamber of commerce, who likewise treks into the mountains each spring and fall to check on operation of the machines.

It is unusual for DeGarmo and Browns to service truck for the others, so cooperation is necessary for the business to be a success.

The mountain resorts, though, are generally quite a bit from each other, and travel in early spring before shipping a new box to a two-week location, them is essential.

Game collections in the New York area have been far in reaching, and have been particularly helpful for the business. State and municipal regulations rule out bingos and pinball.

Elsewhere in the nation, collections seem to be doing better than ever before. Dome play is pretty much the rule on location here, which is the difference on resort stops a couple of years ago are virtually extinct.

Hot Springs Coin Trade Big Business

By ELTON WHISENHUNT

HOT SPRINGS, Ark.—This city of 35,000 in central Arkansas is the nation’s largest city in the nation in visitors each year, has developed into one of the true outstanding resort areas in the country.

Hot Springs has brought a terrific amount of business to resort hotels, gasoline stations and the like and the two top ones — J. E. Gill, the owner of the Lake Arrowhead and Gill, Phil Marks, Phil Martin Coin Machine Company, report this summer taps any tens they’ve had in the past.

Business is excellent,” reported Gill. Marks described it as “The best I’ve ever had.”

Running in locations around three lakes which offer fishing, swimming, boating, fishing, water skiing, and boating, the lake’s Lake Arrowhead, Lake Ouachita, a new man-made lake near the Ouachita National Forest and Lake Ouachita, is partly the scenery.

Equipment

The equipment used at these resort spots is mostly the arcade type—shuffle alleys, bowling alleys, gun, kiddie rides, novelty pin machines and phonographs.

Most of the customers are family groups. The adults bring their children and cetera to their entertain-

ament. Thus the joke box program-

ning is for them, and it’s still

in.”

The way Gill and Marks set up their resort spots is by taking a joke box route where there are two or three together in the same location, and wherever year-round spots won’t need all the machines.

Back to Routes

After the summer resort season, most are spread back around over the resort spots. Relatively few have been laid off.

Hot Springs, which offers warm baths which are of value to some extent, is getting more and more business, according to the Chamber of Commerce reports.

Not only do they have the popular wave band, but horse racing in February and March each year, and the summer resort places draw people from all over the nation, and even from foreign countries.

An example of the crowded locations is that brought to you by Arthur H. Smith, general manager of the Lake Arrowhead and Big Bear Bar, which may, by stretching a little, be a kind of a bar, without.

GuthWolf, a veteran operating company, owns music machines as the he does for city and county spots. He uses no special games but does that he operates for his run

L. A. Price

GuthWolf points out that merchants in the Lake Arrowhead and Big Bear Bar areas charge “Les An

(Continued on page 59)

N. Minnesota. Ops Starting Good, See Heavy Summer Collections

By DON LYONS

MINNEAPOLIS — Despite the fact that resort business in Northern Minnesota and Northwestern Wisconsin is not as good as it was a year ago, most operators in resort locations have reported good business has been “excellent.”

Bowlers and pool tables have been particularly good at the resort locations. Juke boxes continue to be king, with special type of programming being used. The selection of a summer music like the operators have been using in this city, St. Paul, Duluth and other large metropolitan areas.

Come Labor Day and the end of the season, most operators said that they will move their newer equipment out on their routes and generally upgrade their equipment.

The older game and pinball boxes will be put in storage.

The game operators and operators and the resort areas expect the trade to be steady business for this month and August. The pre-

(Continued on page 59)

Top 4th of July Period Good Omen For Operators in Philadelphia Area

By GEORGE METZGER

PHILADELPHIA—If the Fourth of July, locally operated coin machines used as a barometer, this should be one of the best holiday weeks at the resorts in a long while.

Almost every operator had the same report and here’s what they had to say for this year: “Very encouraging.”

Most of them said they used about 30 percent new equipment at the summer stops and then pull it off at the end of the season and put it on regular locations. However, there were a few opera-

(Continued on page 59)
TOP DISTRIBUTORS WANTED for GINEBOX

REVOLUTIONARY MOVIE CENTER
WITH PUSH-BUTTON SELECTIVITY.
COIN-OPERATED OR INSTITUTIONAL.

Jet Age Catches Up With Southern Wis.
Resort Ops: Folks Now Travel Farther

By NICK BIRRO

CHICAGO — A steady diet of poor weekend weather has substantially curtailed what is normally a very profitable summer coin machine business in the Wisconsin resort areas this year.

The inland lake region traditionally attracts a mass exodus of Chicago's boxing, swimming and fishing enthusiasts in the four-month period between Memorial Day and Labor Day.

A number of local coin machine operators cater specifically to this trade, moving in equipment in the spring and taking it out when the cold weather returns.

Business Off

This year, however, a spot check of operators engaged in this business shows that the resort locations are off as much as 35 per cent, and with the exception of a good lake, the business has been disappointing.

One of the most typical of the resort operators is Andy Hanson, A & H Entertainers, Arlington Heights. He reports that his collections from the lake resort spots are off about 20 per cent, and he thinks a combination of the poor weather and the new toll roads are to blame.

"A poor Sunday isn't bad," he notes, "but when Friday or Saturday day is bad, people just don't come up for the weekend, and that's the exception of a good Fourth. Our weekend weather has been bad.

Weather Blamed

Hensch said he felt the weather was the main reason for business being poor. The other reason— the toll roads — has resulted in people going farther and farther away from the city, he feels.

Up to a year ago, he said, a 50 to 100-mile trip for a weekend was nice, but now it usually takes several hours to make it, too.

Now with the toll roads, people can go twice as far in the same time. Result is that people are going to the less populated distant spots, and the traffic in the city centers is off.

Washing Problem

Hensch said the resort business can be profitable, but it has its headaches, too. "For one, we pull all our machines in by the end of September, and then we've got a reconditioning problem.

"Some of the machines we fix up and put out on our year-round spots, others are traded in on new ones and still other just doesn't work," he said.

After Christmas, Hensch again inventories his route, and starts getting equipment ready for the summer season. One comment turned up is that "this just follows the trend back to better music," while operators noticed noticeably cater to teenagers tastes more in the resorts, with less of the conservative melodies. In his selections, Hensch says he follows the BMW Rot 100 record play in this respect.

The most significant thing that appears to be caused by local regulations—municipal ordnances, such as the Detroit rule against pinball or any games with chance elements—under general.

Operators have found here that bowling alliances often probably the best opportunity for a balanced resort route with resorts.

Resort operators are torn between closing the shop in the summer and the toll roads.

"I am not sure what the future holds," he said. "I am not sure how long we can place the place at the lake resort spots, then moved back in the fall. I believe that the route owners, for instance,-sign to offer our very, very well for a number of reasons very closely, operators frequently store their picture in the best place, which is to place them on city locations in a program of route expansion.

Others, like operators who plan to trade-ins or junking of equipment at the end of each season, that the games inventory will carry them through the summer, and the earning games on location as possible at all times of the year.

Michigan Business Depends On Locality

By HAL REVES

DETOIT — Resort business here is in the Central Michigan area near Mt. Pleasant, operators have taken the cut of the best business in their history.

"This is a big factor here—largely why people invested in suitcases in the middle of this growing season. Thus, building of 300-400 new cottages is reported in the past two years, as have lakes Clare — and these new families mean better play on games and lake houses.

But in the Blue Water Section around Alpena and Huron, where some of the resorts are a major factor, business is down a reported 25 to 50 per cent by operators — with the reason discernible. People just don't stay in the same place any more.

Significantly, Donald J. Ruffles of Miller Newmark Distributing reports his company is holding their own better than usual.

However, William Oliver of Pontiac Amusement Company, with a mixed route, reported better business on both music and games about 20 per cent ahead of last year —as much of the better weather than the cool early months of the 1960-61 season.

Walled Lake Park

Probably the biggest public attraction in the region is the Walled Lake Park drive-in— which is running today through Thursday —and compared to a general down in coin business here. These places, they say, serve 75 games. A sailing arcade on the lake, they turned to the other way.

"We are running better than last year also, with the new park there," a coin machine man said.

Resorts are getting modern music equipment, operators concur. Typical is the Leiper Parivac line, now found even in resorts. One informed operator estimated sales at over $2 million.

"There is nothing like these spots to develop a bigger beach trade and a steady local trade," he says.

All of Gary Reier's locations are on dine-in play, and he places strong emphasis on such equipment.

"There's no question about why play in a resort spot," says Reier. "After all, the people who come here are on vacation and it is possible for them to get away from it for a good time. There's no longer any need to get away from a nickel.

The list of operators here is not surprising similar to that of Reier, is, however, a dwindling one.

A careful check of the area reveals that only about a half dozen of the major coin manufacturers have in recent times taken big effort to work the nearby lakes. Most of them prefer to concentrate their effort in the Detroit area.

Service Costs

They give this reason: it is too expensive to service equipment in resort spots. Considering the large number of route personnel wages, trucks, games, joke boxes, the short season and the unpredictable weather, it doesn't pay to service a strictly summer location.

Says Culp Betz, P & D Distributing company, "It used to be possible to get a new place, then make a couple of rounds on a route, but in this market today, the cost in people has put us out.

The only way to make a resort route pay off, says Betz, is to concentrate within a single area, to keep overhead down.

Standard Games

What standards according to Reier, "We don't use anything else, it is all the same," but that customers with results with ordinary shuffle-alike machines do not always like them.

Towards fall, gun games begin to appear in a lot more currency than usual.

Sam Hastings, Hastings Distributing of St. Clair Shores, Mich., has cut down his resort coverage.

He operates a few all-year locations, but even this is a matter of dispute.

"We don't take any more summer business than we can," he says. "We like to make a good profit and keep our money in the bank."

Also in agreement with Hastings, Sam Morgan of Morgan Novelty Company, in order to "make out with any profit in this business, you've got to keep a man on an all-year round basis in town to keep us going."
THE MUSIC IS PERSONALIZED

AT

THE FRENCH CAFE

PRESENTS

Artist of the Week

33 1/3
STEREO

IN

CHICAGO

At this popular restaurant, as in the most popular locations from coast to coast, Seeburg's great music programming is presented personally by the location itself. Customers know that The French Cafe in Chicago always offers them the best and latest in popular music, as well as the finest in food and beverages.

ONLY SEEBURG CAN BE PERSONALIZED FOR EVERY LOCATION

And only the Seeburg "Artist of the Week" phonograph brings to the location—every week—a new best-selling LP album in superb 33 1/3 stereo Hi-Fi. (See the latest Seeburg Artist of the Week LP album selections below.)

Remember, Seeburg has the fully proved, built-in intermix for both 45-rpm records and the new 33 1/3-rpm album recordings so overwhelmingly popular with the public!

With music like this, personally presented by the location, operator and location both profit most. The Seeburg Sales Corporation, Chicago 22.

WEEK OF JULY 17
Sing a Song with
KNUCKLES O'TOOLE
(Grand Award)

WEEK OF JULY 24
Great Hits
MILLS BROTHERS
(Dei)
AMI to Distribute 33-Stereo Packages

By NICK BIBO

CHICAGO—A series of seven-inch, stereo, 33-speed package albums specifically designed for the juke box trade is being brought out by AMI Automatic Service and will be available through AMI's juke box distributors.

So far 12 record companies, representing some of the major names in the industry, have recorded albums for co-operation in the plan. AMI indicated that additional diskers are expected to join in the program shortly.

Record companies signed to date include ABC Paramount, Capitol, Columbia, Coral, Decca, Everet, King, Liberty, London, Mercury, Octave and World Pacific.

Top Artists

Most of the participating diskers have assigned singles produced by their top artists to the plan.

Basically, the plan is simple. Each album package will contain five records by a particular artist, plus two strips, and will be available to juke box operators for $3.50. The promotion, known as Top Tins, is reportedly being set up with all AMI distributors. The plan has been described as permanent by AMI officials. "There will be no restrictions as to when the records will be available." Scarcity

AMI Automatic Service officials indicated the move is being made because of the unavailability of seven-inch stereo, small hole, 33-speed records which are needed by the juke box industry.

Program material, AMI automatic officials say, has been specifically selected with juke box locations in mind. The albums will be packaged with a "slim" album cover specifically designed for display in AMI's new Continental 2 juke box to be used in the promotion.

Additional details of the plan will be announced later. Currently, Dean McMurdie, AMI Automatic official, is in New York negotiating with national record companies.

Artists

Albums by the following artists are already a part of the plan: ABC Paramount, Ray Charles, Capitol, Peggy Lee, Ray Anthony, Merv Griffin, Frank Sinatra, Fred Waring, Guy Music, Ernest Tubb, Red Foley, Webb Pierce, Goldie Hill, Brenda Lee.

Other records, Lou Esparza, Gloria Lynne, Gordon Jenkins, Russ Morgan; King; Hank Ballard, Bill Doggett, Buddy Boulten; Libby Holman; Julie London, Martin Denny, Bob Wiltsi-Demunson; London; Bill Black's Combo; Ted Heath and His Music; Mario Lanza, Sarah Vaughan, Dinah Washington, Patti Page, Bobby Morrow; Octave, Errol Garner; World Pacific, Les McKechnie.

Like Seaburg

Basically, the program is similar to the "Artists of the Week" program recently announced by Seaburg Records. An attempt to make available for juke box operators a wider variety of music than has hitherto been sold on 12-inch 33 albums only.

The thinking behind it is this. Through the years, singles production has been aimed more and more at the under-21 age group with adult music being placed on 12-inch LP's.

Juke box operators have complained that good adult music—old gold, jazz, classical, show tunes, pop ballads—are in short supply on 45 singles. Record companies have countered that since singles are bought primarily by youngsters, the music is logically aimed at their tastes.

Adult Buyers

One of the main ideas behind introduction of 33 singles has been the attraction of adult buyers, who now could play singles without changing spools on their home record players.

Details behind the AMI plan, however, can be seen as an increasing awareness by record companies of the importance of the juke box market.

Last week three major labels, one independent, and two German diskers, almost simultaneously disclosed that they were getting a substantial part of their single output for the juke box market (BMIW, July 7). Both 33's and 45 singles were included.

Juke Market

According to BMIW statistics, some 50,000 juke boxes in the nation today account for some 45 per cent of the sales market. Many record men reason that if this is so with the currently, primarily teen-age-oriented field, the juke box market for disks can be expanded even more if adult music is available.

Indiana Operators May Get Some Relief
From Heavy Pressure on Location Loans

By JOSEPH KLEIN

INDIANAPOLIS—Relief from pressure for loans may be available to Indiana operators in the regulation of existing State governmental agencies.

In one of the State's communications, one efficient loan firm has 80 per cent of the loans acquired largely through fees and grants. As much as $31,000 is said to have been paid for a single juke box location.

Monopolies is but one of several results of the practice. Other are:

1. A drain of the operator's resources to a point where he becomes incapable of meeting payments for equipment.

2. Impaired rating at banks as he overshadows his capital and resources to meet the loan and gift demand.

3. A shutdown in the purchase of new equipment.

Legislation

Conceivably, legislation could be drawn in the Legislature but laws are not easy of enactment. Furthermore, the Indiana General Assembly, having met this year, is not expected to meet again until January, 1955.

Indiana cities are without the power to adopt ordinances regulating loans of any kind.

While relief at the legislative level proves difficult, difficulties the operator may find other methods of relief. Under the State regulation, the Indiana Department of Financial Institutions.

Both have been cited with authority to supervise regulations.

Both have vast and almost unlimited power (Continued on page 50)

Seeburg Picks

New-Way Sales As Ont. Distributor

CHICAGO—Seeburg last week named New-Way Sales Company, Toronto, Ontario, and Jerry Janda, its distributor for Ontario, Canada.

The move amounts to another traditional step by the Toronto and Automatic Company of America, parent company of AMI Automatic Service which handles AMI and Kone equipment.

New-Way was a former AMI distributor but was displaced when Canadian recently acquired R. C. Gilchrist, which formerly handled Seeburg through Canada.

Seeburg immediately named John B. Lines to fill a m e d A mt e n e e Company, Montreal, former AMI distributor; its new outlet in Quebec, and is in naming New-Way for Ont. and New-Way's president, Jerry Janda, has been a leading Canadian distributor for almost 10 years. In addition to Seeburg, he handles Gottschalk, Stimson and Midway products.

The company plans to expand its sales force and will soon open a new location in connection with the Juke box distributorship.

Personnel include Gunther Ho- man, director; Max Haines, branch manager; Bob Mcintosh and Albert Le Gauld, juke box branch manager; Ken Burdette, music manager, and Jerry Janda, Jr., who recently joined the company to oversee the parts, shipping and receiving department.

DOUBLe-PLAY DISKS

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

BOLL WEEVIL SONG
RIHM BECK HUNDRED
Henderson January 50

THERE'S A HUNGRY CAT IN THE ATTIC
HENDRIX LEE SUGAR
Loves Me Too Well 51

POOR LITTLE RABBIT
CARRIE FRANCIS
Hogan 19071

TOGETHER
TOO MANY RULES
TRAVELIN MAN
HELLO MARY LOU

IN THE SWITCH A ROO
AND THE FLOAT
HAIR BALLADS AND THE HIGHLIGHTERS
BAND 19510

I'M COMIN' ON BACK TO YOU AND LONELY LIFE
JACKIE WILSON
Brownstone 8741

DON'T BE MONEY HONEY
AND STARLIGHT, STARLIGHT
LINDA SCOTT
Canberra-American 127

THE WRITING ON THE WALL AND POINT OF NO RETURN
ADAM WARD
Card 1005

YOU'LL ANSWER TO ME AND MOM AND DAD'S WAITS
PATTI PAGE
Card 7183

WHAT A SWEET THING THAT WAS AND A THING OF THE PAST
SHERRILLES
Card 1950

IT KEEPS RAININ' AND I JUST CRY
SANDY WILSON
Imperial 870

MY CLAIRE DE LUNE AND IN TIME
STEVE LAWRENCE
Oratone 856
European News Briefs

Seaway Boosts Coin Shipments

ANTWERP—This European coin machinecrossroads is receiving a record amount of St. Lawrence Seaway traffic. In the past 16 weeks, 260 tons of business have passed through, a rise of 250 units weekly are arriving here from Great Lakes points. Thanks largely to the seaway, Belgium has become one of the bestknown U. S. markets for coinage of all kinds here on the Continent. The volume of traffic since opening of the seaway season in May has risen steadily, with a rise of 40 units per week. The rise is expected to go on at least 50 per cent this year. Some vessels have been assigned an area at seaway route west of New York, and are not reduced to the same extent as the Seacrets, a 10,000-ton cargo ship. The seaway has put Great Lakes firms in a strong competitive position with those using New York, Baltimore and Boston harbors.

Loewen Awards 4 Medals

BINGEN, West Germany—Loewen-Automaten, the sales arm of the NSM photograph and payphone manufacturing company, has awarded gold medals to its top four wholesale dealers in 1960 was Heinze Kaezener, Kassel, proprietor of the firm Westex, Rechtschaffen, followed by the firm Schmitz and Gerhau. Two firms shared third-place honors: Globus, Frankfurt; and Kraft, Stuttgart. The two coowners of NSM, Loewen, Gerhard Schutz and Herbert Rack.

Dutch Ops Wage 'Truth' War

ROTTERDAM—Dutch operators are waging a "truth" campaign against the coin machine operators. Where the accounts are disputed, misunderstanding is as usually the case, the operators demand that the offending publications print retracions of their statements, which operators say is too friendly—thus, and friendly—husband. Operators counter exaggerated reporting by insisting that the publication document its story. Publications are charged that press freedom also means responsibility and integrity.

German Target Game Bowls

ASCHAFFENBURG, West Germany—Automaten-Kindl of Aschaffenburg is manufacturing a new target game. Olympic training is designed especially for taverns. Olympics is housed in a compact case ideal for cramped bar areas. It fires six shots and has an automatic scoring mechanism. It has been designed especially for saloon and tavern areas, where target games outreach pinball in popularity.

Bergmann Debuts New Box

HAMBURG—Bergmann is introducing its new model Symphonie, the 200 selection D. The Symphonie 200 selection D is being promoted as an economy box "in luxury format." It is decorated in gold and decorated with a new easy-to-manual mechanism. Bergmanns contemplates a big export program for this machine, which will compete in the big-box economy class. The Hamburg concern is a postwar German pinner joke box producer and the manufacturer of all-German big box.

Coin Machine Tourism

GARMISCH-PARTENKIRCHEN, West Germany—Coin machine tourism is being successfully introduced on a national scale this season in West Germany. Coin-operated tape recorders are replacing guides in all museums, castles, scenic areas and historical monuments. The automated guides have the advantage of being able to speak six languages per machine, a level setting the tourist to pick his lingo. It is estimated that 500,000 tourists have visited West Germany this season. Coin telephones and biociruses have become stand-by coin systems. Millions of German tourists have discovered that almost any tourist here can be entertained with optics. This is particularly true of the Iron Curtain, where approximately 2,500 coin telephones are sited along the 750 miles of Curtain from Liebeck, on the Baltic, to Passau, on the Danube.

British Set Pizzea Case

HAMBURG—British authorities are inviting claims by German Cigarette Bands. An RKO chief styled "king of the joke boxes." Pizzeria is charged with fraudulent dealing in joke boxes. In one deal under investigation Henriques Cigarettes Company handled the American Shuffeboard and paid 12 cents for 25 joke boxes to Pizze on rental and Pizzeria alleged sold 13 of them. When Cigarettes Company turned the joke boxes to Michael Hauser, the proprietor at Pizzeria, where Pizzeria is in custodianship, Pizzeria claimed it was missing, but police promptly cleared out by selling a cafe that didn't belong to him, for $32,000. The cafe actually belonged to Pizzeria's brother-in-law. In return for the cafe Cooden received $450 in cash and turned over to Pizzeria $254 joke boxes. British authorities are investigating reports that this was merely one of a series of joke box fences engineered by Pizzeria in England and on the Continent.

Harry Williams Takes Over Southland Eng.; Starts Route

BY SAM ABBOTT

SANTA MONICA, Calif.—Veteran comic artist Harry Williams has assumed ownership of Southland Engineering, Inc., succeeding D. W. Trice, founder and president. Williams said that in addition to owning 100 per cent of the stock in the Southland company, maker of coin-operated pinball and other amusement products, he will continue to serve as the company's vice-president with R. E. Ryan, president. Williams is head of a comic-art company, Williams Enterprises, Ltd., that produces film strips and other materials for the Disneyland Hotel.

"We have completely redesigned and re-engineered the Western Trails pinball machine," Williams said. "We also have formed our own operating company in Southern California (COPCO) and have closely watched the marketing and development of the product since May. At this time, we are in a position to deliver Western Trails with a warranty for one year.

Replacing Equipment

Williams said that he was recalling the Western Trails and replacing them. He explained that since he assumed ownership of the company the action sales had been changed, National slug ejectors used as standard equipment, and a new platform construction has been installed. Asked if there would be any change in the distribution, Williams replied that the matter was now being studied and reviewed.

In addition to the Western Trails horse that travels 28 feet, Southland is now testing a small model that operates in less space.

Ghana Leads New African Nations as Coin Importer

ACCRA—Ghana has emerged as a leader in the importation of coin machines among the recently independent, newly independent countries.

Figures just released put this country's foreign trade in coin machines at $2,560,000, of which jail boxes accounted for $2,770,000 and payouts, $1,757,000; and vending equipment, $37,000.

However, little of this amount remained in Ghana. Around 70 per cent was re-exported to neighboring African states.

Ghana has become the hub of the coin machine business on the African West Coast, which includes most of the newly independent African states.

It is reported that Kwame Nkrumah, the Ghanaian leader, personally encouraged the importation of coin machines. Nkrumah is pushing automatic merchandising as a new form of equipment of the country's economy.

Photographs have an important role in Nkrumah's efforts to provide wholesome entertainment for villagers in rural areas. The Ghanaian leader is sponsoring joke box sites in community recreation centers in such areas.

Ghana has become not only a coin machine transportation point for the African West Coast and much of Central Africa, but also a servicing center. It is fairly common to fly technicians from this city to remote areas in the neighboring countries on service missions.

Dish shipments move almost entirely by air. Africans having become amazingly top-centric conscious.

Iowa Ops View Rowe-AME Line

DES MOINES—A good turnout of local operators attended a showing of the AME joke box and Rowe cigarette machine stage by Atlas Mfg. Co. of Chicago last week. Previously AME showed similar machines in Cedar Rapids and Davenport.

The Des Moines show was held at the Fort Des Moines Hotel, July 11 and 12, and hosted by Ed Gimbarg, Jrv (Dvile), Gimbarg and Gene (Smitty) Smith. Additional shows will be held in various parts of the State.

Attending the AME Des Moines were Bob Johnson, Jack Woods, Jr. and Sr., Paul Nelson, William Sanders, John and Fred Stumvoll, Jack Devore, all of Des Moines; Leo Caucasian, Eddy and Ted Weller, Centerville; Leo Miller, Cedar Rapids, and Bill Garrett, Okoboji, all of Iowa.

Am. Shuffleboard Names Tri-State

MANCHESTER, N. H.—Tri-State Amusement Company, a new distributorship, is being set up by Ed Martell and associates to handle the American Shuffleboard and Yestertide lines.

Martell will also remain as treasurer of the American Shuffleboard Company, long-time firm here.

Officials of Tri-State Amusement are Martell, president and treasurer; John Cote, secretary; George Gilman and Ed Martell, directors.

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

The success of this public relations program depends upon your support. It is financed solely by memberships in the COIN MACHINE COUNCIL.
Memphis Vending Robberies Solved

MEMPHIS — Squad car deputies were credited last week with solving five holdup attempts by vandals using machines in automatic laundries, checks stations and other locations.

Chief Deputy John L. Carlisle said eight boys ranging from 13 to 17 were been arrested and charged with burglary and larceny. They were turned over to Juvenile Court authorities, he said.

Carlisle said giant cigarette and candy machines were being stolen with varying degrees of success. Operators were robbed of varying amounts.

Local operators have had a hard time attracting customers and a half on coin machine burglary. Burglars have been fairly successful since a coin machine combination obtained at police station for closer watch, more money is being spent on cameras and use of a powder on which machines which will produce a purple color on the burglar's hands.

Exhibitors Named For Mov Confab

VIRGINIA BEACH, Va. — General Vending, Round Rock Coin Company and Gransdigital, Inc. are displaying equipment at the annual convention of the Music Operations Association of Virginia, to be held here August 11 and 12.

A. F. Loudon, MOV president, said that the show will be limited to, as most of the exhibits will take place in the hotel's lobby areas and at the beach, and that the only activity outside of the music for evening dancing, and a full schedule of swimming and fishing is on tap.

Denver Phono Ops Enter Bulk Trade

DENVER — Robert Redpath and Don Axton of Continental Music Company here have completed installation of bulk vending machines in 33 Safeway Super Mark chain and Snell's Economy Super Store.

As the only major rock box firm in the area, they have been the first in selling, their results will be closely watched by the Denver music and game operating fraternity. The number of machines in use and fill are being offered, including coin dispensers, ball gum and novelties.

Vending Trade Group Extends Conference

CULVER CITY, Calif. — The first conference of the National Automatic Vendor's Trade Association, set for September 2 at the Lafayette Inn, Culver City, is being extended a day, B. J. (Bob) Grenier, assistant to the N.A.V.T. president, said.

Grenier also said that the program for the original one-day session on Saturday will remain the same with the exception of the dinner at the Reef and the boat ride. These will be held on Sunday, with the Saturday festivities ending with the board of directors meeting.

The board of directors meeting will be held on Sunday evening.

LAMA Supports

all companies in the industry and continue to help the libraries by continuing to support the efforts of the late Dr. James T. Jones, director of library science at the University of Florida.

The vending industry is one of the farthest groups in America with few of their own library.

Vending Machine Repair School May Be Instituted in Los Angeles

LOS ANGELES — Classes in vending machine repair may be initiated at the Los Angeles Trade-Technical College here, according to a survey of the industry now being made by the California State Department of Employment.

The study is being conducted by Franklin E. Johnson, dean of instruction and curriculum, with requests to prospective employers to have such a training course.

Mrs. Margaret F. Hamilton of the Department of Employment, said that returns from the survey are now being compiled. She said that such classes would be instituted if the need is shown. A probable starting date is February.

Mrs. Hamilton said that she expects to attend the first conference of the National Automatic Vending Trade Association to be held in Long Beach September 2 and 3. She added that she hoped to have definite information as to the starting of the classes at the time of the conference.

"If the demand for such a program is found to exist, and if the class is implemented," Johnson said in his letter to the industry, "students will be given training on representative machines of the industry. Dates for the curriculum will be guided by the results of this survey. Instruction, management, repair, and service for full-time daily students and part-time evening classes. The classes will be offered on a junior college level and free vocational training will be offered Los Angeles residents.

NAMA Board Holds W. Virginia Meeting

CHICAGO — Equal representation was achieved at the recent meeting of the National Automatic Merchandising Association board of directors as the result of discussion at that group's recent meeting in White Sulphur Springs, W. Va.

Passed unanimously was a motion authorizing independent operators and national and regional operating companies and equitable representation of manufacturers and suppliers on the board of directors.


Erinnerung

Nine persons will be elected to the board this October and will take office January 1, 1962, according to Thomas B. Donahue, NAMA president. He reported that of the nine, seven will fill terms expiring this year, and two will be existing vacancies.

"One of the seats on the board will be reserved for a representative of NAMA's Allied membership," the group was also told.

This representation on the NAMA board is in accordance with the line of work being done for the industry by new director representing the Allied members," Donahue said.

He pointed out that the NAMA bylaws, amended by the board last January, state that a manufacturing or operating company may have no more than one seat on the board.

Mergers

"This was done because mergers of companies which involved board members might cause the merged corporation to have several board members, and thus impair the legal representation of all industry segments," Donahue said.

However, individuals who have been elected to the board before the change in the bylaws will be allowed to complete their terms.

This two-year membership of the board are in this category and their terms will expire in 1962, Donahue reported.

He pointed out that should any member of the board expire during his term of office with a company already represented on the board, he may serve only until the next election, thus assuring balance of the board at the beginning of each year.

The NAMA board now consists of 21 directors.

Two new directors will be elected during the association's annual meeting in October 23 at Chicago's McCormick Place Exhibition site of NAMA's next convention.

Oak's Sanitary Vendor available at RARE COIN MACHINE EXCHANGE Philadelphia 3 Co., 521 W. North St.

"Jack is Always On Hand"

Oak's Smart Sanitary Vendor

Manufacturing Company, Inc.

4021 North St., Philadelphia 3, Pa.

CUTICLE RING

Pulsating Red Heart pierced by arrow.

Give to DAD FROM DAD'S HAND

TO DAD FROM DAD'S HAND

JULY 24, 1961

BILLBOARD MUSIC WEEK
German Ops Hit Location Sales

BY OMER ANDERSON
FRANKFURT—German phonograph operators are opening a campaign to counter the threat of location sales. The operators are pointing to the advantages of programming and maintenance.

TheZF Operators (ZOA) warns that only by superior service and general solicitude for the location can the operators furnish the location sales challenge.

"It used to be that each opera-
tor's business was his own busi-
ness," an operator statement ex-
tacted. "But under the conditions prevalent in the industry today every operator's business is every other operator's business. We are all dependent for survival on each other."

This means in practice, it was explained, that instances of slack service, music programming, and maintenance will become matters of concern for operator association, and cease to be merely the concern of the operator.

Supervision Operators

1. Music Special

AMERICAN RADIO HISTORY

Music at AM.

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1927: 1000 EWE.
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Colorado Operators Offer Sage Route Advice

By ROBERT LAMBER
DENVER—Resort location collections are up substantially in Colorado this year, according to an operators indicates, despite foreign travel Restrictions. A drop in the number of free-spending tourists to be expected this year. Instead, there has been a rise in the number of tourists spending their vacations at ski resorts. The increase in the number of tourists is due in part to the increased availability of ski lifts and lifts at ski resorts.

Large hotels, ski lifts, and other tourist facilities are expected to continue to attract visitors.

Music Important

As for the music, the place is the sole means of relaxation. Bill Adams, of Eastern Music, said the place is not taken for granted. The hotel operators say there is no such thing as a hotel without music. Music is an essential part of all the activities.

Large vacations, which cater to large-scale groupings of tourists who seem to prefer gathering on the slopes of the picturesque mountain trails.

Another point which makes mountain resort locations attractive to tourists is the fact that most of their customers once spent a week, or even a month, in ski resorts. In our case, however, the operators say that the music is not taken lightly. Music is an essential part of all the activities.

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Billy Lucky Lady, 12" 79 95
Billy Super Dimmach Deluxe 95
Billy ABC Bowling Lane 14" 135
United Super Darts Bowl, 8" 175
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BIG CASINO
Gottlieb Bows
New Pin Game

CHICAGO—Gottlieb this week is introducing Big Casino, latest in a long line of pin games designed for the card-playing scene. The ure, king, queen, jack and 10 playing cards are prominently pictured on both the playing field and backglass. Making any of the five card rollers lights the corresponding cards in the light box. Lighting all cards scores special and also advances a carry-over sequence under the name, Big Casino, to score specials. Hitting any lighted card roll also scores special. Making one or two rollers score 200 points and a double number match feature.

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A.M.S. 1370 195
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Two Coin Returns
Easy to Load—Holds approx. 1,000 Tickets
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Runyon Executive Travel
NEWARK, N.J. — Myron Sugarman, executive manager for Runyon Sales Company here, leaves June 5 for a six-week trip of Europe and the Near East. He will cover the United Kingdom, France, Belgium, Holland, Germany, Sweden, Finland, Turkey, Italy, Greece and Israel. The export division accounts for 35 per cent of Runyon’s sales. The firm is New York area distributor for AME and Bellini.

Congress Gets Bills to Lend Users of Slugs
WASHINGTON—Bills to make the using of “slugs” in coin-operated devices illegal are still moving...
MOA Fact Sheet Is Now Available

What is MOA? What are its functions, what does it do? What is its purpose, how did it get started? These are just some of the questions that News Operators of America is answering in a comprehensive new fact sheet that is available to members. The sheet is designed to answer questions about the association that news operators, or employees of news operators, are asking of their press or law enforcement officials. The fact sheet is reprinted here in full. Additional copies are available through MOA.

MOA MUSIC OPERATORS OF AMERICA REPRESENTING A SOUND INDUSTRY

Music Operators of America is an organization, formed in 1949, to represent all segments of the coin-operated phonograph (juke box) industry on a national basis. This representation includes efforts to uplift the image of the business, to resist unfair or discriminatory rate increases, to promote inter-industry harmony and induce a common bond of interest, and to provide a forum which will foster the interests of those persons, firms, or corporations engaged in the business of operating coin-operated music machines.

The principal aims of this organization are:
1. To procure uniformity and certainty in the customs and usage of said industry.
2. To correct any unlawful abuses and practices in said business and industry.
3. To secure a freedom and protection from unjust or unlawful practices.
4. To establish a center for the diffusion of information and exchange of information.
5. To encourage, promote, and build trade relations between manufacturers, distributors, suppliers, and the music machine operator.
6. To encourage and promote the cooperation and assistance of the press and trade papers to the end that this industry shall be brought to the attention of the public in its proper light.
7. To work against the passage of harmful and unfair federal legislation which may adversely affect the interests of these persons engaged in the coin-operated phonograph industry.
8. To unite the industry in the support of these aims.

The executive officers of MOA consist of the following: A chairman of the board, a president, a managing director, a first vice-president, a secretary-treasurer, and six vice-presidents.

The board of directors is representative of a geographical cross section of the United States. Main cities such as New York, Chicago, Los Angeles, Dallas, San Francisco, Miami, Rockford, Richmond, Atlanta, Omaha, Sioux Falls, Denver, Fremont, Chicago, Oakland, Brooklyn, Alhambra and Honolulu are examples of these cities.

Only the president and the managing director are paid executives. The balance of the executive staff serves without remuneration. With the exception of the president and the managing director, all are members of the industry as operators of automatic coin-operated phonographs. Metropolitan, county, large and small operators are included.

MOA is the oldest, from the standpoint of consecutive years of operation, national coin machine operators association. And, it is the only trade national representative serving the music segment of the coin machine industry.

During its existence, MOA has successfully resisted almost annual attempts to change the ASCAP copyright-performance contract of 1965. This 27-year-old law specifically provides, in substance, that performance royalties paid for the reproduction of music under ASCAP and BMI contracts would be subject to a uniform royalty rate and would be determined by a board of experts. This uniform rate would be determined by the ASCAP and BMI boards of directors and would be based on the actual costs and expenses of producing a record. The board of directors of ASCAP and BMI would then establish a fair and reasonable rate for the reproduction of music on juke boxes.

MOA holds annual meetings to discuss industry issues and to elect officers and directors. These meetings are held in conjunction with the NMAA (National Music Association) annual convention. The meetings are open to all members of the industry and are held in various cities throughout the United States.

MOA sponsors the only trade show and convention of the service section of the coin machine industry. Exhibitors include the manufacturers of coin-operated phonographs, records, coin mechanisms, electronic components, labels, and other related products. The convention is held annually in November and is attended by thousands of industry professionals from around the world. The convention features workshops, seminars, and trade shows, and provides a forum for the exchange of ideas and the promotion of innovation in the industry.

MOA maintains offices in Chicago, Illinois, and New York City. The national office is located at 701 North Michigan Avenue, Chicago, Illinois. The regional office is located at 237 North LaSalle Street, Chicago, Illinois. MOA is a 501(c)(6) trade association and is not a profit-making organization. MOA is governed by a board of directors elected by the membership and serves a three-year term. The current board consists of: president, CEO, and chairman of the board, Charles A. G. Davis; first vice-president, William T. McQuade; second vice-president, Michael J. Reilly; treasurer, James E. Sudduth; secretary, John J. O'Donnell; and directors, Robert L. Anderson, Charles A. G. Davis, William T. McQuade, Michael J. Reilly, and James E. Sudduth.
Grosses Slump in Northern Ohio

Chicago—The Testo Corporation AB, Stockholm, manufacturer of the human reaction time tester known as "Testo," was awarded a consent decree by the U.S. District Court in Wisconsin in a patent infringement suit.

Testo had charged that Badgerland Enterprises, Inc., Madison, Wis., was selling infringing time testers acquired from Jokinen Manufacturing Company, Long Island, N.Y.

The consent decree adjuged the Testo patent valid and infringed by machines manufactured by Jokinen. The decree also permanently enjoined Badgerland from using or selling machines manufactured by Jokinen.

Testo's machines are distributed in the U.S. by International Testo Reactor Company, Eight, Ill., and damaging the mechanism, Panzerella reported.

France, manager of Bell Music Company, said that at least one serious break-in at each location during the recent season is about par for the course.

This is one reason why operators use older games. But resort locations demand and get the latest music boxes available.

Best Games


Rock and roll, the latest ballads and swinging jazz, in that order, are the most popular disks at the Northern Ohio resorts. "People in resort areas are generally in gay and lively moods and adults as well as teenagers listen to the popular stuff," said Yarunczko of Towne Music. "Standards don't do so well as they do in year-round spots, but otherwise programming is just about the same in all-year and resort places, he added.

At the end of the season, all operators pull equipment into the service shops for repairs. They feel this is necessary because of units being exposed to weather and the inevitable tinkering by would-be vandals.

Bell Music trades in much of its resort equipment at the end of the resort season and purchases new equipment to up-grade your-long spots. After a check-up, Bell Music and Towne Music move their resort pieces to all-year locations, upgrading spots and changing games to pick up play.

Roy George Music uses resort machines as substitutes for regular location equipment which needs servicing.

Texas Lawmen Destroy Coin Units

LONGVIEW, Tex.—State and local law enforcement officers destroyed an estimated $15,000 in coin units by clearing one unit as illegal.

The machines, including 43 mural tables and a number of boxing machines, were turned over to the Texas Department of Public Safety by the owner of the unit.

Ironically, one of the fortune messages stated: "You are likely to be in some work with the public."

Build Your Profits with the Magic Appeal of a Card Game!

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Location tested features—your guide to a profit winner. BIG CASINO's got 'em! The magic of playing cards coupled with "play it again" player appeal create dynamic earning power. Talk about magic! Place BIG CASINO in any location...you'll be sure to boost collections.

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION!

- Making A-K-Q-J-10 roller lights corresponding cards in light box
- Lighting all cards scores special and advances carry-over arrow sequence under name BIG CASINO to score specials
- Hitting any lighted card roller scores special
- Making 1-2-3 roller scores 200 points and lights double number match feature

Tomorrow's Design Today!

- High, wide and handsome tapered light-box
- STAINLESS STEEL moldings
- Sparkling plated legs and front door panel
- Hard chrome finish corner castings

New "Hard-Cole" Finish Extends Playability Life to an All-Time High!

Milwaukee Operator, Equipment Disappear

MILWAUKEE—A local coin machine operator has disappeared, and so has his equipment. Holders of chattel mortgages on games owned by Carmello Curto have been pulled from locations, and the holders of chattel mortgages to the amount of about $20,000 are unable to locate Curto.

Joe Ash says...

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"Billboard Advertising was responsible for a whopping 80% of the sales"
says Redd Distributing President, W. S. Redd, about his SKILL CARDS Counter Machine—and adds:

"We sold over 2,000 and it's still going strong"