Spotlight on Jazz-1961

Two Boston Rack Jobbers Totttering; Creditor Committees in on Operation

Lesley Sales & New York’s Pickwick Firm Take Active Part in Business of Toy and Cardiff Firms

By BERN GREVATT

BOSTON—Two prominent disk rack jobbing firms were tottering here late last week, with creditor committees taking an active part in both operations. The firms are Toy Distributors of nearby Framingham and Cardiff Enterprises of Boston. The developments follow by one week a similar situation on the West Coast involving Record Enterprises (see BMW August 7). The Framingham firm has been active particularly in low price disk lines and Cy Leslie of Pickwick Sales, Inc. and Leslie Sales is said to be a creditor to the tune of about $14,000. “It could have been a lot more than that,” Leslie said, “but we stopped shipping them some time back.”

Another racking firm, Lesley Sales Company of suburban Needham, is reportedly taking over what is left of the Toy Distributing operation for about $60,000. Creditors are believed to be ready to accept the offer. As one of the retail representatives, Mr. Allman pointed out, “There’s no way of knowing what is left in the business. Maybe it’s nowhere.” In another of the proposed

(Continued on page 58)

Pastore Would Regulate Nets

By MILDRED HALL

WASHINGTON—Sen. John O’Kane of New York has introduced a bill that would make it much more difficult for network radio stations to broadcast.

Air Dogfight Continues to Rage

By JUNE BUNDY

NEW YORK — Broadcasters and disk jockeys across the country are dramatically stepping up their fight over the use of rock and roll and “good music” programming these days, via petitions, letters, surveys, audits and promotions.

The recent escalation of the hoop-la, though, is the ratio of Top-40 type outlets to “good music” stations remains almost the same as in the past. But the programming trend appears to be the “‘Less is more’” trend, with the result that there are fewer new outlets. As usual, there is a variation of the “music policy — that it is the public’s policy,” claim the oldies — but nevertheless unique in that it usually involves heavy merchandising tie-ups and promotions with local merchants and advertisers.

In view of stepped up operations of FM stations across the country and the advent of FCC-approved stereo broadcasting systems, “good music” programming — and stereo wax in particular — may very well turn out to be the next big local radio programming trend in the nation’s music industry.

The FCC’s recent spotlight on programming may also leave its mark on local radio. For example, both Storer, Inc., Storer Broadcast, Inc., and London Broadcasting, Inc., last month said that the channel’s adoption of its quality control system whereby programming on all stations is constantly monitored via tapes and surveys, at KOTN, Piedmont, Ark., KXMB, Sea Dolce, Calif., and KSTR, Breckenridge, Tex.

High McIntyre, KSTB manager, and program director Charles Wallace adapted the KING survey formula for their own listeners, turning the opinion-roll-out.

The cards showed that 67.3 per

(Continued on page 39)

Juke-Box-Only Roulette Disks

NEW YORK—Roulette Records has joined the growing list of labels that have launched a portion of their production for the exclusive use of the juke box operator. The Roulette series, “Juke Box Favorites,” will not be available in retail outlets. 

The series, which has been arranged by the Teldar label, Telefunken—Decca.

The label’s program, which will introduce its repertoire and its stars.

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Paid Circulation This Issue, 21,498
EC Distribs Bold Step Halts Disk Sales to ‘Store’ One-Stops

Weiss Action Is Applauded by Los Angeles Record Outlets as Long Needed Action for Basic Survival

By LEE ZITO

HOLLYWOOD—A Los Angeles distributor last week notified one store of the Los Angeles metropolitan area that it would no longer sell to them because he feels they are sub-distributors, and are thus bypassing other record stores and local chains. This announcement was the first in a series of actions taken by the Los Angeles district to halt sales to ‘store’ one-stops.

The distributor was refused service by the other local dealers, and Mr. Weiss informed the distributor that he would no longer deal with them. He said that the distributor needs the business to maintain his operation.

Mr. Weiss informed the distributor that he would no longer deal with them, and that they would have to find another distributor. He said that they were the ones who are acting as sub-distributors and, thereby, are squeezing the established distributors out of the market. He said that he feels that the distributor is not a good business partner, and that he will not continue to deal with them.

The distributor’s position is rapidly becoming untenable, said Weiss, and in the face of a stepped up attack on the one-stop market by the major distributors, one must not only support the one-stop, but also support the distributors who are offering a better service to the public.

As Weiss told the distributor, not the one-stop sells the records, but only one distributor sells the records, and it is the distributor who must face the remainder of his line.

“Deal one-stop only in hit items,” Weiss said. “They take only the one or two current hits and sell them, and if you cannot sell them, the distributors will not deal with them. Your problem is not the one-stop, it is the distributor, and you must deal with them, or you will be forced to sell at a discount.

The London Phase Four Stereo Line Premiers at Meet

NEW YORK—Fred Astaire is starting his own record company, following in the steps of Frank Sinatra. The first artist signed by the label (which is named Astaire to add a touch of sophistication) is musical comedy star Carol Lawrence, who played the lead role in Broadway’s “West Side Story.”

A joint concert tour for his company will be an album featuring a medley of favorite musical numbers from his Emmy-winning TV shows.

Carol Lawrence is the star of the upcoming musical comedy film, “Words and Music.” Frank Sinatra has been quoted as saying that Lawrence is destined for stardom, and has already signed her to one of the leading record companies.

One of the first records to come out will be a live recording of the film’s opening number, “West Side Story.” Lawrence has been working hard to perfect her role, and has been seen practicing her singing and dancing every day.

The album will also feature songs from other of Astaire’s hits, such as “The Lady is a Tramp” and “Put on a Happy Face.” Lawrence is expected to receive critical acclaim for her performance, and is looking forward to working with Astaire on future projects.

WINS Joining Mutual Chain

NEW YORK—Radio Station WINS here joined the Mutual Network’s Blue Ribbon Network, the flag ship station for the Mutual Network.

WINS, together with WOR, is the flagship station for the Mutual Network and is one of the most important stations in the country. The station was created in 1920, and has a long history of providing quality programming to its audience.

WINS is currently based in New York City, and broadcasts a variety of music, news, and talk programming. The station is known for its high-quality programming and its ability to reach a large audience.

The station is owned and operated by Mutual Radio Corp., and is part of the larger Mutual Broadcasting System, which is one of the oldest and most respected radio networks in the country.

New Deal Distribs Crops

Korvette Singles Acct.

NEW YORK—An association of record companies that have been involved in the anti-trust suit against the record industry has been formed. The association, known as the Anti-Trust Action Committee, has been formed to fight against the record companies’ attempts to monopolize the record market.

The association is composed of a number of companies that have been involved in the anti-trust suit, and is headed by a group of attorneys who have been working on the case.

The association has already begun to negotiate with the record companies, and is expected to be a strong force in the anti-trust case.

The association has also begun to lobby Congress and the Federal Trade Commission to pass anti-trust laws that would prevent the record companies from engaging in monopolistic practices.

The association is expected to be a major player in the anti-trust case, and is expected to be successful in its efforts to bring the record companies to justice.

BILLYARD MUSIC WEEK

Published by
The Billboard Publishing Co., 3100 Patterson St., Cincinnati, Ohio

R. C. Littler, Jr., Publisher

Editorial Office
154 Broad St., New York, N.Y.

S. Carter, Editor

Subscriptions: $12.00 per year, $5.00 first year

Subscriptions are payable in advance, to

BILLYARD MUSIC WEEK

154 Broad St., New York, N.Y.

Cable Address: BILLYARD, New York 16, N.Y.

New York, N.Y., June 23, 1961

Bob Bruns, general manager of the largest record store in the country, Korvette, has been working on the new deal for a long time. The Korvette chain has been involved in the anti-trust suit against the record industry, and Bruns has been working to get the anti-trust laws passed.

Bruns has been working hard to get the anti-trust laws passed, and is expected to be successful in his efforts. The anti-trust laws are expected to prevent the record companies from engaging in monopolistic practices, and are expected to be a major force in the industry.

The anti-trust laws are expected to bring the record companies to justice, and are expected to be a major victory for the Anti-Trust Action Committee.

The anti-trust laws are expected to bring the record companies to justice, and are expected to be a major victory for the Anti-Trust Action Committee.
CANTERBURY CREDITORS OK 50 CENTS ON $1

HOLLYWOOD — Canterbury Records last week approved a plan of arrangement costing 50 cents on the dollar over a three-year period and a settlement of more than $13,500 in debt incurred by the retail discount rack jobber operation of the company, under Chapter 11 on March 24 of this year.

Petition for confirmation of this arrangement will be heard on August 12 before Judge Ray Kinnison, at which time approval of the petition is expected. Following this, the business will be turned over to the court, Leonard S. Goodwin, president of Canterbury. Under terms of the arrangement, creditors of under $100 will be paid within 40 days after the hearing, and $11 to $100 creditors will be paid 50 cents on the dollar basis.

The plan of arrangement for settlement must be approved by the majority of creditors, and also by the court, before a petition for confirmation can be entered for the liquidation of Canterbury.

George Hartstone of Hart Distributors is chairman of the creditors' committee. Hart was listed as the largest individual creditor, with Canterbury owing him $23,390. Hart also topped the list of creditors in Record Enterprises' Chapter 11 filing, although in December 1968, during the previous week, Canterbury creditors included Sunstate of Dunbar, New York, owed $6,478; Ed Johnson was second largest creditor on the Record Enterprises' schedule, owing $5,790, and New York City's Mercury claims $5,670.

Diamond Distribution was left owing $2,198 for services rendered. The other creditors are: Sonora, $1,620; and RKO, $1,350.

Proposed Rules

The plan was proposed by Dudley A. Weiss, attorney for the debtor-in-possession. It was approved by both SORD, and partner of the law firm of Mahoney, Weiss, Brock and David, of this city. The proposed rules have been in the preparation stage for a number of months with Weiss working in close cooperation with attorneys Peter Oppenheim, Carl Ginzburg and others active in the local area.

It is evident that careful planning has been under way to prepare a plan of arrangement which will enable the creditors to finally bring the matter to a successful conclusion.

Time Is Ripe

The SORD move comes at a time when the FTC is engaged in a thorough examination of the disc industry.

Judkins asserted, "The time has come when favoritism, preference and other considerations and practices which create confusion must go. This is the first major step that can be taken by any segment of the industry to eliminate the problems which have made our industry what it is today. We wish to see the FTC exercise all of its powers to make these practices come to an end."

New York — Manufacturers have been excluding dealers who use paper advertising more than previous years to aid dealers. In addition to the usual hangars, streamers, counter cards, and such, it was reported that many manufacturers have been excluding dealers who use paper advertising more than previously to aid dealers. In addition to the usual hangars, streamers, counter cards, and such, it was reported that many manufacturers have been excluding dealers who use paper advertising more than previously to aid dealers.

AtoC Files Suit Against M & N, Buffalo Distrib.

NEW YORK — AtoC Records, a subsidiary of Atlantic Records, has filed suit in New York Supreme Court, County of Brooklyn, against M & N Distributing Company of Buffalo, seeking to "abolish" a "substantial sum of money long overdue for records sold and not paid for.

The manufacturer concentration on dealer aids is, of course, part of the broader trend of consolidation of potential window merchandisers and window merchandise. This trend is reflected in the fact that many other independent dealers, including counter displays, are increasing their share of the market as the formerly powerful dealers become weaker.

The manufacturer's aid program is designed to "bolster" the record industry by providing dealers with a variety of products, including display items and promotional materials, that will help them sell more records. This trend is expected to continue as manufacturers seek to maintain their market share and increase their profits.

Everybody's Doing It

The concept of a store within a store is becoming more prevalent in the records industry. A number of manufacturers have introduced "window displays" in their retail stores, allowing customers to view and purchase products directly from the store, rather than having to visit a separate "window display" area. This trend is expected to continue as manufacturers seek to maintain their market share and increase their profits.

Reds Reversals壹

VIENNA — Communist authorities have reversed the demand for the payment of royalties by Western music publishers and record companies.

While this is a significant reversal of policy, there are still some uncertainties regarding the future of the music industry in the region. The authorities have stated that they will continue to monitor the situation closely and may take further action if necessary.

Cincinnati — Al Kayman has been named sales manager of Supreme Records, Inc., as announced by Jack Heilman, president of the company, here.

"Al has been with us for a number of years and has demonstrated a real flair for selling," Heilman said. "He brings with him a wealth of experience in the music industry and we believe he will make a valuable contribution to our sales efforts."

Capitol Hits $48 Million

HOLLYWOOD — Capitol Records, Inc., Sales increased during the fiscal year ending June 30, with its annual report showed the company's gross revenue of $48,364,719, the second highest gross in the company's history, compared to the previous year's gross of $46,332,906. The report showed $1,848,229 net income or $3.93 per share on 461,409 shares outstanding. This was a 27.7% increase from the company's earnings of $1,179,233, equivalent to $2.77.

Al Kayman Named Supreme Sales Mgr.
Mercury Preps Strong Far East Distribution
Hong Kong Seen as Base for Wide Asian Web for Marketing & Sales

CHICAGO—Mercury is setting its sights on a strong record manufacturing and import distribution organization in Far East countries that will service the surrounding territories, including Hong Kong, the Federated Malay States, Thailand and Indonesia. This is part of a general strengthening of international activity, which has been in the forefront of parent, the giant Philips interests.

Mercury executives have also been holding a series of meetings aimed at integrating the firm's marketing and sales efforts following the recent merger with Philips.

Copyright Change Seeks ANSWERS TO OWNERSHIP
By MILDRED HALL
Editor's Note: This is the third in a series of stories on various aspects of the U.S. Copyright Office report for revamping of the Copyright Act of 1999.

A number of foreign countries offer limited protection to record-owners or record label owners. In their national copyright statutes, the protection does not have the scope or duration of other countries. In the United States, the Copyright Office has been asked to recommend records protection under common law doctrines and by the Copyright Act of 1999.

There were too many complex factors in copyright in recordings—against as a matter of law. The group was divided, a new bill could be introduced in the future. But the hearing will be in the nature of a report on the extension of copyright protections will be in the future. But the hearing will be in the nature of a report on the general revision of the copyright law, now being studied by Cong. Rep. Emmanuel Celler (D., N.Y.), who has introduced a bill to make the changes a permanent part of the law. The bill would also include dealing in counterfeiters of master recordings and piracy.

Aberbach Sees Big Potential In Japanese-American Links

NEW YORK—A crew of Midwestern labels are answering each other this week. The word is that the Down's "Wooden Heart," on Similar mania, will be seen in Japan. The Wood Pills, 100, Sound is a substantial share of the Japanese company's stock. The label, owned by 10 per cent or more, is planning to pay it up to 50 per cent of its stock in the company. The stockholders, meeting on May 27, approved the agreement of sale and purchase of all the stock in the label. The agreement was made with the Tohoshii Senior Managing Director Motoshi Kuro.

Leiber, Stoller Team Join UA

NEW YORK—In Leiber and Mike Stoller, one of the most successful of the indie and A&R teams, are now negotiating an indie production deal at United Artists Records. The deal is expected to be concluded this week.

The UA pact with Leiber and Stoller is the latest in a string of deals by the label to establish a production team to continue their current work with Atlantic and A&R. The label already had deals with two A&R teams for 1980. The label is also planning a deal with a new company for 1981. The label needs the backing of big names to compete with the majors.

Aberbach Sees Big Potential in Japanese-American Links

NEW YORK—Gene Aberbach, Hill & Range pope, recently returned from an extensive trip to the Far East and Europe, reports that he believes that the ingredients for creating industry for American material are good and that a new wave of American music is taking place.

The music industry is now in its fourth year of significant growth, with major labels joining the fray. The word is that the Down's "Wooden Heart," on Similar mania, will be seen in Japan. The Wood Pills, 100, Sound is a substantial share of the Japanese company's stock. The label, owned by 10 per cent or more, is planning to pay it up to 50 per cent of its stock in the company. The stockholders, meeting on May 27, approved the agreement of sale and purchase of all the stock in the label. The agreement was made with the Tohoshii Senior Managing Director Motoshi Kuro.

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To guard against inadvertent duplication, please inform your customers (and listeners) that Sinatra's very newest on Reprise "SINATRA SWINGS" is merely the re-titled release of his current hit album "Swing Along With Me"

reprise records
New York

Bobby Boyd, Boyd label presy, was in Hollywood last week with a.d.r. chief Johnny Russell to cut sides with Billy Gilman and Frank Reicher. Reicher, who signed with Decca in August, was on the Fred W. N., jf, opens at the Howard Theater in Washington August 18... The Phoenix label of Wisconsin has inked Chico Holloway and the 5 Scooters, to a recording pact. The first session will be held in New York by owner John Dolan's a.r. chief, Marty Hoffman, Decca national promotion exec, became the father of a second son, Steven Oliver, last week.

Chicago

Mercy Records in recent weeks has added Josh White, folk singer, and Robert D. Johnson, whose "Stony" is out on its talent roster. Mercury also inked Little Richard of "Tutt-Frutti" fame, and a big start to it was made to make him a preacher. His forthcoming session will be a.a.d.tvd by Quincy Jones... June Medley, a new Tim Gaye find, recorded a song called "Goin' To Jail" for Bob Colby's Gumbo Recording Company Studio, West Division street, here. The throughput of the year's label output will be on Gaye's Preview label... International is planning to release "The Beat of the Time," a song recorded by the London recording equipment is being installed. Effort is headed by Jerry Nino, Vernere Rovadas, Leonard March and Richard Sporan.

Here's a switch: Trumpeter Bob Shofner, who's backed Frank Zappa for the past five years at the Red Arrow and Jazz, led his own matching band in the annual Bud Billiken parade Saturday (12), strutting in the band behind Shofner on trumpet... Neil Feely, head of International Records, recently released his firm's first single... Waxing was by Jerry Carlisle of the Carlile's and Feely was a.a.d.r. chief.

Cincinnati

Loe Epstein, of the Jimmie Skinner Music Center, is currently vacationing in Europe. He's due back next week... Bicky Nolan makes his first Cincinnati appearance August 25 when he heads up a singing show at Cincinnati Gardens... Lee Vogel, partner for Conant Distributing here, last week stocked the shelves of 179 stores in 12 states to promote her new Tri-Dex release, "Jimmy Love." She came in from Chicago and made a stopover in Detroit before heading back to New York. During her stay, Miss Carroll appeared on the Bob Newhart show on a.a.d.r. NBC, and cut the records for the various jocks... HI Miranda, of Miranda Records, Lexington, Ky., hopped over to Nashville last week to promote Arthur LeeBonrod's new Miranda single, "Bobby McEwan"... I get the latter taped during his recent engagement at Beverly Hills, Southern California, and took it down to the City, Nashville, to handle the label's product in that sector.

PAT CARSON, of Sande & Greene, Hollywood consultants for radio, TV and motion pictures, spent last week here visiting friends, including Bob Brown of WLS, local deejays and music emporiums to plug her firm's initial communications. Pat is also working with "The Man at the Fair," which Bob Sande and Larry Young recently created and now has in production. It is an old time radio show and the album, "De Camptown Races" b/w "In the Good, Old Summertime," was released last week. Sande & Greene have other

LEGIT REVIEW

'Sail Away' Needs More Wind

"Sail Away," Noel Coward's first attempt at an American musical which this week at the Coliseum, had at least one more number like "Why Do the Wrong Things People," a solid hit, if the album was to be. While there are many agreeable musical numbers, it is necessary to plot through a spooky first act and wait almost to the end of the number before this relative inactivity is borne out in great style by Elaine Stritch. It could be nothing else that it was not a big song. A somewhat old-fashioned type of "jolly good fun" musical, "Sail Away" lacks originality of, well, originality. Coward's humor in spots, dance numbers are excellent and there are a few interesting songs such as this. Changing Winds" and "To the girls who have given me more love than you can..." The Met's Jean Fenn, in a rather artificial role, sings splendidly, but is used in a way that is not to Coward's taste. Her spunky singing and dance pair, Patricia Hardy and Grover Dale, stand out.

The show is entertaining but the word that is big production number is being added as the show goes on, but the vehicle as a whole is slippin... Camden Dewar.

BULGARIAN RED BAN JUKE JAZZ; BLAST IMPERIALISTIC CHA DISK

VIENNA-Communist Bulgaria has banned the playing of jazz music as "corrupting and corrosive, a decadent Western influence which the people must be protected against," a government publication said.

Narodna Kultura, the journal published by the Bulgarian Ministry of Information, said the playing of jazz music in cafes and bars had gone "out of hand." The same journal, in an editorial, said that "Western decadence is being propagated through the importation of Western music," which has "spread its influence through different departments of life." The government has ordered clubs which play jazz to sell only Bulgarian records. The ban was imposed by the government in order to "preserve the health of the people."
REleased as a single
by overwhelming demand
Breaking in Cleveland-Chicago and Buffalo
THE ORIGINAL SMASH VERSION
From his latest album: The Folk Song World of Jimmie Rodgers

Jimmie Rodgers
"The little dog that cried"
R-4384

Roulette Summer Singles Money Makers

Runaround ............................................................... The Regents ......................... Gee 1071
For Sentimental Reasons / Deed I Do ......................... The Cleftones ....................... Gee 1067
The Wizard of Love (Dist. by Roulette) ......................... The Ly Dells ......................... Master 251
The Big Mule ............................................................... Joe Jones .......................... R-4377
Solid as a Rock ......................................................... Bobby Lewis ....................... R-4382
Hills of Assisi ............................................................ Sarah Vaughan ................... R-4378
Lonely Island ............................................................. Eddie Cash ......................... R-4380

the New Sound in your favorite music is on

Roulette
the Home of the Stars
A BLOCKBUSTER!

BILL BOLLI

HINT AT FCC OR POLL NET REGULATIONS

WASHINGTON—The day of the OTE and civil network regulation by the Federal Communications Commission seems to be drawing near. Sen. John G. Pastore (D., R.I.), chairman of the Senate Commerce Committee, has announced that he will soon hold hearings on the question for legislation, but not necessarily license, the net-

works.

By request of the Commerce Subcommittee, the agency has pre-

pared a report on its study of net working and came up with these findings. The public interest requires that regulation extend to any network, for the individual network is no longer entirely responsible for his programming. Further study is needed on the way pro-

gramming is influenced by rating and by the giant talent agencies. Further study is also needed on the way networks buy into or turn to independent program production, the FCC says.

JAVITS WOULD SEE PROGRESS ON NEW MOUNTAIN BILL

WASHINGTON—Sen. Jacob Javits wants the federal government to step in and save the 1962 Metropolitan Opera Season from cancella-
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Tax Man Assures Trade Meet Tobs Can Be Deducted

WASHINGTON—Internal Revenue Service has assured busi-

nessmen that expenses for attending trade shows are deductible, even if the meeting is held at a resort area. Commissioner Mortimer M. Caplin says tightening on audit of travel and entertainment expense applies not legitimate travel meetings, regardless of the site, but to sales conventions. The company of an accompanying family, side trips and vacations purchased to be business related.

Although abuses are being curbed in the travel and entertain-

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FOLK TALENT & TUNES

BY BILL SACHS

JIM and JENNY and the Virginians

Boys, who were recently signed by Combina-

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HOW SOON
BOB BECKHAM
31285

Saleable Sizzlers from DECCA

NOW AND FOREVER
BERT KAEMPFERT
31279
THE GOLDEN VOICE
OF
THE PLATTERS' MILLION-SELLERS
ONLY YOU • THE MAGIC TOUCH/MY PRAYER
SMOKE GETS IN YOUR EYES • TWILIGHT TIME • GREAT PRETENDER
and their current hit
I'LL NEVER SMILE AGAIN

TONY WILLIAMS
Is Proud To Be On

reprise

Like All Previous Tony Williams and the Platters’ Hits

BUCK RAM
Produced this chart-shattering session

Thanks, Frank, Moe and Jay for going
all out on this good first
Tony Williams effort!

Tony and Buck
REPRISE GLEefully WELCOMES TO ITS BURGEONING ROSTER THE SMASH STYLIST WHOSE TRACK RECORD* INCLUDES:

ONLY YOU  (gold record)
THE GREAT PRETENDER  (gold record)
THE MAGIC TOUCH  (gold record)
MY PRAYER  (gold record)
*as lead voice of the Platters

ON reprise TO PLAY AND PLAY AGAIN
The new packages include "Fire of the Prairie," which is a special dance LP featuring fiddler Raphael Macneal; "Rolling Forks," a collection of the "Doll Maker," and "Mountain Paths," by Harriet Arow, two LP's by "Washington's Most Beloved Sax Player," From Hell for Safari (after Kitty Wells, although the same title on the mountain folks lore) and a collection of his dog stories.

This month Randy will return to Kentucky and record three more albums—a mountain hymn package by Mrs. Russell of Red Bird Music, Beverly, Ky.; a snake handler's church service; and a collection of delinquent solos by Homer Leoford of Winchester, Ky. Randy also reports he has discovered a 17-year-old Ricky Nelson look-alike in "the hilly," Bedyngman, who "plays guitar, sings rock and roll, and knows the hot teenage stuff."

In his "paysy" article, Randy

HERE'S A PRINCE A LA PRINGLE

NEW YORK—When BMW goofed twice in succession and switched captions on photos of disk jockey Bill "It's A Kind Of Magic" (WNEW, here) and Jerry Marshall (WNGM, here) appearing in the paper's Programming Panel feature, it was ferciously suggested that the jocks be good sports and consider exchanging packages. Michigan deejay David Prince, who also appears in the panel feature, seems to be doing just that. The jock was also the victim of a BMW goof, when his photo appeared in a panel feature identifying him as "David Prince.'

Prince, who invaded from WKBW Buffalo, was assigned to WKMEL, Detroit, for the 7-11 o'clock slot. He writes: "Because of a goof in Billboard, I will be using the air name Bruce Prince. They gave me the tag a while back in a miscellaneous section, and I'm not sure how much better that Prince—more adaptable to jingles, etc., that I've decided to use it."

notes that "the first reference to the word in printed source was in 1938 in a story on the American Society of Composers, Authors and Publishers' evaluation of unfair practices on the part of radio stations, and was used in the 'technical' sense of 'an engineer or technical expert from a radio-station.'"

However, he adds, "55 per cent of the 1,225 voters surveyed the word back to the '20's."

Wain Syndicates Tape Teen-Based Radio Programs

CLEVELAND — Norman Wain, ex-program director—deejay at WHK here, is preparing two syndicated one-minute taped shows for local radio stations across the country—"Teen Beat" and "Recent Stars Confident." Teenagers are being asked to submit answering questions to teen-aged listeners on such problems as dancing, school and going steady, will debut on WHK August 14. Wain's "Sound Ideas" firm will produce the series. Each one includes 25 one-minute or less spots, and Wain is anxious to be placed on the mailing lists of publishers, record companies, and radio stations for this type of program.

Wain is also handling a new District Five syndicated show for Cleveland. This is the brain child of William Zimmermann and Chester Brown. The service, which started here September 1, will enable Cleveland listeners to dial a number and find out what's showing on local TV stations at any hour. The info will be fed back by cable.

Wain has a staff of three monitoring Cleveland's three channels, checking what's on the screen on the quarter hour, so they can notify callers about last minute show changes. The list will be recorded on a machine which will transmit the findings every 15 minutes to the telephone company.

YESTERYEAR'S HITS

Change of copy programming from your literate's shelves, featuring the discs that were the hottest in the laid down years 10 years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

POP—5 Years Ago
AUGUST 18, 1956

1. Faron Young/Fun Lovin' Crazy Joe, Country & Western, Columbia
2. My Prayer, Wanda Jackson, Rock, Columbia
3. You Can Have Her, Jerry Wallace, Rock, Columbia
4. Rhoda, Bobby Vee, Rock, Columbia
5. I Need You, I Love You, Eddy Arnold, Rock, Columbia
6. Love is a Hurtin' Thing, Pat Boone, Rock, Columbia
7. All Night Long, Pete and Del, Rock, Columbia
8. Woowoo Wind, Gogi Grant, R&B, Capitol
10. Christmas Time is Here, Nat King Cole, Jazz, Capitol

RHYTHM & BLUES—5 Years Ago—AUGUST 18, 1956

1. Principal, Soul Giants, Soul, Specialty
3. A Man's No Good Without a Woman, The Breakfast Club, Soul, Specialty
4. Whampee, Carl Powell, Soul, Specialty
5. It's A Shame, Joe Tex, R&B, King
6. Trouble Man, Ike Turner, R&B, Epic
7. I'm Kind Of Glad You're Back, Pops Workman, R&B, Chess
8. Over and Above, The O'Jays, Soul, King
9. My Baby's Gone, The Impressions, Soul, Chess
10. Mean Ole Soul, The Impressions, Soul, Chess

POP—10 Years Ago
AUGUST 18, 1956

1. Come On & My House, Ramsey Connery, Easy Listening, ABC
2. Too Young, Keith Cole, Capitol
3. Sonny and Cher, Del, Rock, RCA Victor
4. To Be A Star, Ray Charles, R&B, ABC
5. Jealous, Bob and John, Rock, ABC
7. Late Night At The Movies, Terry Stafford, Rock, ABC
8. Mexican Hat Dance, The Spanish, Jazz, ABC
9. I Know, Frank Nelson, Rock, ABC
10. I Guess I'll Hang My Hat On You, The Platters, Rock, ABC

MAYWELL

Moving up steadily on the Hot 100 with her second hit is Mary Wells. "My Guy," Maywell's second single, has been the number one rhythm and blues record since May, and only a short time ago Miss Wells scored again with "I Don't Want To Fall In Love." Today, the rhythm and blues scene shows Miss Wells rising with her new title, "Don't Make Me Cry." Wells also records for United Artists Records and his waxing "A Cross Stands Alone" was on the BMW country charts for five weeks.

GEORGE ELEZOTTO, formerly with WTNY, Troy, N.Y., has joined new Albany Station WEEQ as station manager. The outlet, first new station in the Albany area in 13 years, is a 1,800-watt station, has been on the air since September 1... Richard H. Harris, formerly veepee of the wireless bureau, has been appointed general manager of Station WOLY, Kaled, Wichita, Kan., and KQED, Albuquerque, N.M., replacing John M. Sheppard, who was appointed general manager of Station WDGY, Minneapolis, on July 1.

G. H. McFARLANE, of Detroit, will go to KFIL, Denver, to enter the U. S. Army for two years.

JERRY WALKER

KBCO, San Diego, Calif.

It's a tough question because there are many talented female vocalists and crooners. However, in my personal opinion I would have to be Keely Smith.

To me, Keely has that rare talent of being able to sing anywhere, anytime, and perhaps even every song. Her singing is warm, sincere, versatile, and reflects her personality.
"HEY, LOOK ME OVER!"

PEGGY LEE'S SENSATIONAL NEW SINGLE
just released
HEY, LOOK ME OVER
c/w WHEN HE MAKES MUSIC
RECORD No. 4610
CALL YOUR CRDC REPRESENTATIVE...LIKE RIGHT NOW!
**DEALER~DISC—Limited-time only.** Started June 26, 1961.
Order two copies of the LP for the price of one. Five new releases all packaged.

**RECORD~VICTOR—Limited-time only.** Started May 29, 1961.
Directly from the engineer to the consumer at a "Save 75c" introductory offer.

"Starday's Ongoing Second Annual Country Male Spectacle." Three albums FREE for $1.98.

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

**MUSIC~PHONOGRAPH MERCHANDISING**

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

PHONOS LISTING BETWEEN $151 AND $200

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**ROLLING STEREO DEMOS MAKES FOR MOVEMENT**

DENVER—When a prospect for a stereo phonograph telephone in to Wells TV & Stereo Company here, expresses interest in a demonstration, Glenn Wells, owner, "takes the whole store to their doorstep."

Two years ago, in recognition of the fact that few people have enough time free for extensive shopping, Wells decided to simplify the problem by taking every stereo phone selection carried in the store, right to the customer's front door step.

The van is equipped with 200 feet of power cord, so that Wells can pull up at the curb or in the driveway, extend the cord, get connected quickly, and, immediately, start with an individualized, personal demonstration.

Two salesmen assist the Denver dealer installed padded shelves around the van, making it possible to carry as many as 14 stereo consoles, or many more consoles, if the parts are in stock. Painted pure white, with the company lettering on the sides, this immediately becomes a "rolling showroom" in which even the most vacillation-prone prospect can easily and painlessly sign a contract.

DEALER'S PRODUCTS

**London Phase 4 Stereo Line Bows**

- *Continued from page 2*

The Phase 4 program will also have extensive overseas distribution. The basic London stereo form will replace the material of the London line, which was used for later releases, including Canada, Belgium, France, Germany, Italy, Spain, and the United Kingdom. The program will carry special sections in connection with the new releases, and follow up with the same recording work, carrying stories, pictures and features in advance of the new releases, through the dealer's educational activities, considerably in making it a major event in the community.

**DISK DEALS FOR DEALERS**

A summary of promotional opportunities for dealers by manufacturers and distributors is included in this section. In addition, a selection of the latest releases are starting and expiration dates for each deal, as well as the date of issue and price, are listed. The original releases are used to promote deals, showing details of each promotion. Please consult these for full information.

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LIVING STEREO

Original Sound Track Recorded in Italy

Nino Rota's hypnotic score of a tragic Odyssey. The earthy saga—fervent hopes, crushing failures and lust-raw experiences—of an Italian "Grapes of Wrath." Winner of twenty-two major film festival awards.

ASTOR PICTURES presents Federico Fellini’s

ROCCO AND HIS BROTHERS

Original Soundtrack Recording

Federico Fellini
LA DOLCE VITA

Music by Nino Rota.

The 'sweet life' of Roman Cafe Society... Haunting, seductive music from a prize-winning, shocking film masterpiece... Ditamed and praised in Italy, England, France, Japan, now sweeping America.

They speak for themselves

(With an intriguing Italian accent!)

Now... listen to original sound tracks from two of the most widely acclaimed Italian films of the century! Just released: Rocco and His Brothers—order now! In Living Stereo or Monaural Hi-Fi, only on...
BEST SELLING JAZZ LP'S IN TOP MARKETS

Here is a list of the current Best-Selling Jazz LP's, as reported by dealers in the following large cities: New York & Newark, Chicago, Los Angeles, Baltimore and Washington, D.C., Philadelphia, Pittsburgh, St. Louis, Cleveland, Detroit, San Francisco, Cincinnati and others.

1. EXODUS TO JAZZ, Eddie Harris, Vee Jay 3016
2. TIME OUT, Dave Brubeck Quartet, Columbia CL 1377
3. GENIUS PLUS SOUL SINGERS JAZZ, Ray Charles, Impulse A-3
4. DRUMS OF PASSION, Olatunji, Columbia CL 1421
5. JUG, Gene Ammons, Prestige PR 7192
6. AFRICAN WALTZ, Cannonball Adderley, Riverside RP 377
7. AT LAST, Etta James, Argo LP 4003
8. AL HIRT—SWINGIN' DIXIE, Audio Fidelity AF 5927
9. SIN AND SOUL, Oscar Brown Jr., Columbia CL 1577
10. STEAMIN', Miles Davis Quintet, Prestige 7200
11. SERMON, Jimmy Smith, Blue Note BL 4011
12. ROSS TENERO, Gene Ammons, Prestige PR 7180
13. LITTLE GIRL BLUE, Nina Simone, Bethlehem BCP 6028
14. BAND OF THE TIDES, Mel Torme and John Coltrane, Atlantic 1386
15. I'M GLAD THERE IS YOU, Gloria Lynne, Eversett RY 5126

SWINGERS

Mulligan, Evans Cop Critics’ Poll

By BOB ROLENTZ

The Gerry Mulligan Concert Jazz Band won Billboard Music Week's Jazz Critics Poll for the Best Band of the Week for the period of July 20-26, 1961, with a poll's majority vote. The Critics Poll is voted on by the Jazz Critics for the best band of the week.

Both of these artists won their respective polls, with the Mulligan band receiving twice as many votes as runner-up Duke Ellington with his Columbia record. "Swingin' Al," an album recorded on Verve, won a majority vote with the band's Impulse disk.

But close behind were John Coltrane and his Atlantic recording of "My Favorite Things," an album recorded on Verve, won a majority vote with the band's Impulse disk.

As expected, the Modern Jazz Quartet snagged the Best Small Combo LP with its two-record set on Atlantic, "Europeana," an album recorded on Verve, won a majority vote with the band's Impulse disk.

JAZZ CRITICS

The Jazz critics who contributed to Billboard Music Week's "Critics' Choice" LP poll include: Gene Lees, former editor of Down Beat; Bert Yonville, jazz critic and BMI executive; Martin Williams, free-lance jazz critic and author; and Ira Gitler, free-lance jazz critic and reviewer; John Tyman, West Coast editor of Down Beat; Don Nelson, jazz critic for The New York Daily News; Don Goebel, music critic for Business Illustrated; Dan Miller, music critic for The New York Daily News; Stan London, free-lance jazz critic and author; and Bill Sibert, jazz critic for The San Francisco Chronicle and wire services.

The jazz critics were unable to make up their minds as to which jazz LP had the best recording of the 1960-1961 season. Some of the critics left the line blank, and those who did fill it in nominated a total of 12 different recordings, including "Vesuvius," an album recorded on Verve, won a majority vote with the band's Impulse disk.

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**Jazz Blows Hot on AM Air**

By JUNE BUNDY

NEW YORK—Jazz record programming—long a staple in the FM broadcasting field—is moving into AM radio on an increasingly large scale these days. Jazz artists are making the pop disc charts (Cannonball Adderley, Eddie Harris, etc.) with increasing frequency. At the same time, stepped-up activity in stereo broadcasting has given jazz wax (much of which is particularly effective for stereo ailing) additional appeal for both AM and FM disc jockeys and program directors.

One of the most interesting examples of jazz programming is that of WLIB, New York, which moved into the jazz area June 26 of this year when jazz pianist Billy Taylor became music co-ordinator for the outlet. Taylor, who heretofore emceed a weekly Saturday jazz show, now pilots a jazz program Monday through Friday, from 5 p.m. until sign-off, for a total of 25 hours a week.

Taylor also supervises the programming of “quality jazz” throughout other segments of WLIB’s broadcasting day. According to General Manager Harry Novik, WLIB is the only AM station in the New York area currently featuring jazz (“not rhythm and blues or rock and roll, but jazz”) on a full-time basis.

Taylor, who utilizes his own extensive library of jazz discs on the show, plays approximately 16 different tracks during each program. Taylor, who runs only one LP in its entirety, his format varies wildly, and usually features a specific theme.

For example, he has presented “Strings Attached,” devoted to jazz with strings, and “Critics’ Choice,” wherein he reads reviews of new releases. Plays the disc and follows with his own opinion—“often quite divergent.” “Jazz Theatre” features the latest in jazz—“Third Street” is an example; others are “Old New, Borrowed and Blue”; “Top and Bottom”—“Repar Term”; “Piano Passion”; “One for Fun,” described as ‘happy jazz’; and “Jazz Closeup,” devoted to the library, vocals and career of one jazz star.

Taylor declined to name his “favorite” jazz disk—claiming it is a “matter of mood.” However, he did indicate a preference for records recorded “live” during concert dates or studio performances, such as the 1946 Newport series.

The disc-jockey said that his audience is “a literate group,” many of whom call or write to ask questions about technical aspects of jazz recording. He tries to answer as many of these queries on the air as possible.

Taylor visualizes the “ideal jazz group” as follows: Dizzy Gillespie, trumpet; Cannonball Adderley, alto; John Coltrane, tenor; Art Blakey, drums; Ray Brown, bass; and Mill Jackson, vibes; female singer, Ella Fitzgerald.

Another AM station putting heavy emphasis on jazz programming is WKPA, New Kensington, Pa., which airs about 40 hours of jazz each week. The WLIB staff, plus others, are now preparing a book of jazz discography and advertising material to be called the “Newport” series.

Jim Gray and Phil Brooks are the station’s jazz directors. Some of the outstanding features of Brooks’ “House of Jazz” show include a 30-minute program on “at least 25 minutes” for the listeners to enjoy and discuss the views of three jazzmen on various aspects of the jazz scene; an audience request feature; and a quiz game for the fans.

Brooks, also WKPA’s program director, commented: “We believe that WKPA is proof that an AM station can make jazz an integral part of its schedule, a segment of the total programming that seems to surround this area of music. Jazz on WKPA is not a gimmick, it is rather a genuine desire to reach a long neglected audience with jazz and its related effort to excite jazz as a great art. It is the only musical art form indigenous to America and should be treated as such.”

**JAZZ SPOTLIGHTS**

This is a listing of jazz albums selected as Spotlights by the Billboard Review Panel for their strong musical and commercial appeal. These LPs were issued from January through July 1961.

**TITLES**

**LABEL**

**TAMAMAN**

**A Mirror Reflection**

Capelet 535 1495

**AN EVENING AT HOME WITH THE BIRD**

Charlie Parker

Savoy MG 12152

**PAUL DESMOND AND FRIENDS**

Paul Desmond, sax; Bud Werner, Alto; Lee Konitz, bass; Paul Desmond, drums

Riverside 115

**LUSH LITE—John Coltrane**

John Coltrane, tenor

Verve 7108

**THE BALLAD ALBUM OF MUL JACKSON**

Mul Jackson, tenor

Atlantic 1342

**TIN ROOF BLUES, VOL. 2**

New Orleans Jazz Band

Riverside 146

**COPRINTZ-John Coltrane**

Columbia CL 1579

**TOMMY JONES SWINGING AGAIN**

Craik CL 1251

**SONG OF DRUMS**

RCA Victor LSP 2212

**WATER MAKER**

RCA Victor LSP 2213

**STAN GETZ AT LARGE**

Verve MG 3953

**ART—Art Forman**

Argo LP 678

**THE GREATEST HORN IN THE WORLD**

RCA Victor LPM 2566

**THE MODERN JAZZ JUKEBOX**

RCA Victor LPM 2567

**THE JAZZ FARRAIDER**

RCA Victor LPM 2568

**TAGEFELK**

RCA Victor LPM 2569

**EUROPEAN TOP PRODUCTIONS**

RCA Victor LPM 2570

**JAZZ POLL WINNERS**

RCA Victor LPM 2571

**MAYNARD'S**

RCA Victor LPM 2572

**THIS IS OUR MUSIC**

RCA Victor LPM 2573

**MY FAVORITE THINGS—John Coltrane**

RCA Victor LPM 2574

**EVOLUTION OF THE BLUES**

RCA Victor LPM 2575

**JASPER HENDERSON**

Columbia CL 1583

**DO-ME-MI, Jans-Cathy-Bob Cooper Combo**

Capitol ST 1586

**PETE FOR CHAIN ON TOLEDO**

Columbia CL 1587

**DOUBLE EXPLOSION**

RCA Victor LPM 2576

**GERRY MULLIGAN AT THE VILLAGE VANGUARD**

Verve V-8396

**THE KINGDOM OF SWING**

RCA Victor LPM 2247

**THE BIX BEIDERBECKE LEGEND**

RCA Victor LPM 2248

**GILLESPIE—Dizzy Gillespie**

RCA Victor LPM 2249

**REICH**

Riverside RLP 1149

**THE COMPLETE MUSICIAN—Bob Scott**

Atlantic 1341

**THE MOST, VOL. 2—Various Artists**

RCA Victor LPM 2562

**TWO'S COMPANY**

RCA Victor LPM 2563

**CHRIS CONNER-MAYNARD FERGUSON ORK**

Atlantic 8849

**MERRY MULLIGAN AT THE VILLAGE VANGUARD**

Verve V-8396

**AFRICAN JAZZ**

RCA Victor LPM 2251

**TONIGHT ONLY**

Dave Brubeck Quartet-Carmen McRae, Columbia CL 1609

**ZUNGO-AFRO-PAUL-Clifford Parker**

Columbia CL 1634

**BIRD**

Charlie Parker, Charlie Parker FLP 101

**BACKWATER BLUES**

James Hall

**KID ORY'S FAVORITES**

Good Time Jazz Club M 12041

**CON ALMA**

Charlie Byrd Trio, Culltese 353

**JAGGOLY**

RCA Victor LPM 2310

**ELLA FITZGERALD SINGS THE HAROLD ARLEN SONGBOOK**

Verve V-4046-2

**STREAMIN' WITH THE MILES DAVIS QUINTET**

Rudy Van Gelder Recording Co.

**RAGS AND TANNE—Milt Jackson and John Coltrane**

Atlantic 1368

**SOMETIMES SANCIFIED—Slade Hampton Octet**

Atlantic 1362

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The Genius After Hours 1369
The Genius of Ray Charles 1312
Ray Charles In Person 8039

JOHN LEWIS
Original Sin 1370
The Golden Striker 1334

MILT JACKSON
 Bags & Trane (with John Coltrane) 1368
 Bean Bags (with Coleman Hawkins) 1316

ORNELLE COLEMAN
This Is Our Music 1353
Change of the Century 1327

HERBIE MANN
The Common Ground 1343

DAVE "FATHEAD" NEWMAN
Straight Ahead 1356

SLIDE HAMPTON
Somethin' Sanctified 1362

LEO WRIGHT
Blues Sheet 1359

WILBUR de PARIS
On the Riviera 1363

HANK CRAWFORD
More Soul 1356

LURLEAN HUNTER
Blue & Sentimental 1344

PHILLY JOE JONES
Philly Joe's Beat 1340

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A jazz event of major importance... Hawes, whom critics call "one of the foremost talents of our generation" with Land, tenor; La Faro, bass; and Butler, drums. M3589 (mono) & S7589 (stereo)

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Stability, Growth Are Key to Jazz

BY LEE ZHTO

HOLLYWOOD—The jazz scene of the record industry is strong and stable, its product is the most durable in the business, and its sales are growing. That's the jazz market as seen from the Coast viewpoint by several manufacturer's whose labels specialize in the field.

Leo Koenig, president of the Continental and Good Time Jazz labels, feels that the stability of the jazz disk business is firmly based in the last quality of the recordings themselves. The dealers who stocks jazz, can't get hurt," according to Koenig, "for it is less the perilous of all records." To prove this claim, Koenig points to the Bunny Berrigan, Artie Tedderbecke, and Louis Armstrong sides "made as far back as 1917, and are still being re-issued and sold around the world by RCA Victor.

Leo Koenig points to Continental's jazz version of "My Fair Lady," and also the "Motel Man" by Jack Teagarden, which is still going strong after almost six years on the market. According to Koenig, "the reason is simple; the albums are better than the artistry. Yesterday's long-playing release by a given artist becomes overshadowed by today's market by another artist's recording of the same work. The exceptions are rare, says Koenig, who is against the classical re-recording on the market.

Leo Koenig says he feels this in the market when he checks his re-recordings, "It doesn't have heavy immediate sales but it does well in the pop, but looks upon his recording in the long run," he says. "We are still marketing the Los Angeles records we made in 1949 and sold among our strongest sellers." As further evidence of the unique, lasting quality of jazz, Koenig points to Continental's jazz version of "My Fair Lady," and also the "Motel Man" by Jack Teagarden, which is still going strong after almost six years on the market. According to Koenig, "the reason is simple; the albums are better than the artistry. Yesterday's long-playing release by a given artist becomes overshadowed by today's market by another artist's recording of the same work. The exceptions are rare, says Koenig, who is against the classical re-recording on the market.

Leo Koenig's predictions for the future of jazz are optimistic. He believes that jazz will continue to grow, and that new talent will be discovered and promoted.

Pitt Snares KNOB Jazz

HOLLYWOOD—Station KNOB here, the nation's first all-jazz outlet, is entering the program syndication field to make available its show originating to stations throughout the country, BMI, learned last week. First station to take the KNOB program is to be Pittsburgh's WZAG, which went to an all-jazz format six months ago.

WZAG will start broadcasting three hours daily of KNOB program, according to KNOB General Manager Alex Stepney. The station will supply the Pittsburgh FM outlet with a jazz program that will go from 10 a.m. to 10 p.m. daily. The shows will be different from the commercial shows currently on the air.

As part of the deal, Stepney said, "KNOB is sending one of its disk jockeys to Pittsburgh to help them get organized." While Eastman is in Pittsburgh, he will hold a show and send them back to KNOB, thereby retaining his Los Angeles area following. WZAG, FMM sister of Leonard Stepney's WYUN in New York, will take two hours of Stepney's show every day plus a daily hour of jazz shows handled by one billed as El Dorado "SwamJones" on the WZAG airwaves. Other shows to follow will include such programs as "Jazz Goes to Church." "Jazz for Young," and "Jazz for Housewives," among others.

The next show to take KNOB is to be WZAG, Pittsburgh. Stepney said, "It is Detroit's station WIPF, an FM operation expected to be on the air in 60 days. The station's jazz program will be handled by one billed as El Dorado "SwamJones" on the WZAG airwaves. Other shows to follow will include such programs as "Jazz Goes to Church," "Jazz for Young," and "Jazz for Housewives," among others.

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BRITAIN

Oriole Issues From Aussie Affiliate

By DON WEDGE

New Editor, New Musical Express

Oriole Records this month issued two Australian records, the first Australian affiliate, W and G Records, Melbourne. They were the Thurlow Brothers "New Orleans" (Dolly) and Kevin Shegog "Little Ol' Black Kangaroo and Photograph of You." W and G has now released many British-made Oriole discs. It secured its first from the source, another Thurlow Brothers "Wild Weekend," in May.

Publisher Business

Mr. Bill Best has recorded a new British pianist, Kenny Clayton, on "Penelope." HMV has secured the British releasing rights and scheduled it for August 25. From a long stay in the U.S., a songwriter, Michael Carr reports that, as a host, he has been silenced to write two pieces for the Sim Kenton set, "Sweet Beat," and "Blondie Brooks." Studio Notes reports that HMV released "Man of Mystery," a big hit here for the Shadows; the group's disk has now been issued in the U.S. and is covered by Chet Atkins. Other current Carr compositions, currently or soon available in the U.S., are "Joe's Blues" (excl. by Don Rolls), "Satch Is A Woman" (Vic Doolo) and "Lucky Lady." Vic Hummert has joined the employment staff of Leeds Music here. He was formerly with Noel Gay Music, but has lately been on a musical staff for the Horden Fielding organization.

Promo Music

British-made discs have regained some of their chart influence here recently, with the introduction of new stereo recording equipment.

AUSTRALIA

Six Command LP's Score in Promo Tie With Australian Phonograph

By GEORGE HYDE

19 Tomsan Ave, Sydney

Record Firms began releasing Command LP's here with tremendous results, and the six albums to spearhead the initial release, Festival Records in tie with Krista, have sold, according to Command's exclusive to demonstrate their new record players through over 2,000 retail outlets nationally. Festival also has a producing a half million mailing list pamplets, to be sent through departments stores' mailing lists. Special mono versions of the six initial albums will also be placed in radio spots in all states. Krista is also planning a huge press campaign mentioning Command in all ads.

Singsing

Johnny O'Keefe has put pen to paper and has signed two new contracts with Festival Records. He will work as a starring artist and radio personality and a new album label and Festival is cutting "I'm Coming on You."

Right Now." O'Keefe's work also includes five new local artists to the Leedon label, "Little Ol' Black Kangaroo and Photograph of You." We took advantage of this occasion to chat with the well-known record dealer to check actual disk sales. He gladly gave us the following detailed records.

Four or five years ago, during a minor depression in the Australian scene, O'Keefe began to cut his own sessions for Radio. His "I'm Coming On You" was the first to break through and gave his record a new lease on life.

BELGIUM

'Twheels' Rolls to New All-Time High

By JAN TORFS

Sudvenderij 37, Mechelen

So far during 1961, "Wheels" and "Lover's Song" have been Belgium's all-time high. In the last twelve weeks, the record has bumped the Beatles this time, it seems likely to hold on a bit longer. The "Lover's Song," on the other hand, has been a stronger competition now from Ricky Nelson's "Hello, Mary Lou" and "It's Now or Never." This last record is being the best seller of the year, according to the International records.

Shure stereo production included in the following sale: 12 inch L.P. $1.75, 10 inch L.P. $1.25, 78s $1.42, 729; total 261,636 or $16,048.
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<tr>
<th>POPULAR</th>
<th>CLASSICAL</th>
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<tbody>
<tr>
<td>Say It with Music—RAY CONNIEFF CS 8292 CL 1490*</td>
<td>Orchestral Music from the Opera—THOMAS SCHIPPERS MS 6164 ML 5564*</td>
</tr>
<tr>
<td>Southern Scene—DAVE BRUBECK CS 8273 CL 1482*</td>
<td>Prokofiev; Peter and the Wolf; Tchaikovsky; Nutcracker Suite—N.Y. PHILH./BERNSTEIN MS 6193 ML 5593*</td>
</tr>
<tr>
<td>More Old Sweet Songs—FRANK DeVOL CS 8209 CL 1413*</td>
<td>Walton: Violin Concerto; Lalo: Symphonie Espagnole—FRANCESCATTI/PHILA./ORMANDY; N.Y. PHILH/MITROPOLOUS MS 6201 ML 5501*</td>
</tr>
<tr>
<td>The Old Sweet Songs—FRANK DeVOL CS 8209 CL 1413*</td>
<td>Invitation to the Dance—PHILA./ORMANDY MS 6241 ML 5541*</td>
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*Monaural
TOP LP's BY CATEGORY

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

- VOCAL LP's
- INSTRUMENTAL LP's

- REVIEWS OF NEW ALBUMS

- POP
- MEMORIES ARE MADE OF HITS
- CHILDREN'S LOW PRICE
- SONGS OF YOGI BEAR
- BABES IN TOYLAND
- SPECIAL MERIT ALBUMS

- COMEDY LP's
- CLASSICAL & SEMI-CLASSICAL LP's

- Top LP's

- Made From Motion Pictures, Films and TV

- Dick Ence (Sac.) 35
- Done With the Wind (Sac.) 58
- GREAT MOTION PICTURE THEMES (Sac.) 25
- MUSIC FROM EXODUS AND OTHER GREAT HITS (Sac.) 43
- Peter Gunn (Sac.) (21) 51
- Theme From Carnival and Other Great Broadway Hits (Sac.) (40) 149

- Pops

- Made From Motion Pictures, Films and TV

- Dick Ence (Sac.) 35
- Done With the Wind (Sac.) 58
- GREAT MOTION PICTURE THEMES (Sac.) 25
- MUSIC FROM EXODUS AND OTHER GREAT HITS (Sac.) 43
- Peter Gunn (Sac.) (21) 51
- Theme From Carnival and Other Great Broadway Hits (Sac.) (40) 149

- September 19, 1961

- August 14, 1961

- POP LP'S

- STRONG SALES POTENTIAL

- POPULAR DOWNS

- The Four Lads, Kapp KL 1254

- POPULAR DOWNS

- The Four Lads, Kapp KL 1254
ELVIS

LITTLE SISTER
His Latest Flame

ELVIS PRESLEY

Elvis Presley is great in his beltin', rockin', big-beat style! Full-color sleeve, also available in 45 rpm. #37-7908. Order "Little Sister" . . . big!
FOR FALL—THE BEST OF ALL!

INCLUDES THE HIT SINGLE "MICHAEL"

the Highwaymen

SEXY YOUR UNITED ARTISTS DISTRIBUTOR TO MAKE SURE YOU QUALIFY FOR DATING AND DISCOUNTS

UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.
| Star Performers—selections as Chart 9 weeks or less indicating greater sales progress this week |

| 50 Best Selling | 50 Best Selling |

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### Hot R & B Sides

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NEW CONTINENTAL 2
STEREO ROUND

You've got to hear it to believe it! Here, for the first time in any jukebox, is realism: life stereo that needs no remote speakers. The AMI Continental 2 plays 33 1/3 RPM stereo or 45 RPM monaural records with wonderful new beauty... fits any location. And here's tomorrow's styling—sensational glamour, aglow with a hot new color. All equipment is standard—no extras to buy. Put this exclusive new money-maker to work for you. Ask about AMI simplified programming and the Big Challenge operator incentive program that offers 1700 valuable, nationally advertised merchandise prizes, plus trips to Florida and Las Vegas.
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Domestic Circulation
Billboard Music Week's paid U.S. and Canadian circulation is almost 2 1/2 to 1 over the next music-coin publication.

Overseas Circulation
According to conservative estimates, it's Billboard Music Week again—by as much as a three to one margin.

Editorial Services
25,000 more column inches per year of music-coin news, charts, reviews and features—by actual measurements.

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TOP MARKET BREAKOUTS

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

NEW YORK
—MR. PAGANINI
Elia Fitzgerald, Verve

—MUSIC MUSIC MUSIC
Sensations, Argo

LOS ANGELES
—WAY YOU LOOK TONIGHT
Letterman, Capitol

CHICAGO
—STICK SHIFT
Duels, Sue

—MORE MONEY FOR YOU AND ME
Four Preps, Capitol

—MUSIC MUSIC MUSIC
Sensations, Argo

SAN FRANCISCO
—A FAR FAR BETTER THING
Della Reese, RCA Victor

—MAGIC MOON
Roya, XYZ

PITTSBURGH
—FOOT STOMPIN'
Fiores, Felsted

—HIMAN
Tommy Hunt, Scepter

THE LONNIE SISTERS
SAID MOVIES MAKE ME CRY (Ascot-Rose, BMI)
(2:40)—The young girls easily have their best single to date in this cute, bright waltz of the fine John Loudermill tune. Smart arrangement helps, too. Watch this one. Flip is "I Don't Know Why" (Cromwell-Fred Ahlert, ASCAP) (2:15). Dot 16285

ELVIS PRESLEY • LITTLE SISTER (Elvis Presley, BMI) (2:30) — HIS LATEST FLAME
(Elvis Presley, BMI) (2:06)—Elvis is back and the kids will be back buying records of these two sweet sides. "Little Sister" is a catchy rocker which Elvis sings with spirit; flip is more in the ballad vein and it's sold distinctly.

BROOK BENTON
FRANKIE AND JOHNNY (Ron Day, BMI) (2:27)—IT'S JUST A HOUSE WITHOUT YOU (Patsy, BMI) (2:35)—Two fine sides by Benton here, showing off both his rhythm and his ballad style. Top side is a bright new version of the familiar folk tune; flip is a warmly attractive ballad with a country flavor. Mercury 71689

BOBBY DARIN
YOU MUST HAVE BEEN A BEAUTIFUL BABY (Remick, ASCAP) (2:10) — SORROW TOMORROW
(Rumbalero, BMI) (2:32)—Bobby Darin returns to his old winning form with this driving version of the standard. Flip is a more soulful effort, handled with feeling by the chart over good support.

TONY WILLIAMS
SLEEPLESS NIGHTS (Glimm, ASCAP) (2:51)—A truly fine performance by Tony Williams on his first solo effort for the label. The song is a lovely ballad and Williams' vocalizing is first-rate. Flip is "Move It" (Argo, BMI) (2:23). Rep. 20019

EDDIE BOO
DINKY BOO (Ron, BMI) (2:15)—This disk was originally released on the Ric label in May. With the added advantage of Capitol's distrib setup it could take off. Bo turns in a solidly bluesy with effective string backing. Flip is "Everybody, Everything Needs Love" (Ron, BMI) (2:13). Capitol 4617

THE CHAMPS
CANTINA (4-STAR, BMI) (1:49)—The Champs sell the oldie "Tavern in the Town" with a tongue-in-cheek South-of-the-Border instrumental treatment that could click big. The disk features a lively, rocking beat and solid horn work. Flip is "Panic Button" (4-Star, BMI) (2:10). Challenge 9116

KEITH COLLEY
KING WENT THE STRINGS OF MY HEART (Harms, ASCAP) (2:06)—The fine standard is wrapped up in a sock-off-beat vocal and orchestra treatment which blends jazzy and a relaxed bluesy flavor. Watch it. Flip is "It's Nice Out Tonight" (JAF, BMI) (2:18). EMI 3054

THE HARPTONES
DEVIL IN VELVET (Yamur, BMI) (2:15)—The old group catches back with a hot one in this bluesy item. Side features an emotional lead against fiery backing. Watch it. The flip is "Your Love Is Good Love" (Otis, BMI) (2:15). BMI 9097

LEROY VAN DYKE
WALK ON BY (Lowery, BMI) (2:20)—MY WORLD IS CASING IN (Buma, BMI) (2:17)—Van Dyke has two moving ballad vocals here. The first is a power-packed tune that's built solidly on a country theme. Likewise for the second side, another good ballad performance of country-oriented material. Backing on both sides is appealing.

Mercury 71854

(Continued on page 23)
NEED FAST RELIEF?
USE
"JEAMER'S PEABODY'S POLY UNSATURATED QUICK DISSOLVING PLEASANT TASTING GREEN AND PURPLE PILLS"
RAY STEVENS
MERCURY 71843

AUGUST 14, 1961

BILLBOARD MUSIC WEEK

The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

The Top 20

LONG JOHN HUNTER

EL PASO ROCK (Bratriff, BMD) (2:20)—Hard-hitting bristling instrumental by Hunter and his combo. Side gets onto the basic riff theme right along. Flip is "Midnight Stroll" (Bratriff, BMD) (2:30).

THE TOP NOTES

ALWAYS LATE (Why LEAD ME ON) (Progressive, BMD) (2:39)—A rockabilly hear here in a convincing buy done by the group with superior vocals by the singer. Ork backing with strings is first-rate. Flip is "Twist and Shout" (Mellin-Progressive, BMD) (2:05).

THE MARVELETTES

MARY REEVEY POSTMAN (Jobete, BMI) (2:28)—Here's a mighty interesting new group, with much of the down-to-earth quality of the Robettes. They feature a thick bank of rough material and pound it out in a rousing style. You to watch. Flip is "So Long Baby," (Jobete, BMI) (2:16).

Country & Western

ERNIE ASHWRICH

BE MINE AGAIN (Roose-Glad, BMI) (2:18) — NO ROOM LEFT FOR ME (Acuff-Rose, BMI) (2:16) — The Robettes Decca chapter has had its way again that is to follow his earlier big chart sides. First up is a soulful, head-turning rockabilly ballad done with conviction. Flip is another ballad in the weeper vein and more upbeat. Two good performances.

Decen 31592

Rhythm & Blues

JIMMY REED

RIGHT LIGHTS BIG CITY (Conard, BMI) (2:27) — I'M MR. LUCK (Conard, BMI) (2:29) — Two fine Southern blues efforts by the great guitarist. On the top side he gets a down-to-earth assist from a female voice. Flip is a slow, deliberate folk blues. Strong sides have mainly rdb appeal, but they could catch pop action as well.

Vee Jay 398

STRONG SALES POTENTIAL

POGGY LEE

400 HBC—CAMEO—CAPITOL—40H. The chorus turns out as ultra-sweet, one of the hottest tea from "Winter." She gets a solid rock backing, but the band is totally out of the world without. (Columbia, ASCAP) (2:15)

When We Not Menu—A very slow, sweetly tuned ballad with parody Tea. Lee has been a hit on the uptroff efforts. (Mercury, ASCAP) (2:49)

TOMMY SABBAD

Bible—CAPITOL—616. The familiar turn is done in a nice, melodic beat inspired by Leslie, with a beachy chorus. Good performance well. (Tum-Beaucoup, BMI) (1:55)

Remember—A funny, soulfully inspired tune, with Davis backed by a breezy guitar. The song goes just about every worth. (A&M, ASCAP) (1:55)

TOMMY EDWARDS


My Heart Would Know—An expected rockin' side cut on a working country label done with a strong rock backin'. (Acuff-Rose, BMI) (1:56)

SHARON TONES

Dancin' Girl On—Chirp—1532. The latest Ford is a bright rockin' effort from the guitar rock of the group. Good remaining side that could get a lot of action as well. (Chirp, BMI) (1:50)

Now That I Have You—A strong ballad effort with the lead turn in a fantastic fashion and the other side done in the same style. "You're also doing it" backing by the group. Good sides. Watch both. (Chirp, BMI) (1:50)

AMOS MILBURN

Mistle Toe—KIRO—3229. Another side of a great singer that has a lot of sales potential. Nice job on the vocal. Leslie is also a very nice side with the backing with strings by Stan Appleton. (Vista, ASCAP) (2:20)
"HEAR WHAT I SAY"

JUNIOR LEWIS

Like, he rocks this hit right to the top!
b/w Hit #2

"Where the World Begins"

4-42129 also available on single 33

ON COLUMBIA RECORDS
THEN, ALL OF A SUDDEN...

We believe that the “right” record will sell if it’s heard. We also believe that when “right” records are heard, radio ratings rise. Our history of hits prove that the time we take to blend talent and technique together produces many Cadence records that are “right.” We had such a record several months back but, truthfully, it was a little sleepy. All it needed to make it popular and saleable was the ears of the public. Then the DJ’s from KXGO (Fargo, N.D.) and WTRY (Troy, New York) awakened it one day. To make a long national story short...and strong...check the charts for Eddie Hodges’ I’M GONNA KNOCK ON YOUR DOOR. It helps us prove that most Cadence releases have an ability to appeal to an audience and sell. All they usually need are ears. Maybe so many Cadence records “wake up” because of all the sleepless hours that we put into producing quality...not quantity. Our present releases certainly look awake: Don Shirley’s WATER BOY, The Chordettes’ NEVER ON SUNDAY, The Everly Brothers’ ALL I HAVE TO DO IS DREAM. (This one awakened after three years of resting on its million and a half 1958 sales to hit the charts again.) Two new singles that seem “right” are Johnny Tillotson’s WITHOUT YOU and Don Carroll’s SEVEN-UP AND ICE CREAM SODA. Whether you play records on the air...or sell them, chances are Cadence releases can mean more to you in audience appeal or saleability...because they mean more to us than a piece of plastic. They mean our reputation for quality hits. That’s why we mean to stay awake to the tastes and demands of the American public...your public!
"YOU DON'T HAVE A WOODEN HEART!"

by

Linda Hall

CUCA-J1044

and

"I, TOO, HAVE NO WOODEN HEART"

by

Rhea Renee

SARA-J1043

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DAK

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Sask City, Wis.

Phone 477

RONNY DOUGLAS

RUN, RUN, RUN

EVEREST

19413

51's HOTTEST

NEW COMPANY

VOCAL GROUP

27 ON

BILLBOARD MUSIC WEEK'S

HOT 100

39 IN CASH BOX

22 IN THE MUSIC REPORTER

Tri-Phi's only 2 months old, had made
a mistake; now we're going to flip the side.

"SO DISAPPOINTING"

by

Johnny & Jacky

Tri-Phi T-1002

TRI-PHI 1001

C&L LP'S

DOES YOUR CHEWING GUM

USE THIS FLAVOR

LONIE DONAGHAN

& HIS

SKILLET GROUP

DEE JAYS

ATTENTION

BOB HOLLER

PHILLY'S FLYING RECORD DIST.

PECKO'S PICK OF THE WEEK -- AUG. 14

"WHAT' D THEY SAY" BY THE GIMMICKS

53532

LIBERTY

MASTERS FOR ALBUMS

FOR SALE OR LEASE

Excellent Quality Audio Masters available.
Write for details.

SPINNERS

THREE PRIENDS

THE SPINNERS

THE MAIN ONE

LOU MONTE SINGS THE

GREAT ITALIAN-AMERICAN HITS

LOU MONTE

"...MUSICAL COMPILATION OF THE

BEST OF LOU MONTE'S RECORDING

CARREER..." (2 LPs)

"... A SONG BOOK OF THE BEST

LOU MONTE'S RECORDING

..."}

LP REVIEW POLICY

All records reviewed by

Billboard Music Week are

listed and reviewed by the

Billboard LP Panel. LPs are

rated, with their original

prospective categories,

according to their

commercial potential, based

upon such factors as

performance, material, artist's

name value, recording quality,

etc.

SPOTLIGHT REVIEWS

are

offered to the

attention of the

LP Panel, and descriptive

reviews are

published.
FALL CONCERT
AUGUST 15, 1961 THRU SEPTEMBER 30, 1961
THE BEST PLAN YET... FOR YOU... ON OUR ENTIRE CATALOG
PLUS THESE GREAT NEW RELEASES

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JAZZ

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Phil Moore's
"For Singers Only" Kit
Each Kit Contains:
1. A Long-Playing Record
2. Six Printed Manuscript Orchestrations
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Vol. 1 Ballads
Vol. 2 Blue Mood
Vol. 3 Cool Jazz Rhythms
Vol. 4 Swingin' Easy

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2000 Series $4.98 (Mono and Stereo)
3000 Series $5.98 (Mono only)

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**Chicago 16**

**PICK HIT OF THE WEEK (Aug. 14th)**

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by STELLA LYONS

**For Information write:**

R.J.'s. Write:

**REDSTONE RECORD COMPANY**

**8578 MICHIGAN AVE., DETROIT 7, MICHIGAN**

**Everyone Has Mixed Feelings When BETTY JAMES die the Blues.**

**I'M A LITTLE MIXED UP**


**FOUR IN THE MONEY!**

"WHEN WE GET MARRIED" by THE DREAM LOVERS

"TWO BROTHERS, TWO BROADS" by BILLY BARNETTE


**POLYMAX**

**CREATED BY**

**RESEARCH CRAFT CORPORATION**

**1011 NO. FULLER AVENUE**

**LOS ANGELES 46, CALIF.**

**RUNNING WILD!**

"JUST OUT OF REACH" (OF MY TWO OPEN ARMS)

**Solomon Burke**

Atlantic 2114

**WESTERN UNION**

NASHVILLE, TENN., AUG. 9, 1961

**SHOOTIN' UP THE CHARTS!**

"DON'T CRY BABY" ETJAMIAS

**ARGO 5393**

"LONELY STREET" CLARENCE HENRY

**ARGO 5395**

"Music, Music, Music" the sensations

**ARGO 5391**

**Review of New Singles**

**Lillian Brooks**

"I Think You're Something--" You Don, NEWPORT 102.

**Darrell McCall**


**Raven**

"Cool Swimming Pool"* VICTOR'S, RECORD CO. 514.

**Phil Edward**

"I'll Never Tell My Love--"* T.W.STAR 156.

**DAMON ROYCE**

"I Want My Baby--" MERCURY 1004.

**Vick and the Cheeks**

"I'm Ready When You Are--"* T.W.STAR 156.

**Jack Bailey**

"Oh What Love Is--" MERCURY 1004.

**Dave Romane**

"So Good--"* COLUMBIA, 407.

**Bonnie Ticke**

"I Love You Like I Love You--" MERCURY 1004.

**Shelley Elton**


**J. W. TEAR**

"Ye Are The World--" JOB 550.

**Lionel Hampton**

"I Love You--"* JOB 550.

**Bobby Vee**

"Don't Make Me Cry--"* JOB 550.

**Faye and Jim**

"I'm A Little Mixed Up--" JOB 550.

**Bobby Darin**

"I Love You-You're Mine--"* JOB 550.

**Bobby Darin**

"I'm A Little Mixed Up--"* JOB 550.

**Bobby Darin**

"I Love You--"* JOB 550.

**

**DON'T GROVEL**

To Them Somebody Somewhere For Me--"* JOB 550.

**Rudy Vallee**

"Chinatown--"* JOB 550.

**The Jordanaires**


**The Dells**

"You're On The Right Track"* JOB 550.

**The Clovers**


**The Clovers**


**The Clovers**

"I Love You--"* JOB 550.

**The Clovers**

"I Love You--"* JOB 550.

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"I Love You--"* JOB 550.

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**The Clovers**

"I Love You--"* JOB 550.

**The Clovers**

"I Love You--"* JOB 550.

**The Clovers**

"I Love You--"* JOB 550.
Dot RECORDS proudly presents
ANOTHER MILLION SELLER
PAT BOONE

"Big Cold Wind"
B/w "That's My Desire"
#16244

Best Selling Singles
#15611 Does Your Cheatin' Heart Know Its Own (On The Bedpost Overnight)
#16243 Latin Love Song
#16246 Black Land Farmer
#16247 Wink Martindale
#16248 Yellow Bird
#16249 Lawrence Welk
#16250 Because Of You
#16251 Louis Prima and Keely Smith
#16252 Blue Tomorrow
#16253 We Kiss In A Shadow
#16254 Woody River
#16256 Yellow Bird
#16257 The Mills Brothers
#16258 The Grasshopper
#16259 Sun人造和The Wrigglers
#16260 Cat Walk

Best Selling Albums
DLP 3366 Yellow Bird
DLP 3367 Lawrence Welk
DLP 3368 Black Land Farmer
DLP 3369 Wink Martindale
DLP 3370 Yellow Bird
DLP 3371 The Mills Brothers
DLP 3372 The Grasshopper
DLP 3373 Sun人造和The Wrigglers
DLP 3374 Cat Walk

"THE NATION'S BEST SELLING RECORDS"
Stalemate Grips R.R.,
'Good Music' Format Air

Continued from page 1

cent preferred current pop hits in- cluding the wilder rock and roll items. 21,457 liked current pop hits, preferred KRLD's. KRLD's
likable standards; 1,971 wanted "all the music," excluding rock and roll; 9,626 liked all styles of music
and preferred the KRLD "endless hours" with a "modern" jazz sound.

On the basis of their survey results, Station KSTB has completely changed its music policy. But the adoption reflects the maj- ority of its listeners' preferences - namely, current pop hits, rock and roll.

The San Diego, Calif., survey, made by Pulse earlier this year, indicated that Top 40 stations play all types of "soft music" stations as news sources and are also "more actively listened to" - meaning that the dialers heard more of what the Top 40 deejays say than on the "pretty music" pro- grams. However, it should be remembered that a Top 40 station - its "talk" programming - came out ahead of both types of music outlets.

On the other hand, deejay Steve Sieve, who also conducted an on-air survey of his listeners' music tastes and program qualities, decided to eliminate the Top 40 and old disk in an alternate broadcast, which will be heard over channel or call and tell him which records they would like to hear again. Steve's listeners may hear "the "Standard," Art Land's "Mambo.

Buddy Clark's "Linda," and the "Mills Brothers" "Till They Were," among others, Sonora. Contrast WOUB, WNYO's listings in its library of 78 rpm oldies on a daily basis in an attempt to regular pro- gramming of new releases.

Station WGBY, Atlanta, Florida, is using a "good music" programming format. As a result, you may feel Paul Drew has left that outlet and moved over to Top 40-station WAKE, same city.

Sing Along Trend Meanwhile, the Sing Along trend continues to grow. Station WCLN in the Twin City, which added 15,452 in its doubles to General Manager George Gray's endorsement of Sing Along, hit 1,937,431, with 20
Sing Along hours a week, re- corded by a top-notch disk mo- nitor service. Half of all the records received in the last three years in the way of unsolicited complimentary mail.

GEMA Would Have German Tape
Firms Dig for Royalty Payments

Continued from page 6

which dates back to September 15, 1973, was held in New York, was performed, made to obtain more exposure for the network program, and

Continued from page 2

WINS' joining Mutual Chain

Continued from page 2

and "talk" programs apparently don't come with the same desire for issuing blank five-minute network newscasts on a quantity basis. Such last-minute filler and commentary spots, can also be made available for "leads in WINS' music and personality structure," according to WINS General Manager George Payten. WINS will also make its own news stuff and music to a minimum cost. New York area are available to Mutual. Steele said WINS will always try to help with local news coverage.

Although the Steuber Broadcasting Company's purchase of WINS is not yet a complete fait accompli, approval of the sale, a spokesman for Mutual said the sale will not interfere with any plans for WINS with the purchase.

However, WINS has undergone a considerable change in its personnel. Ted Steele moved over from Mutual to Mutual's KRLD. At the same time, Top 40-styled Stan Richards left the station. The station, which has 40 and 50 style, is now the home of Buddy Clark's "Linda," and the "Mills Brothers" "Till They Were," among others, Sonora.

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COMING SEPTEMBER 18...

The 9th Edition of Billboard Music Week's Famous...

Spotlight on record programming featuring today's top record talent

This is the valuable 8½ x 11, slick-stock reference work used months on end by all record buying and exploitation elements of the music-record industry and featuring the popular...

ARTIST BIOGRAPHY SECTION

offering biographical, record and talent-buying facts on each of the 200 best selling record personalities.

PLUS ADDITIONAL FEATURES OF INTEREST

to help disk jockeys program
to help dealers buy and sell
to help operators buy and program
to help talent buyers select the best artists for their locations, movies, TV shows, etc.
to help newspaper columnists with an unending source of interesting, useful material

Watch for it...
Plan for it...
Put it to work for you...

THE SEPTEMBER 18

BILLBOARD MUSIC WEEK

Spotlight on RECORD PROGRAMMING
Featuring Today's Top Record Talent

(Advertising Deadline: Sept. 8)

Write, wire or phone your nearest Billboard Music Week office:

NEW YORK 36, N.Y.
1364 Broadway
Plaza 7-2600

CHICAGO 1, ILL.
236 W. Randolph St.
Central 4-8188

Hollywood 18, Calif.
1520 N. Gower
Hollywood 9-5818
NEW RELEASES

NOTHING BUT GOOD KEEP ON DANCING
Rank Ballard 5535
SAN-HO-ZAY SEE SEE BABY
Freddy King 12428
BUTTERFLY THIS FOOL HAS LEARNED
Charles Brown 5523
THE HAMMER MOVIN' TIME
Amos Milburn 5529
PANIC PARDON ME
Otis Williams 5527

KING
1540 BREVIER AVE. CINCINNATI 7, OHIO

new BIGHITS!

The Whole of HATTIE NOEL
DIT 133

HE'S FUNNY THAT WAY
Redd Foxx 5512

MY GIRL w/ ZORRO
The Silkys DDO 452

DOOTOO

BREAKING BIG
New Orleans-Chicago-Boston
Danny Boy Singing
"KOKOMO ME BABY"
Tico #284
Tifco Record Co., Tico, New York, Tel. 2427

A BIG HIT CLAY COLE "Happy Times" (6579)

IMPERIAL RECORDS
6425 Hollywood Blvd.
Hollywood 26, Calif.

NATIONAL ACTION NEWS
San Francisco, California

SHOWMASTER RECORDS
1565 Davies Street, San Francisco, Calif.

FOLK

THE WHOLE OF HATTIE NOEL
DIT 133

HE'S FUNNY THAT WAY
Redd Foxx DIT 132

MY GIRL w/ ZORRO
The Silkys DDO 452

MODERATE SALES POTENTIAL

LATIN AMERICAN

INTERNATIONAL SONGS AND BALLADS
International

MODERATE SALES POTENTIAL

LATIN AMERICAN

COUNTRY & WESTERN

LIMITED SALES POTENTIAL

POPULAR

DOCUMENTARY

RADIO MOSCOW AND THE BRAZILIAN BUREAUS
WE SHALL OVERCOME

THE HISPANIC PARTY IN

DOOTOO

DOOTOO

LIMITED SALES POTENTIAL

THE HISPANIC PARTY IN

DOOTOO

1565 Davies Street, San Francisco, Calif.

HOFSTRAT RECORDS

Toronto, Canada

Two Boston Rack Jobbers Tottering

COMET RECORDS

A Division of Herald-Exter
150 W. 59th St. New York 19, N. Y.

If you want records accurately
recorded in Hawaii, be sure to order
WAIKIKI RECORDS
With free catalog.
WAIKIKI RECORDS
999 Kaahumanu, Honolulu, Hawaii

THE SPANISH TWIST
BY BILL HALEY & His Comets
IS A SMASH!
C-5111

Gone Records
1650 B'WAY, N.Y.C., N.Y.

JIMMY WOLFE
GOO GOO STYLES WITH IMPERATIVE HEART
Capital records

CENTRAL GIGS INC.
475 Sunset Blvd., Hollywood, California

ORIGINAL HIT
Theme from
LA DOLCE VITA
(R26)
on 20 FOX

LATEST RELEASE
I'VE SEEN EVERYTHING
by THE ELEAGAMS
(5019)

GROWING Fast!
MY FUMBILING HEART
JIMMY IVES
C 5140

TORONTO - Arcadia Records of Canada, Ltd., a new label slated to confine itself to the country and western field exclusively, will make its bow here soon. Fred Roy, President and founder of the new firm is Fred Roy, well known in the c.w. music field in Canada.

In addition to recording Canadian c.w. talent, the firm will release cut-out records cut from masters leased from American labels. Fred Roy plans to be that other label's success stories.

Under its name, the company intends to be a significant factor in the Canadian country and western field, and the distribution of the label is handled by the Commercial Booking Corporation, Ltd., which also distributes discos and radio networks. The company is distributing the label on the West Coast.

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Record Buying Upswing: Delights Distrib, Dealer

NEW YORK—In spite of the hot summer period, cautious optimism is noted among record people. The reason is the pickup in business that is being experienced on the dealer's end as well as on the distributor's level. A few weeks ago it was the manufacturers who were cautiously optimistic about the fall season, now it has quietly extended itself to other levels of the trade. Manufacturers felt the increase in orders at their full conventions last month. Many manufacturers then noted that their full lines had drawn larger initial orders than they did last year, and some manufacturers exceeded the quotas overall significantly set up for full distributor orders.

Dealers and distributors are now reporting a rising business, sparked by the strong new product released by the manufacturers during the summer. The strong product covers not only the majors, but also the independents. The new Elvis Presley, Brook Benton, Bobby Darin, Paul Anka Ltd., and the majors are all leading the way with the best offices and at the dealer's counters.

Boston

The largest crowd in the history of Castle Hill, Ipswich—some 3,500—heard the Kingston Trio this week before the group reportedly broke up. Many tried to get money back after the event but according to George Velez, longtime Ticketmaster for the Coliseum, all were told by Bob Colby believing boys wouldn't show. Cancellation cost Wein his summer profit... Larry Simon, VHF's top gun, made some congratulation rounds from the deejays and the trade for his "Gotta Go, Go, Go" by the Styles... Jack Levinson of CBS says his mattress sales are reflected in the new low price format at Station WILD.

Bobby Darin will take a slight vacation after the rigors of staging the Decora, Brunswick and Coral fall showings at the Somerston with the VFPs from New York in attendance. The one disappointment in the otherwise smoothly managed affair was a baby sitter with a better offer that prevented Al's wife from attending... Herb Johnson of Dunmont preparing for a big local promotion for the Bobby Darin record, "Come September," in conjunction with the hotel Camron-Dewar.

Philadelphia

Stenton Records, record manufacturer and distributor, purchased a building at 10th and Reed streets for $120,000. Extension shops are planned for the plant to accommodate a staff of 65,000 square feet... Rocco Orlando has joined the executive staff at Chancellor Records... David White, leader of the present day infant Marge Jacobs, Jack Starch, Louis Beide, and Aram Bozmozian has jointed forces to establish Judo Music Publishing Company... Barry Abraham a Bell Records Romanoff promotion man for Chips Distributors, has been named sales manager for Donna Check... Charles Nizio also joins Judo as a regional salesman. Judo Records... Harry Gaban, former a.r.m. man for Chancellor Records, teams with Bill Fox, local manager of the new label. Harry is to form label D... Trans World Ringo Starr's record with the singing of "She's Leaving Home"... by Terence Darrel, their first single... Félix De Angela, who left Chancellor Records to pursue more musical adventures for a month's honeymoon, returns with new wife Diane De Noto. Maurice H. O'Gorobeen

Pittsburgh

Bun Mittchek, son of actor Robert Mitchum, spent Monday (?) in Pittsburgh promoting his new 20th Century-Fox single, "Lonely Birthday." Jack Harkim, Coast Record public relations man, says that Jack's appearances on "Sunday Night" and TV and radio spots this week were most important. Another star here was Columbia's Dorothy Jones, the Newmark-Rochester Records national sales manager. She spent the week going under Sally Solomon's direction to plug her first platter, "It's Unbearable." She also appeared on the Clark Race show August 21st on KDKA-TV.

Bobby Barnett was in Nashville last week for the National Convention of the Country Music Association, sessions at the Owen Bradley Studio. His new release is due out Tuesday (15) ... Canon Records... St. Louis, has taken over production of the latest Griggs-Razorback Records release, "Dance of the Beaver," b/w "Just Call of My Name," ... Curtis Arkenbrough, producers in Detroit, are recording the group, "The Greyhounds," under arrangements with the Acuff-Rose label. Terre Haute, Ind., August 15; Adams Coliseum, Vincennes, Ind., August 17; St. Louis, August 18; Panama City, Fla., August 19; Tampa, 25, Wayacres, Ga., 26, and Augusta, Ga.

"THERE THEY GO!"

By HAROLD DORMAN

Sun #362

439 Madison
Memphis, Tenn.

"THAT'S WHY THEY GO!"

By ARTHUR BOYD

525 East 82nd St.
Indianapolis, Ind.

"THEM THEY GO!"

By HELEN McCORD

1313 West 69th St.
Chicago, Ill.

"THESE THEY GO!"

By ROBERT W. MILLER

Denver Post, Colo.

"THEM THEY GO!"

By AL MARTIN

1224 Brian St.
Los Angeles, Calif.

"THOSE THEY GO!"

By VERNON REYNOLDS

KSTP Radio, Minneapolis, Minn.

"THESE THEY GO!"

By HUDSON HAMILTON

614 S. Flower St.
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614 S. Flower St.
Oriole Issues Australian Singles

Operettas Hitting High Sales Notes

By EDDIE ADAMS
92 qua d Marcelich Joffe Courbevoie (Paris)

Operettas are selling like hot cakes in Europe, with sales reaching new highs in the last few weeks. The upsurge in interest is due to the arrival of new productions and the success of existing ones.

France

"O sole mio," Bruno Low will receive a special mention on Arona titled "Blue Mist." Camerina Music Publishing Company has started close co-operation with independent companies of the Vogue label, which have taken over a number of the important French hits in France. Connected with this, Mon banhots Paddock on Pop, distributed by Deutsche Vogue Schlappelzen Gebrüder, is now being played in the magnificent Cameronion accordantion, which is currently famous in the German charts with his musical version of the famous German March "Alte Kameraden." It is being sold throughout the German territories, and put more attention on German productions suited to the German music market, has begun with attractive instrumental versions by Artur Weisz. The first German export titles on English numbers on Pye, and Italian titles on EMI, and are expected to be followed by more songs in Spanish, Greek, and other languages.

Publishing Now

Rod McKuen's "The Bells Saddle" (SEMI) has been published to the British and American public. The "Two to Tango" (EMI), "Easy Living" (EMI), "Jive Baby" (EMI), and "Meadowlark" (EMI) are now available.

Belgian Newsletters

Sales from January 1 to July 31. Here are the first 10:

1. "12 Wheels" by the String-A-Longs - 150
2. "12 Months" by Elvis Presley - 650
3. "Sandy" by Elvis Presley - 750
4. "Baby Sitting Boogie" by Buzz Clifford - 250
5. "Dr. Robert" by the Bongos - 350
6. "Blue Moon" by the Marceles - 200
7. "Are You Lonesome Tonight" by Elvis Presley - 750
8. "Hello, Mary Lou" by Ricky Nelson - 50
9. "Sittin' by the Side of the Road" by Pat Boone - 150
10. "Kill, Witch" by the Cousins - 150

Notice the great difference between the first three numbers and all the others. Naturally, some of these figures are still changing. It is interesting to note that Elvis Presley has three records among these, and yet it should not be surprising. If his latest hit "Don't Be Cruel" could break this too.

Czechoslovakia

The third Jazz Festival of Corvin-Lan-Tour was a great success, with 12,000 spectators attending. Owens were present, but on Sunday, July 30, almost two-hundred thousand people turned out. The English Dixieland band of London, "The Continental," performed. The biggest hit of the evening was "Maria Magdalena," with its own composition, "Jenny." The band was awarded a gold medal for "Best Performance of the Week." A special feature of the evening was "Charlie's Blues," performed by orchestra "The Queen." The program was followed by a fine show of fireworks.

Teen-Age Festival

Another big teen-age festival will take place on Monday, August 11, at Grinnell in the Czechoslovakia. Top stars will be present: German stars "Dolores" and "Hannibal," with their own compositions. "Charlie's Blues," performed by orchestra "The Queen." The program was followed by a fine show of fireworks.

Check-Mate Debuts Singles

CHICAGO — A new label, Check-Mate Records, has been launched with a new release by Ty Hunter, and "Just to Be Loved," by LaMont Anthony. The label is being distributed nationally by Chess Production Co., and records will be marketed by Capitol. The label already has 45 singles released on the Check-Mate label.

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CMC FATE HANGS IN BALANCE

Coin PR Group Needs Quick $ Or All Is Lost

BY GLORIA MANLONG

CHICAGO — Unless the Coin Machine Council meets much-needed financial support within the next 90 days, the public relations arm of the coin machine industry will be forced to disband.

The announcement last Tuesday (8) came on the heels of CMC's election of the 1961-1962 board of directors and officers which, the Council stated, had been held to fulfill a necessary legal requirement binding CMC during its existence.

Lou Casha, newly re-elected president, said the decision was reached only after a six-month effort to promote membership had failed. He called the election meeting a "turning point" in the Council's history but said CMC should "at least let the industry know we may have to discontinue." Lack of Funds

Lack of funds has resulted from a disproportionately amount expended to gain members and promote the Council within the industry itself. Little revenue has been left for CMC's primary function—active promotional efforts outside the industry.

CMC reported a 40 per cent membership renewal this year. Approximately 147 new members were gained, but less than 46 per cent renewed their memberships. Of the distributors, 43 per cent renewed and only three per cent renewed their manufacturer level showed three

All-Out Effort May Keep PR Program Alive

BY NICK BIRD

CHICAGO—With the Coin Machine Council facing for existence, the question that suddenly pop up is, "What can be done?" The answer to the second part is perhaps the easiest, though the effectiveness of the answer has yet to be determined.

Council members are following up this week's press conference and disclosure that they are facing bankruptcy with mailings to members—"Further notification," the Council says—that they are in trouble. The mailings, said a Council official, will be blunt. In plain language, the Council can not possibly continue its work without more support.

What else can the Council do? And what will be the result of these mailings? The big question, and Council members aren't saying. They're waiting for what effect the mailings will as well as their press conference announcements will have. The obvious and blunt conclusion is this: Without more support from all segments of the coin machine industry—operators, distributors and manufacturers—without more money in the till, the Council will go out of business.

Cost of Operation

The money is needed to finance the cost of an effective public relations program. The Council's payment of a public relations consultant in this case, the Public Relations Board, a Chicago-based public relations firm that has been getting the campaign. It goes toward mailing expense, travel expense, printing costs, and all the other miscellaneous fees that constitute getting the mythical bills to the coin machine industry across to the public. And, it goes toward getting new members.

The membership problem has already been cited by Council officials as one of the main reasons the Council is in trouble. Of total income, according to the Council, "a disproportionate amount has been spent for getting new members."

This then gets to the problem of

DISTRIBUTORS AND WIVES take a lunch break during Rock-Ola's recent unveiling of its new Princess phonograph in New Orleans. Shown are Mr. and Mrs. Lawrence LeDourgeron, Charlotte, N. C., on the left, with Mr. and Mrs. Ed Daniels and son, Ed Jr., Capitol Music, Jackson, Miss.

New Rock-Ola Princess Bows

Compact Unit Plays 2 Speeds

CHICAGO — Rock-Ola distributors are conducting a series of operator showings throughout the country of the firm's new Compact Princess phonograph, a 100-selectomanual-stereo-juke box with three-way flexibility.

Rock-Ola has dubbed the occasion Princess Week, and distributors are conducting various versions of parties, open houses and other celebrations which started Sunday (13) and will run through the week.

Cabinet of the Princess is completely new, and Rock-Ola has added numerous features that include 33 and 45 r.p.m. intermix play, compact mechanism, simplified selector, feather-touch tone arm and plug-in cartridge, snap-in

The "magnified flexibility" permits conversion from monaural to stereo or reinforced stereo with extra speakers. In the monaural position, all sound comes through two built-in main unit speakers—one heavy-duty 12-inch speaker and a wide dispersion high compression driver.

Extension Speakers

In the stereo sound position, all sound power comes from a pair of extension speakers, eliminating output from the main unit speakers.

In reinforced stereo sound position, sound comes from both the stereo extension speakers and the main unit monaural speakers, giving stereo sound in even "the extra large or odd-shaped locations."

Reversa-sound is optional on all phonographs. The internal turntable allows 33 and 45 r.p.m. disks to be played in any sequence or from any bank of records.

Compact Mechanism

The compact mechanism has been specifically designed for the smaller phonograph and has fewer moving parts, faster cycling and maximum ease of servicing, say Rock-Ola officials.

Another feature is Rock-Ola's new simplified colloid selector. Selections are achieved by spring-loaded, self-cleaning selection levers activated by two motor-driven revolving carriers.

Accessories include remote volt (Continued on page 67)

DOUBLE-PLAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to 100 in 200 sides per machine, they represent maximum programming effectiveness. Records listed below have both sides other on the No 100 or have recently been on the No 100. See Spotlight Reviews for additional information on double-play disks.

DOM DUMB AND EVENTUALLY

BRENDAdee PTVN

TOGETHER AND TOO MANY RULES

CONRAD FRAUNCDW

DON'T BET MONEY HONEY AND STARLIGHTS, STARLIGHT

STARLIGHTS, STARLIGHTS

FATS DOMINO Imperial IT44

LET THE FOUR WINDS BLOW AND GOOD HEARTED MAN

SHEERLES Single 1203

A THING OF THE PAST AND WHAT A SWEET THING THAT WAS

STEVE LAWRENCE And DRUM ACTION 020

MY CLARE DE LUNE AND IN TIME

CANDY MAN AND CRYING

RYT O'BRIEN

JACK BARABASH, Rock-Ola field service engineer, explains the mechanics of the new Princess phonograph to an interested group of Chicago-area distributors at the factory's distributor preview held at the Pick-Congress Hotel there recently.
BIGGEST PROFITS GUARANTEED
VICTOR 2000
Capacity 2,000 Balls of 100-Count Gum

BILLBOARD MUSIC WEEK

BULK VENDING

THE NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION'S FALL CONVENTION will be in McCormick Place, Chicago's new $53 million exposition center, which is three blocks long, a block wide and equals to 6-story building in height. Over 200,000 square feet of uninterrupted exhibition space will be available for what is expected to be NAMA's largest equipment showing to date. Other features of the vast hall are 16 meeting rooms, a 5,000-seat theater, a 500-seat Little Theater, President's Walk Restaurant, a lakeside cafeteria, gift shop, art gallery and 10,000-space parking lot.

Colorado Bulk Op Plans Route Business Visits Well in Advance

GOLDEN, Colo.—Bulk operators who complain that they can't get enough work done on the routes because of lack of cooperation from location owners will find it wise to "package up the day's business in advance" according to Clyde McCaslen, dean of bulk route operators in Colorado.

Most of the high expenses of route operation today come from such factors as stores not open when they should be, requiring double back, machines put away out of sight, and nobody to identify their market location, misplaced keys, lack of parking, etc.

McCaslen, who is accompanied on the route by his wife, said the average for 600 miles of Mrs. McCaslen, has been through bitter experience that "it's best to clarify things in advance." The McCaslen's, out on the job, carry a metal file along in their station wagon, which represents every stop on the route being covered. Each card is as relevant with facts on the location, the spot owner, etc., it can be, to the point that if the location owner has a habit of taking off on sudden fishing trips without warning, the fact is entered on the card. Likewise included is the telephone number, address, and the name of the No. 2 man in each spot, always useful in the event the box isn't available.

Telephone Number

The inclusion of the telephone number is particularly important, according to McCaslen, inasmuch as he can select all cards which have to do with "problematic" location stops, and telephone first, to determine whether the customer is going to be there, that parking space available, that the machine is where it should be, etc. If all of these factors are resolved, one can then take the time of not getting through the route with a minimum amount of effort. In fact, location owners often go as far as to have bills laid out to buy groceries, some machine-cleaning materials, etc., on hand. While several phone calls may be required to "set up" a route in advance this way, the results are always worthwhile.

Being able to call the location owner by name on the telephone is important, of course, as is the ability to ask for an assistant by name if necessary. Over the space of several years, McCaslen, of course, knows not only the name of the owner, but has gotten familiar with everyone else in the organization, so that in exchanging first names, he can depend upon absolute cooperation.

McCaslen has built up a reputation for unique memory among his location owners extending out into the hinterlands of Texas, Colorado, Oklahoma, etc., but usually, it is simply the personal portrayal of his card file which does the actual job. "I don't mind thinking that I am a mental wizard," McCaslen said, "so long as they think enough of me to cooperate in running the route.

Preparation School & FTC Talk Highlights of NAVTA Meet

CULVER CITY, Calif.—Discussion of the National Automatic Vendors Trade Association Conference, which has been extended from one to two days in Long Beach, September 2-3.

R. J. (Bob) Grenier, founder of the organization, said that Mrs. Margaret Hamilton of the California Department of Employment will discuss the proposed course to be offered on a junior college level and free to all operators. Zurn of FTC district representative, is scheduled to talk on assistance to small business people. Mrs. Hamilton said that the department is continuing its survey as to the need for the repair school. At the conference, however, she will report on the progress of the study and invite suggestions as to expanding the curriculum.

Grenier said that the conference, originally scheduled for Saturday only, September 2, was extended to the second day in case of the added programs. Sunday's schedule will include a board of directors' meeting in the morning, with a cruise of the Long Beach Harbor and dinner at The Reef following in the late afternoon and early evening.

New Capsule For Charms

NEW YORK—A new seamless capsule for the bulk vending trade was introduced this week by Paul Price, local charm manufacturer. The Price Nite Capsules are completely rounded and can be held up by their stems, because of their shape. Price claims that the new capsule is easy to assemble and will not come apart in the machine.

Six-Tite Capsules are available in two sizes, 100 and 500 capsule sizes. Price is $3.50 per thousand, F.O.B., New York.

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NICKEL & DIME MACHINES
OUTSELLING PENNY UNITS

DALLAS—The need for a greater return per location has brought about a revolutionary change in bulk operator machine buying habits, according to Everett Griff, veteran bulk machine distributor here.

For all of 1961, and a large portion of 1960, Griff Distributing Company has been selling 5 and 10-cent machines two to one over the familiar penny-operated vendor. Griff reports. There is even a healthy turnover in 25-cent machines, vending novelties, which, however, he confesses, are still largely in the experimental stage, so far as everyday route operations go. Only a few operators are using more than half a dozen of the 25-cent machines, and those operators are primarily in the Dallas-Fort Worth area. Included, of course, is Bob Griff, Everett Griff’s brother, who supervises one of the largest chains of routes in the industry’s history.

Changing Tactics

Prompting the decision of many bulk operators to switch to 5 and 10-cent machines is the fact that most modern families just about as willing to hand their children a nickel or a dime as a penny nowadays. Likewise, youngsters are inclined to prefer such items as rings, charms, capsule novelties, wrist watches, pearl image jewelry, necklaces, brooches, to the familiar ball of gum. To date, no operator who has switched to 5-cent machines has been sorry about the move.

Griff is extremely fortunate in the close co-operation of brother Bob Griff, who can run thoroughly valid tests on any development in his far-flung routes which extend as far north as Denver, and equal distances east, west, and south. The results which have been determined by the younger Griff can quickly total up to a sound merchandising platform in selling the same equipment to other operators in other areas.

A half dozen Texas operators visited at random found that the Griffin statement that 5-cent and 10-cent machines are “the thing”. Many of them are operating “multiples” with as many as six and eight machines on a single stand, all at the 10-cent or 5-cent level.

ROBERT SIMPSON, second right, WeCo, Tex., operator, is presented with a door prize of a Northwestern vending machine by Vernon Jackson. Looking on are Mr. and Mrs. Glen Moore, El Paso.

Jackson Vending Treats Texas

Bulk Ops to Fine Foods & Info

GRAND PRAIRIE, Tex.—Tex.-as bulk vending operators were recently guests of the Jackson Vending Machine Supply Company for a dinner and open forum here. Introductions were made by Vernon Jackson, and J. W. Mitchell delivered the invocation.

Speakers were Mr. Scott on “Helpful Tip Hints”; Ralph Lacy, “The Best Methods Used in Packaging Machines and Sorting Mixed Gum and Charms”; W. D. Martin, Jr., “Importance of Giving Quick Service and Improving Relations With Supermarket Managers”; Glen Moore, “Importance of Keeping Machines Clean and Sanitary”.


Robert Simpson, Waco, won the door prize, a Northwestern vending machine filled with merchandise.

National Names

Marketing Head

CHICAGO—H. George LeClerc will be in charge of a new national marketing expansion program at National Recorders, Inc., that includes new product development, securing additional sub-contract for the work and expansion of its firm’s service organization to handle your requests.

LeClerc, former vice-president of the Link Division of General Electric, was recently elected to the newly created post of vice-president in charge of marketing.

from Madisonville, Ky., Whitleyfield will relocate Dunbar’s bulk vend machine shops to a new combination joke box and cigarette store throughout the Northern Kentucky territory along Kentucky Highway 91.

Dunbar plans to concentrate all of his time on a men’s clothing store in Princeton.

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Say You Saw It In Billboard Music Week

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Stern Seven-Nation Trip Keys Williams Export Intensification

CHICAGO—Sam Stern, president of Williams Electronic Manufacturing Company, embarked on a seven-country tour of Europe, as Williams steps up its activity in the export field.

Stern indicated that Williams is substantially increasing its export shipments, and has several game models that its specifically aimed at the European market.

Emphasizing Williams’ concentration in the export field was the recent appointment of Jack Baigelman as sales manager. Baigelman has an extensive background in the import-export field and also heads a new export department set up at Williams in addition to its domestic sales organization.

Baigelman says that Williams intends to concentrate on Asia and South America, as well as Europe, for its export efforts. While rock’n’roll rules over the United States, Europe is the world’s only true export market.

Execs on Tap for New Roanoke Co. Showing

KNOXVILLE—Jack G. Bass, president of Roanoke Vending Exchange, Richmond, Va., and George Klemsen, AMI factory representative, were on hand at the Andrew Johnson Hotel here recently for a showing of the AMI entertainment 2-magnifier. Also on hand from Roanoke Vending were Mrs. Bass and Eldridge Finn.

Knoxville operators attending included Whilton Florida and Darrell Miller of D. M. Miller, N. Nichols, Ashley Music, and Lewis Eldridge and Ralph M. Eldridge, Knoxville Music.

From Maryville, Tenn., were the M. L. Johnsons, Don and George Underwood and Albert Forsey, Leonard Music, and Mr. and Mrs. George W. Camper Jr., Mount Amusement.

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Memphis Coinmen Speak Up & Dissuade City Licensing Comm. From Bond Levy

By ELTON WHIENENIANT MEMPHIS—The coin machine operators here won a major victory last week when John S. Collier, chairman of the City Licensing Commission for beer sellers, said his commission had no intention of seeking a bond of $500 from coin machine operators on each restaurant they lease.

Several weeks ago a member of the commission, John Dunlap, an attorney, proposed this as a "solution" to cut down the numerous beer violations committed in small cafes and restaurants, main locations for coin machines.

Collier said such a bond, besides being discriminatory, might well be unconstitutional.

Canale Role

The coinmen's victory stemmed for an appearance before the commission made by Drew Canale, past president of Memphis Music Association, and Frank Smith, organizer of the group some years ago.

Smith explained that with his 39 years in the business, he could tell the commission that amusement company owners had nothing to do with violations committed by customers of location owners who resulted in them losing their beer license. (Such offensiveness as fighting in a cafe and not calling police for drinking beer on premises, selling beer to a minor."

When a small cafe owner loses his beer license, his main source of revenue ends and he has to go out of business. If an amusement company owner had subleased the restaurant to him, then the location operator is sought and a beer license is lost for the restaurant.

Normal Turnover

"This turnover, normal in the business, is what brought a blast of criticism last month from Dunlap, who wanted to blame it all on the amusement company owners. Canale and Smith quickly pointed out that they had no control over these locations and, in fact, if anything, they were against this.

Canale read a lengthy letter to the five-member commission (minus Dunlap), parts of which are below:

"I would like to explain that I have no direct control over any part of the establishments which my company has leased or sublet as a restaurant.

"I try to be particular as to my tenants, because any signed lease is considered a liability and the wrong tenant can cause many problems.

"I am interested in leases such as tourist courts, inns, inns, apartments, companies, etc., to protect my investment such as lofts, still a real truth needs to be developed. The tremendous amount of these establishments and the high prices of land, wall installations, alil, etc., this initial investment and installation can run as high as $1,000 to $2,000.

"I have secured my company in some cases back because over the years I have direct knowledge that undesirable from another section have been to Memphis to search out the possibility of moving into this area. Their financial capital is unlimited.

"I feel that the leases that have been taken, plus the close connection between the Mississippi Association and the Memphis Restaurant Association, plus police action, has had a direct pressure on other, and undesirable, trying to move in into this city for the purpose of corruption.

"The men in the coin machine industry of Shelby County (Memphis) are local citizens and, in fact, individuals who are interested in church, civic clubs, charities and other such organizations.

"I do not want to defend anyone who violates the rules set up to conduct a coin-operated machine, but actually such violations or mismanagement of leases, will happen, and nature is not one per cent per week of the total restaurant business.

"After Smith and Canale had spoken, Collier, the chairman, said, "I will go along with the commission when he made his sweeping criticisms and established everyone would shun $500 bond." (Continued on page 63)

Germans Train for Fanfare

BINGEN, West Germany—Loewe-Automaten, the sales subsidiary of NSM, is operating one of Europe's largest service training programs for its Fanfare juke box. Maintenance men employed by Fanfare distributors are brought to Bingen from all countries of Europe for service instruction in NSM classrooms and workshops. The program has been in operation for several years. It is being expanded and revised constantly to accommodate more students and to deal with new technical features. For instance, stereo has been getting prime attention from Loewen, the firm that's developing a stereo Jukebox.

(Continued on page 63)

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RATE: $39.99 per person, or $78.99 per couple for the weekend. Friday Dinner thru Sunday Lunch.

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NOTE: If reservations are made for guests, please list names on separate piece of paper. This will insure proper seating.

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Abe Susman Takes Honor

DALLAS—Abe Susman, owner of State Music Distributors, Inc., in Dallas, was voted a lifetime membership in The Sheriff’s Association of Texas when the group met recently for its 83rd annual convention.

The announcement that Susman "had exemplified through the years those qualities of public support which are so essential to the advancement of Texas law enforcement," was presented at the convention as a member and in behalf of his Abe Susman Texas Lawmen Awards Contest. Seven Texas law enforcement officers were named as winners at the convention.

Contestants had submitted their "most memorable experience as a law enforcement officer" to be judged. The winners will receive their pick of one of 18 different firearms as prizes.

By OMER ANDERSON

BONN — The Eurotum scheme for a European Common Market-wide photog Community pool has been at the center of the meeting here of the heads of government on the six Common Market countries.

The conference in Bonn of the leaders of the six member countries for the acceleration of a single economic and monetary area has been attended by more than 5 million people. Trade barriers, which already have been reduced by 30 per cent, are expected to crumble rapidly.

There is speculation, indeed, that the big market of West Germany, France, Italy and the Benelux countries could be achieved by 1967 — a full three years ahead of the target date.

Self-Help Plans

There is a scramble of industrial groups within the six-nation area to develop self-help programs.

Eurotum, first proposed three years ago, would combine the coin machine manufacturers, distributors, and operators in the six Common Market countries. The organization would have the following objectives:

1. Protect and advance the industry in the six-nation area for the world market, meaning primarily competition with the seven nations of the European Free Trade Association and with the United States.

2. Represent the industry in negotiations with the European Community central authority, and with the individual national governments forming the Common Market.

3. Sponsor and undertake programs of technical and commercial benefit to the industry.

4. Serve as a general clearinghouse for the national industries in the six countries.

Common Trade Barrier

The European Economic Community or Common Market, while dissolving internal trade barriers among the member nations, will erect new trade barriers to non-member States. This means that the six national industries, in effect, will become a single supra-national industry competing as such in the world market.

Competitiveness can be effective only if the six national industries in the coin machine, as well as other branches, are placed on equal footing. This seems obvious, but it isn’t in the big market bigwigs. It is, however, to colonize in the six countries.

For example, Eurotum not only would appear the coin machine trade in dealings with governmen...
Bulgarian Reds Ban Juke Jazz; Blast Imperialistic Cha Cha Disk

Continued from page 6

The commission reported that the juke box at the airport "played only Western music—a distressing commentary upon the failure of our cultural program."

All this, the commission observed sadly, "merely reflects the general tastes of the public. The music played on our juke boxes is merely a reflection of the type of music being played by our dance bands and orchestras."

"Only think of it! There are 200 saloon orchestras in our country, some 1,300 instrumentalists, and more than 100 night club singers and, every night, they are performing to some 100,000 of our people. Finally, there is the radio, and, frankly, from what we have heard there we cannot affirm that the radio has remained uninfected by Western music."

Bulgaria's Western jazz invasion, according to the commission, is the work of an official agent known as Estrada, which has been responsible for dance music in public places and for juke box music programming.

Jazz Needed

Estrada, complained the commission, is operating a director and 24 officials, all but five of whom are "businessmen," totally devoid of "musical appreciation." The Estrada director, in reply to the commission's criticism, protested that "good, dynamic jazz is what our young people want.

The director, however, was summarily sacked.

Apparent it is only Western jazz—not juke boxes—which are under fire in Bulgaria. The Bulgar-ian Communist cultural censors seem to be taking the position that the phonograph is simply a mechanical instrument—nothing good but bad of itself, and the problem is to control music pro-gramming rather than the instrument.

Juke Box Imports

Indeed, Bulgaria has been encouraging, in a modest way, the importation of juke boxes as a Western tourist amenity. The government is trying to spur Western travel to Bulgaria's Black Sea beach resorts, and government tourist strategies have approved the purchase of traditional West-ern juke boxes for location at tourist centers.

It seems, too, that the Bulgarian attitude toward Western jazz is a localized aberration, and does not reflect the general Red line. Elsewhere in the Communist bloc Western jazz is still music great.

The Soviet Union has endorsed jazz as "the folk music of our anti-imperialist African friends." Jazz is probably the most popular in Poland, but it is accepted in East Germany and Czechoslovakia, although the Czechs are warned by the government to be on guard against the smuggling of Western influences into the country disguised as "nothing but pure African folk music."

"Jazz may conceal a wicked Western imperialist garb in the dress of an exploited African native," the Czech Communist Party organ Rude Pravo warned.

Ops Pooh-Pooh Owned Locations

MILWAUKEE—Recent claims that location ownership of juke boxes was making a big increase in the number of juke boxes and threatened the existence of opera-tions and orchestras.

A number of columnists have taken issue with Frank Bartsch's estimates that 25 per cent of Milwaukee juke box locations have already shifted to self-owned music equipment. Carl Bartz, P. & P. Distributing Company route foreman, says, "I think that the figure would be somewhere between 10 and 15 per cent."

And Ben Hasting, Hastings Distributing Company, agrees with Bartz's estimate.

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1 Tapped for Seeburg Div. Managements

CHICAGO—Seeburg is steadily expanding its background music organization and last week named three new division managers.

John F. Mallone has been named manager for the South, with headquarters in New Orleans. Myles Horlitzke, Seeburg's background music division manager in New York, will handle the East, including Quebec and the Maritimes. Stanley O. Basen, headquarters in San Francisco, will handle the West, including Western Canada.

R. Truit has been named musical director by Seeburg to work with Milton Bink, Seeburg's executive producer.

Announcement of the appointments came from Stuart P. Austin, president of Seeburg's background music division, who noted that the ex-pansion of the company's background music sales and production staff under the leadership of Austin will make Seeburg put on background music sales during the next few years.

Owners eventually decide that they would be better off reverting to single-run juke boxes.

According to operators checked on this problem, location owners soon learn that operating only one juke box can be a costly, time-consuming project.

(1) Very few location owners have the time to go shopping for records themselves and the knowledge of pop tunes is inadequate to the task of keeping the boxes filled with the latest hits.

(2) Location owners also soon discover that juke box returns and regular maintenance costs can be higher than anticipated.

(3) The shock of a single juke box does not qualify for quantity prices, as do juke boxes.

Add up these factors, the dis-senting coinmen here claim, and it is easily seen why location owners' juke box cannot be a major threat to the industry.

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EUROPEAN NEWS BRIEFS

Algerian Jukes Pose Problem

PARIS—French juke box distributors and operators have become the "organizers" of resistance movements in Algeria. Most major firms are preparing for a period of turbulence cutting heavily into juke box sales and operation. The situation also affects games and to lesser extent to vending equipment. The deadlock in peace talks between the French government and the Algerian National Liberation Front has contributed to the situation. Most coin machine firms based in metropolitan France are licensing, if not negotiating their Algerian operations. President de Gaulle has decided to begin withdrawal of the French army in Algeria has increased the anxiety among coin machine firms with substantial holdings in Algeria.

Belgian Assn. Hits the Top

BRUSSELS—Union Belge de Amatique, Belgium's nation's association, last attained an all-time peak in membership. The association, ranked as one of Europe's top organizations, now has 600 members, operators and exporters. The association not only has a list of highly skilled personnel but also operates in unmatched Europe for membership. Members include members of the House of Deputatis, city councilmen, at least one mayor, and professional men, all of whom are operators. Major credit for success of the four-year-old operation belongs to Alex Van De Wege, leading a producer and veteran newspaperman. Van De Wege has made public relations a primary concern of the association, which maintains regional trade groups in the nine provinces.

Red Jukes in the Black

VIENNA—Juke boxes have become a profitable enterprise for Communist Hungary's government, which theoretically is opposed to the profit motive. State-owned cafes and bars are now requiring juke boxes, mainly through Vienna distributors, as rapidly as foreign exchange becomes available. The price play is the local equivalent of 25 cents, which is a higher price than in most countries of Western Europe. The S-lent price is even larger when calculated against the Hungarian wage rate; state clerks earn 6000 a month and TV repairmen 8000. This means that the 25-cent play would be roughly equal to a 25-cent price on the U. S. boxes are in continuous play, despite the high price. And the Red juke box entrepreneurs pay no performing rights royalties—on either side of the Curtain.

Juke Movies Score in Europe

MILAN—Cinebox, the world movie "theater," has become an overnight sensation in Europe. The machine-made machine is a complete, self-contained unit of film and motion picture unit. It has push-button selectivity from 40 easily changeable 5-minute film, according to its producer. The Cinebox company promises, for extensive distribution via cinebox, thousands of films never before released generally. Cinebox is now distributing in Western Europe and has opened its world-wide operating distribution. Distributors are being appointed in every major country. The firm has just announced the appointment of Dan Tawney Associates, Inc., New York, as U. S. general distributor. Cinebox opens up the possibility of deriving revenue from advertising via film trailers.

CHECK YOUR NEWS"/

WEST

CALIFORNIA CAPERS

Charles Keld, Long Beach operator, was tendered a surprise party at his motorcourt retreat on the occasion of his birthday. The party was a few days ago, being given over a weekend when the Kelds were visiting their cabin. About 15 friends turned up for the occasion and the many friends of Long Beach in Pomona will be glad to hear that he has recuperated sufficiently to be up and about. . . . Chris Landless, local coin operator, made the Coin Row rounds recently.

Walter Cook of Palos Verdes Estates left on a six-week motor trip to Alaska. Cook and his wife will visit their daughter, who lives there, and accompanied a geologist. . . . Speaking of Alaska, he is told that the roads are being well maintained, including the next trip. But he was told that the roads were being well maintained, including the next trip. But he was told that the roads were being well maintained, including the next trip. But he was told that the roads were being well maintained, including the next trip. But he was told that the roads were being well maintained, including the next trip.

SANDERS DISTRIBUTING COMPANY

415 4th Ave., South, Nashville 10, Tenn.
Phone: Alpine 5-4119
ATTENTION, IMPORTERS—Write or Call for Set of machines with prices.
Also RALLY distributors.

Look to Rock-Ola for advanced products for profit

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ATTENTION, IMPORTERS—Write or Call for Set of machines with prices.
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Susman Is One-Man Lobby For Texas Coin Machine Trade

By O. R. ALLEN

DALLAS—Abe Susman, owner of State Machine Distributors here, not only believes in public relations for the coin machine industry, but is doing something about it. As chairman of a registered lobbyist in the State Capital in Austin, and as, far as can be learned, he is the only registered lobbyist for the coin machine industry in the State of Texas.

Primary target of his public relations work during the past several years has been an end run around the coin machine industry. As part of his effort to bring coin machine taxation more in line with reality, Susman was instrumental in founding and is now a member of the board of directors of the Texas Amusement Operators Association, a group pledged to present the facts on coin machine taxation to State lawmakers, to point out the present inequalities which those machines suffer from antiquated tax laws.

At present the organization is working full schedule, for on July 10 the State Legislature reconvened in a special money-raising session. Susman and his fellow workers hope that this will not mean an increase in the heavy burdens which the coin machines already bear.

This work on his part, Susman explains, is no effort to deprive the State of any needed revenue. On the contrary, it is his belief that it is the benefit of the organization of which he is a director, that a straight tax of $10 on each machine would bring in more State revenue.

Added Revenue

This is based on the theory that with the tax cash the more evenly distributed more revenue would come in, and that it would be possible to have machines in more localities. The added revenue, of course, would bring added revenue.

"The present tax is so high," Susman pointed out, "that it has killed off a lot of games. With a lower tax the operator would pay more taxes because he could afford more machines."

Then he went on to explain, "Tax laws in the State were written years ago and were made to cover games of chance. These games of chance no longer exist. Now the law is strictly an amusement play-State so far as coin machines are concerned—and with no wording or anything of the kind being made."

And, of course, gambling machines of the past, with, the same tax laws, were in a much better financial position to absorb a high tax.

Edward A. Klein

Susman is convinced that the efforts of education of his group have begin to pay off, for he says, "Officials are now beginning to realize that men in the coin machine business in this State are dependent business men who have a big investment in their businesses and who are getting a very low return on their money invested."

He expressed optimism concerning the future results in informing the public. Part of this optimism is due to the fact that the machines themselves are now actively working. "This is the first time in history," he said, "that the operators have had any resistance from the public."

There are a number of phases to this work of educating the public, and a great amount of the work is concerned with letters to persons who are in a position to help the coin machine industry. There is also the work of appealing to the operators themselves to keep in touch with their Senators and Representatives, to explain their plight to these members of the Legislature.

A quick look at some of the details which the organization sends to the operators is an effort to get them to work actively for tax reform shows this work to be effective. The members of both the House and Senate are conscious of the problems of our industry. We should make every effort to contact these men immediately upon their returning to Austin.

Another part of this same letter explains to the operators that an equitable tax is ... will correct a situation which is making our industry lose thousands of dollars each year."

His last letter also explains that the individual operators who have made an effort in this direction have bad good response. And it ends with the warning that "If you are paying more than $40 a year in taxes on your machine next year it will be due to those who did not try."

Still another phase of Susman's campaign for the benefit of his industry is the close cooperation with law enforcement officers throughout the State. "By working closely with these authorities," he adds, "we are able to make sure that our industry does not even get a hint of a bad name."

In this respect, as a part of the cooperation with the officers, he founded in 1959 "The Annual Abe Susman Awards Contest," a contest for Texas law enforcement officers for good cooperation with the coin machine industry. The contest is in Texas—city, precinct, county, State and federal officers are eligible.

To enter the contest, it is necessary for the entering officer to submit a written account of some activity which he has had to work, an experience which can be humorous, tragic or otherwise. Title of the entry is "My Most Memorable Experience as a Law Enforcement Officer."

There are seven winners in the contest each year, and each winner has his choice of one of five expensive firearms. Susman will make the awards this year at the annual convention of the Sheriff's Association of Texas.

It's all a part of the continuing, tireless and expensive fight Susman wages to see that the coin machine business is understood and given as fair a chance as any other legitimate business.

Federal Court to Fix Coin Gambling Machines Decision

SOUTH BEND, Ind.—U. S. District Court here was asked to decide last week whether coed-operated gambling devices can be destroyed after seizure for unpaid gambling taxes.

Authority for the destruction of 10 machines confiscated at a picnic Saturday (D) is being sought by the federal government in a petition filed by Assistant U. S. District Attorney Philip Prost. The equipment was seized at a picnic of the Fraternal Order of Police.

Also asked in the civil suit is a determination on the right of the government to retain the money found in such machines. Failure to obtain $250 gambling device stamps was the basis of the action by which the machines were confiscated.

Pending a decision in the case, the machines and the money they contain will be held in the office of the U. S. Marshal here.

South Bend authorities have also filed suit in local courts for a judgment of police power with respect to the destruction of gambling equipment.
FRANK AND JOE GRECO, of Greco Bros., Glaceo, N. Y., one of Rock-Ola’s big Eastern outlets, got the word on the new Princess phonograph unveiled recently at the Park Lane Hotel, New York.

DONNA LYNN KANER, Sr., daughter of Leo Kaner, legal counsel for Music Operators of America, is back from three weeks’ vacation in Utah, and Bill Prine of the parts department is in North Tonawanda, N. Y., visiting his old stamping grounds. . . . Ginny Wilkins, wife of Jimmie Wilkins of the Layman company, is making a three-weeks auto tour of Canada with her three children. In the meantime, Jimmy is practicing hiking, doing 10 miles every week in preparation for a 65-mile trek in the Sierra after the family returns Labor Day.

DENVER DOINGS

The biggest road sale in many years took place this week down in Colorado Springs when Pete Vandenburg, Modern Music Company, sold out to Acme Cigarette Sales Company, in Amarillo, Tex. No immediate changes in the type of operation are planned, according to Vandenburg, who is remaining on the payroll as general manager for Modern Music, Blanca Jones, a partner with Vandenburg in the original Modern Music Company, is undecided as to her future plans.

Gas Brown, formerly owner of Brown Music Company, has sold his interest in Apollo Music Company, and gone on the payroll at Drake Sales Company, Wurdlitzer distributor, as a technician.

Collections skidded throughout the entire Denver metropolitan area in early July, consequent upon the laying off of Denver’s huge Hi greenhouse racing track, which often pulls as many as 20,000 people per night. The number of possible jockey and announcement machine players subtracted by the greenhouse racing operation is just a small part of the factors that have been working against record sales in Denver. At least two record sales have been held in the past two weeks, one at the Calgary Hotel, and one at the Pioneer Hotel.

END OF SEASON CLOSEOUT

Sacrifice Prices!

Rod Chief

Chuck Wagon Stage Coach

Cow Pony

Hollywood CANDID Camera

Satellite Explorer Wily Bird

Champ Grip Test

Write — Wire — Phone

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New York 36, N. Y.

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when answering ads . . .

Say You Saw It in Billboard Music Week

South

Chester Richardson, who operates a music and game route at Greenville, is off on the road now with a small carnival he toured with.

(Courtesy Matt’s Cigarettes Society)

DONNA LYNN KANER, SR., daughter of Leo Kaner, legal counsel for Music Operators of America, is back from three weeks’ vacation in Utah, and Bill Prine of the parts department is in North Tonawanda, N. Y., visiting his old stamping grounds. . . . Ginny Wilkins, wife of Jimmie Wilkins of the Layman company, is making a three-weeks auto tour of Canada with her three children. In the meantime, Jimmy is practicing hiking, doing 10 miles every week in preparation for a 65-mile trek in the Sierra after the family returns Labor Day.

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Say You Saw It in Billboard Music Week

South

Chester Richardson, who operates a music and game route at Greenville, is off on the road now with a small carnival he toured with.
ROUTE FOR SALE
OWNERS TO RETIRE
Continuous, successful operation under same ownership for 40 years.
Equipment in top location includes: 200 Phonographs; 200 Cigarette Machines; 201 Player, 3-player and 4-player Huppin Vornas, Shuffleboards, Bowsers, Shuffle Alleys, Guts, etc. No Bingham. All personnel will remain except owners.
Complete stock of Paris, Amplifiers, Test Board, Office Equipment including Brother Coin Sorter and Counter and Johnson Counter. Automobile. Guaranteed $15,000 Cigarette Stock.
Priced at $100,000 cash, or $2,000 down 6% simple interest on balance.
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188 W. RANDOULF ST.
CHICAGO 1, ILL.
Coin PR Group Needs Quick $  

- Continued from page 33

renewals from last year’s seven members with no new additions.

Trouble

Judson St. John, president of the Council, noticed that the group was losing members and needed a quick resolution. Many members were not renewing due to financial difficulties. St. John stated that the Council had to act quickly to continue the service and keep the community informed.

In addition to St. John, other recently elected officers are: Carl Weisberg, chief editor of the Council; and Bally Vending Corporation, Chicago; Herbert L. Stoller, president, United Machine Manufacturing Company, and United Machine Corporation, Chicago; John Billings, vice-president, Billings Distributing Company, New York, N.Y.; and Harold Lichtenstein, vice-president, Lieberman Machine Manufacturing Company, Minneapolis.

Newly elected officers are vice-presidents Len Mento, secretary, and Jack R. Ross, treasurer, and Exchange, Rockford, Ill., and O. L. (Bob) Soller, national coin machine distributors association, Chicago.

Directors

Additions to the Directors include: A. T. McCarthy, C. E. Boyer, William A. Murphy, H. R. H. Reid, W. E. H. Riddle, and C. W. S. York. The Council is working to expand its reach and influence across the industry.

Effort May Keep PR Program Alive

- Continued from page 33

why the Council is in trouble. It began with a decrease in membership, which caused the need for the Council to continue its work. However, the lack of financial support is a significant issue.

And, as the program goes on under way, a number of manufacturers formed a group that is now working to improve the Council's efforts. The group includes some of the larger manufacturers and distributors who are working to promote the Council's goals.

After the initial novelty of the idea, however, was off, interest by manufacturers was completely diminished. Memberships have increased steadily and not only that, but the number of manufacturers members dropped to three—Bally, United and Kinney—distri-

Fund Raising

It was at this meeting that the Council found itself in an attempt to raise more money and to get new members and raise funds to continue its work. The problem was emphasized by the Council officials. Lou Casola said at the Council meeting. "If we had more operators, the manufacturers would come in." Treasurer Lichtenstein added another reason the morning after the session: "We need operators for members who need grassroots support."

The problem is that the Council has been unable to attract new members due to financial difficulties. However, the Council is working to increase its membership and raise funds to continue its work.
TO THE VICTORS Go THE TROPHIES—The Lafayette Club, Manchester, poses happily after winning the New Hampshire Shuffleboard League tournament, beating out some 13 other teams. Trophy was donated by Tri-State Amusement Company, distributor for American Shuffleboard Company here. Standing are Robert Mortell, Tri-State; Roland Bellino, team captain; Ed Mortell, Tri-State; Phil Fortin, president of the Lafayette Club; Armand Dubu, sports director. Sitting are Tiny Cooper, Hank Pratt, Leon Marrisette and Tony Trudove.

3 Stereo Boxes Provide Dance Music for Florida Teen-Agers

By BOB LATIMER

LONG BEACH, Fla.—How can an audiophile achieve maximum fun turns from a multiple installation of juke boxes, all in close juxtaposition?

The answer is to "separate them physically and, if not acoustically, as much as possible," according to Guy Churchwell, who has one of the South's most unusual and eclectically oriented phonograph locations directly on famous Long Beach along the Gulf of Mexico. Churchwell has installed three new "10-play" stereo phonographs in three small dance pavilions located right on the beach. Small, with an area of only around 22 feet by 40 feet, the three pavilions contain dance floors, supporting superstructure, a heavy thatched roof, and equally strong enclosures which can be locked up for machine guarding at night.

25 Feet Apart

The three phonographs, which, incidentally, have usually been treated with respect by most of the teen-agers who patronize the dance areas, are actually only about 25 feet apart. However, each boxes out a continuous flow of Top 40 music for customers in a separate enclosure. The small dance floors are roofed over and feature highly polished, practically indestructible hard cement floors. Partitions effectively cut each enclosure off from the next.

By experimenting with the plywood enclosures which serve as both a soundproof and safe lock protection for the machines, after the beach closes down, Churchwell has found that he can operate all three machines at once, in the side-by-side dancing areas, without complaints.

Directional Spread

The back-volume enclosure gives the music some directional spread, so that older customers who want to dance to smooth instrumentals in one dance section are not bothered by the music of the band playing on the next section. Here, with all traffic to the beach passing through a gateway and a flight of stairs down to the white sand beach, the triple phonograph installation has become a tremendously valuable attraction.

There are usually 40 or 50 teen-agers clustered around the phonographs in at least two of the beachside locations. Churchwell has made changes in the layout, according to the class of teen-agers. Recreating a major road into the Long Beach area was typical.

Another was acoustical treatment of the underside of the roof above each of the dancing areas, which helped to cut down on unwanted sound mixing between the side-by-side locations.

Naturally, Churchwell, who has many amusement machines in an arcade in another part of Long Beach, is highly conscious of damage which a beach location such as this can cause. The five, sitting...
ands of the North-Florida coast from Panama City to Pensacola, used to get into the machines with amazing regularity.

Military personnel from huge Air Force bases nearby taught the operator how to keep up not only his individual machines, but to close off the entire arcade against fog and extreme high humidity during rainy weather. Extra heavy lubrication is used on all moving parts and a thin film of dielectric material guards electrical connections against breakdowns. Because they are set well back into their swinging-door-and-padlock enclosures, dancers do not eam into the fronts of machines, leaving only of beer or soft drinks atop them to complicate the appearance picture, or otherwise create damage.

Soft Wood

The Florida operator used exceptionally effective psychology in building the Florida phonograph from heavy, soft wood. This discourages shrewd and overly excitable customers from trying to carve their names into the plastic. Instead, by providing the soft wood and permitting teen-aged girls to whistle away in-between dances, Churchill has completely eliminated damage to his three joke boxes.

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CLARENCE JONES
GETS FREE TRIP TO PUERTO RICO

CHICAGO—Clarence Jones is going to Puerto Rico. It's a trip for fun and his wife, courtesy of Sheffer Music Company and the Seeburg Corporation.

To win it Jones sold more carved-Ice, cold-dip venders for Seeburg than anyone else in the country, and the trip was first prize in Seeburg's national sales contest.

Jones also won a stereo-fi set for his efforts, so he'll have something to come home to. Sheffer is Seeburg's distributor in Ohio.

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Earnings jumped 25% and held at that level

42% OF IT IN FIFTY CENT COINS

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Further proof that the Ten Top Tunes Play Stimulator is just that, coming from this Tulsa, Oklahoma location. And over 40% of the take was in half dollars.

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Any smart operator can spot the tremendous earning power potential of this fantastic feature.

Howard Riley of the R & M Music Company, Tulsa, Oklahoma Wurlitzer operators, congratulates Mr. & Mrs. Bill Curlee of the Montmartre Club at 1502 East 51st-St., Tulsa, on the increased earnings they are enjoying, thanks to the Ten Top Tunes Play Stimulator.

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