**ACC Kiddie 'Fair' May Alter Ops Biz**

By AARON STERNFIELD

WESTBURY, L. I.—Traditional operating patterns of the nation's box and amusement machine companies will be altered radically if the program conceived by the Automatic Concessions Corporation here at bluie, rock and roll, gospel and novelty.

ACC, headed by Bert Lane, pioneer kiddie ride manufacturer, will begin soliciting coin machine operators in the next couple of weeks. The firm will grant exclusive franchise for the operation of its Fun Fair unit, consisting of at least one major ride, a variety of conventional rides, bands of amusement games, vending machines and a radio music stage, all integrated.

The music hall stage will serve as the center for local disc jockeys, television personalities and recording stars, aimed primarily at the noontop market. Talent will be used for special promotions by the retail outlets on which the Fun Fairs are placed. These promotions will be organized by ACC, the local operator and the store.

(Continued on page 18)

**MOA-ZOA in Co-Op Move**

By OYER ANDERSON

First general managers of the Motion Picture and Allied Laborers of America, Inc., Mr. Miller, the MOA national firm which is under the leadership of the ZOA.

MOA has a number of single which it is importing from Italy, but ZOA would have a point, according to the new MOA executive.

Other upcoming singles are by Tommy King, the Starlets, Vernon and Zancy Gideon.

In addition to Pop-Side, Riverside has also instituted a black label Riverside main, which will carry pop-type material on LPs and singles by artists already established. Its hit performer, Cannonball Adderley, will be issued under this banner.

According to President Joe Weinstock, that firm's Tri-Font Records are also being concentrated on the rhythm and blues market. Its motivation for entering this field under a distinctly new label name is based on what he believes to be the "new" or (Continued on page 34)

**Distrib-Creditors Balked in Rec Intervenes Case**

Injunction Blocks White Front Court To Hear Debtor's Pay Plan September 7

HOLLYWOOD—Distributors who are among the principal creditors in the Record Enterprises' Chapter 11 proceedings (BMW, August 7) met informally last week to chart a course of action, but reportedly found themselves confronted by a dilemma at each turn.

Record Enterprises, this year's oldest rock-jabbing operation, owed the record concession at the White Front stores, the top volume discount chain. Prior to Record Enterprises taking the Chapter 11 white flag, if the record concessionaires of its decision to take over its own record departments.

Dilemma No. 1: White Front's attempt to never tie with Record Enterprises was blocked by a court injunction in the form of a continuous until September 25, which means that as long as that little estate distributors will have to find their way through Record Enterprises (BMW) to tie up with the White Front. Distributors had hoped to recoup some of their losses by being able to sell while White Front directly. They would much rather work with the fast-paying, volume outlet (it moves an estimated $1,500,000 in its living room liquidation) than deal through a labor-debted jobber. The court's continuance has blocked the distributors on that score.

Dilemma No. 2: Nat Levitt, attorney for receiver Sam Jonas, confirmed that the White Front merger into White Front on a peak, but he was not to lose product exposure at the same time.

The National Record distributors that their merchants through the financially struggling Record Enterprises, won't they be expected to follow a similar suit. (Continued on page 35)
Manufacturers Study Industry Problems, Dealer-Rack Troubles

NEW YORK—Recent events in the record business have caused renewed concern on high manufacturer levels at the direction in which the industry is moving. The events include the difficult financial problems of three rack jobbers in various parts of the country, and the recent offerings of a large number of new record jobbers.

Thoughtful manufacturers have been aware for the last few years that in opening up new types of record outlets over the past decade they have been paving the way for their record dealers. As evidence of this pressure, Detroit distributors claim that over the past two years, the manufactured jobs have been cut almost in half. And yet, the regular dealer has long been the only place in which major manufacturers can move catalog merchandise, since—until very recently—the racks and the discount operations have only moved the cream items. Lately some racks have expanded to semi-full line establishments in specific outlets.

To All Dealers

According to high brass in some of the larger companies, there is no choice but to sell records to all comers, whether they be regular record shops, racks, or discount houses. They say that under the laws of the land they can't turn down an account. Manufacturers in this way play a legitimate function as an arm of the distributor, and as long as he sets up racks in food stores and other areas where records were not sold before, he isn't violating the law.

But at the same time, a number of executives do not deny their concern over the dealer and his problems in the general economy of the country and the record industry dilemma. We want to sell more through more outlets and yet we need the regular dealer to sell catalog as well as lot new merchandise. If we go all the way with the rack or chain discount operation, then we won't be in a catalog business in five years. The problem is to try to keep the dealer happy and make it worthwhile for him to carry the same time selling to the other types of outlets."

Another manufacturer stated that the problem comes when the distributor, or rack jobber or discount operation becomes so powerful that he was almost able to dictate terms to the manufacturer or distributor. He said: "I know that a distributor believes he is doing himself a good turn when he forms a massive load of records through one outlet and saves himself the bookkeeping that goes with 40 or 50 small accounts. But when you turn him in the position of a factory that makes all of its products for one user, that one user can force his prices and can make him take back all of the dead material. And at the same time he has self-interest for lower price than the smaller dealer. This isn't healthy for anyone," the executive said.

Another problem, said this manufacturer, was dumping. "In other, less frantic days, manufacturers used to dump their surplus product overseas somewhere where it didn't hurt the domestic market. Now some manufacturers dump his product anywhere, allowing large outlets to grab chunks of it and offer it at fantastically low prices. This hurts everybody!"

A longer-range view of the problem was taken by the head distributor of one major company when he suggested that a lower list price with a lower markup, say 25 per cent, would make it harder for discount operations to sell their product. As a result of this operation, he said, is faced with a rising cost and problems three days tougher than that faced by the dealer.

Camden Stations' Drop of Rock Tightens Philly as Promo Area

PHILADELPHIA — This town may very well be the toughest key market for record pluggers to cover in the country. Local stations WFIL, WNEW-FM, WSTK, WCAU, WIP, WCAE, WOR, WINS, WIP, WOR, WINS.

Roulette Snared Dinah Washington

NEW YORK—Dinah Washington's pending by Roulette Records —long rumored in the trade—was confirmed here recently with the signing of the industry's hottest new vocalist. The long sought after record for Dinah as soon as her contract with Mercury ends that fall.

The singer reportedly received a hefty advance for signing with Roulette. Although Clyde Oin, who manages Mercury, is now with Liberty, it is generally understood that label head Peter Guralnick that label head permits him to cut sides with Miss Washington for Roulette.

Mercury Attemps Disposal of Company-Owned N. Y. Distributor

NEW YORK—Mercury Records is currently engaged in disposing of the company-owned distribution branch here in New York. Mercury have been giving active consideration to both Alpha Distribs and Porter Distribution Company for the operation over the New York branch. The Alpha talks didn't jell, but it has been rumored that Mercury made up its mind fairly early at the end of the year.

Mrs. Bob Pare, head of Portem, told Billboard that she had been approached by Mercury, but that no formal meetings have yet taken place.

At one time Mercury had nine distributors, i.e., Atlantic, Du- ton, Philadelphia, New York, Pitts- burgh, Cleveland, Chicago, Mi- waukee, San Francisco and Los Angeles. Since that time the firm has disposed of all branches except for the New York branch and the Merge in Chicago branch.

Reason for the disposal of the branch is due to a philosophy of the company's management. It be- lieves that a record company is a creative organization and that its spokesmen should be tied up in creative functions rather than in handling branch sales.

Bihari Enters Custom Field

HOLLYWOOD — John Bihari will invade the custom pressing field through his newly equipped Cadet Records' Manufacturing Division. Bihari, who claims his plant is the "most complete of its kind in the industry," presents a new feature of this firm that is it's finishing department. Bihari has been making a record of "finishing the product- the poly-pressing phases of the fin- ished album".

He told Billboard that his one-stop manufacturing plant, account services varied, including color, limitation, offset, printing, album-pressing, mastering, controlling, for both stereo and mono, color label printing, record custom pressing. These are in addition to his own custom pressing equipment needed in preparing albums for pressing discs. Fact that all manufacturing is handled under one roof, Bihari said, will allow Cadet to cover the entire press at from 15 to 20 per cent under market price.

Sinatra Nixes 'Subway's Deal'

HOLLYWOOD — Frank Sinatra has nixed a deal for the rights to Broadway's upcoming "West Side Story" musical because the singer's label, Reprise Records, would not get the top royalty.

Sinatra's purchase price for the property in the range of $500,000 to $500,000 had pulled out of the deal when he learned that "Subway's" producer, David Merrick, would release the original-cast album deal with Columbia Records.

New Members and Top Subjects at ARMADA Meet

NEW YORK—ARMADA held a special meeting in New York last Friday (1/18) to considerinker of recording problems as well as to set as a course of action the problems for the coming year. Among the most important of the meeting's discussions was the most President Art Talmadge introduced new board members, Archie Blythe, Leonard Chas, Pop Daily, Bobby Shad, Henry Dorn, Frank Sper, and Vic Sherman.

Among the new subjects to be impaneled for the coming year were the all-out membership drive and dealer education projects. Supplies and merchandising techniques as well as sales presentation and the development of dealer point-of-purchase mate- rials. Other subjects discussed were the I.P. Tax, the condition of the I.P. tax on records, and the possibility of setting up a clearing house for financial payments. Also discussed were a monthly newsletter, a new classification, inventory control, and new sales of a BPI index.

DISKERIES IN 'ASK YOU' RACE

NEW YORK—A number of American diskies are dues in an old-fashioned race over the tone, "Will I Ask You," which was written by R.L. and Noye Land in 1949. The diskiers are vying for a n. B. record by means of a recording by Eden Kane. Capital has released it here by Kay Starr. Epic is rushing out a release by Bobby Benton, and Sun Records is planning a release moment. Both sides are expected to cut the tune, too. Song is in Essex Music Ltd., and Capitol, and in Dot and in Hollis, Inc., here.
Planetary Buys Kolsky Interest in Roulette

NEW YORK—Joe Kolsky, executi"ve vP of Capitol Records, has made a major move in the recording industry this week, by buying 100 per cent of the shares of the independent disk company that has cornered the market in the production of rock and roll records. The company, known as Planetary Records, is a subsidiary of the Kolsky organization, and has been operating under the name of Capitol Records, Inc. The transaction is expected to be announced at a later date.

In addition to Planetary Records, Kolsky also owns a number of other record labels, including Verve, the label of which he is president, and Cabin Fever Records. With this latest acquisition, Kolsky has virtually doubled his holdings in the recording industry. He is now estimated to be worth over $100 million, making him one of the wealthiest men in the business.

Kolsky's move is seen as a major coup for the independent record industry, which has been struggling to keep up with the major labels in recent years. Planetary Records has been particularly successful in the production of rock and roll records, and its acquisition is expected to give Kolsky even more control over the market.

A spokesperson for Capitol Records confirmed the news, saying, "We are delighted to welcome Planetary Records to the Capitol family. This acquisition will allow us to expand our market presence and offer even more exciting music to our fans."
AU Names Woods V.-P.; Tags Raker As Top Sales

HOLLYWOOD—Two major exec appointments with KVY radio in June: Max S. Woods, long known in radio, joining as program director; and J. R. Raker, who was recently with WOR, New York, now as national sales manager.

Mr. Woods, 40, joined KVY as assistant program director on July 23, 1952, and was named program director in August, 1953. He is a graduate of the University of Illinois.

Woods succeeds Bob Wilkins, who resigned to become program director of WOR, New York.

Mr. Raker, 28, who was recently with WOR, New York, now as national sales manager.

Raker was named national sales manager of KVY in April, 1950, after having been with WOR as assistant director of sales.

Raker was named national sales manager of KVY in April, 1950, after having been with WOR as assistant director of sales.

The KVY Road Show" originated four years ago, when Arlene Rae Bank organized a group of friends to go on a road trip to New York. Under the sponsorship of KVY the troop now travels to New York every year, usually in June, and returns in early September.

Last year, 1952, the troop consisted of 100 people, and the road show was held at the Lincoln Hotel on September 9 and 10. In 1953, 1954, and 1955, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1954, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1955, 1956, and 1957, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1956, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1957, 1958, and 1959, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1958, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1959, 1960, and 1961, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1960, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1961, 1962, and 1963, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1962, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1963, 1964, and 1965, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1963, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1964, 1965, and 1966, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1964, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1965, 1966, and 1967, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1965, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1966, 1967, and 1968, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1966, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1967, 1968, and 1969, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1967, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1968, 1969, and 1970, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1968, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1969, 1970, and 1971, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1969, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1970, 1971, and 1972, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1970, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1971, 1972, and 1973, the road show was held at the same hotel, with an attendance of 1,000 people each year.

In 1971, the road show was held at the Lincoln Hotel on September 9 and 10, and in 1972, 1973, and 1974, the road show was held at the same hotel, with an attendance of 1,000 people each year.
Dot RECORDS proudly presents
the LENNON SISTERS
"SAD MOVIES"
(MAKE ME CRY)

Best Selling Singles
#16244 Big Cold Wind/That's My Desire
  Pat Boone
#16241 Does Your Cheeky Mamie Lose Its Flavor
  (On The Bedpost Overnight)
  Lonnie Donegan
#16243 Black Land Farmer
  Wink Martindale
#16244 Yellow Bird
  The Mills Brothers
#16249 Because of You
  Louis Prima, Keely Smith
#16222 Yellow Bird
  Lawrence Welk
#16220 Blue Tomorrow
  Billy Vaughn
#16235 We Kiss In A Shadow
  Sonya
#16209 Moody River
  Pat Boone

SPOTLIGHT SINGLES OF THE WEEK

THE LENNON SISTERS
"SAD MOVIES" MAKE ME CRY (Amsterdam) BBD
(409) — The young girls really show that they can
make it in the main stream with this one. People
are really taking notice. "I Don't Know Why" (Orchestrated)
Dot 18285

Dot RECORDS

"THE NATION'S BEST SELLING RECORDS"
COLUMBIA
VOICES IN PERIL-Asa Yancey / Kansas Ruby — C-1635 (OSP) (Sep.)

RCA
BILLY JOE / I'm Gonna Get To Nashville (B-1016) / 2,503 (OSP) (Sep.)

SESSI
YOUR BEAUTIFUL KING ALONG WITH OTHERS / Bessie Jones / Danny Jones — C-1686 (OSP) / 2,962 (OSP) (Sep.)

BOOGIE
ALBERT KING / The Boogie / Albert King & The Express — C-1660 (OSP) / 2,981 (OSP) (Sep.)

STAGE LEFT, STAGE RIGHT-Just One Look at You / The New Andor Koketelles — C-1637 (OSP) / 2,961 (OSP) (Sep.)

JESSE & THE VOODOOS — C-1634 (OSP) (Sep.)

HARMONY
HOLIDAY FUN FOR CHILDREN— Rosarie Ryan — C-1635 (OSP) (Sep.)

HARLEY
FOR DOCTORS ONLY / Oscar Brown — C-1698 (OSP) (Sep.)

ELECTRA
STORMY CONVERSATIONS / Missy Raines — C-1675 (OSP) (Sep.)

BOB DIBBLE / Clocks On The Wall — C-1698 (OSP) (Sep.)

SMITH / Get Back On The Dance Floor — C-1698 (OSP) (Sep.)

ROCHE / I Love You — C-1698 (OSP) (Sep.)

STAGE LEFT / THERE'S A NEW BOSS IN TOWN / Blackwood Brothers — C-1698 (OSP) (Sep.)

CAPITOL
IMMORTAL MUSIC FROM NEW YORK AND LOUISIANA — I-7001 (Sep.)

ANGEL
BELLENE / Notes — C-1675 (OSP) (Sep.)

JAMES BIGGS / Gone With The Wind — C-1698 (OSP) (Sep.)

P.L. BORROW / What A Beautiful World — C-1698 (OSP) (Sep.)

J.L. BOROINE / What A Beautiful World — C-1698 (OSP) (Sep.)

A.B. SARA / Rich Sounds — C-1698 (OSP) (Sep.)

BERLIN CONFAB INFORMS WB EUROPEAN LICENSEES

By DON WEDGE

LONDON — The international activities of the WB Bros. Records holds its First European Licensee Meet (15). Licensees from 11 continental countries will be involved. Part of the agenda has been devoted to the licensing of records, including negotiation of the exclusive distribution agreements. The meeting is the first since the licensing of Warlegge Werners', who are in charge of European Licensees. The licensing of the world's material is an important part of the business, and the content for the European market.

Cap Discounts

HOLLYWOOD — Capitol is launching a new discount program on its Capitol World (international) series, allowing dealers to buy Capitol albums half-price for every one they purchase at full price. This is the first-ever half-price program run from August 21 through September 15. Discounts push applies to the complete Capitol catalog, with the exception of those titles included in the series' new release.

LATE POP SPOTLIGHTS

THE PARKEYS

“Mother” (Salvation, BMO (3:29))—This song is a great example of the genre’s best qualities.

JAN AND DEAN

“Ding-A-Ling” (Coral, BMO (2:15))—A popular novelty song that has been a hit for over a decade.

CHRIS KENNER

“Christie Chris” (Julia, BMO (3:22))—This song is a classic example of the genre’s best qualities.

New German Selling, Promo Firm on Scene

FRANKFURT — A new sales and distribution organization, Grammo-Schallplattenvertrieb mbh, has been founded in Frankfurt for the Ausland. The company, which will be based in Munich, will be run by Professor Peter Kreutzer, who has been awarded the title of “Concerto for Organ, Strings and Timpani.”

New York

ENGLISH POST FOR LEE PINCUS: Lee Pinco, of Gib’s Music, left for London last week to take over as director of the Gib’s office in the English market. Pinco, who has been with Gib’s for over 20 years, will be responsible for all the company’s English operations.

IRWIN PICK: Irwin Pick, of Gib’s, will continue to handle the publication operations in the U. S. Lee is expected to reside in London for at least a year.

“Till We Walk Dem Golden Stairs” and “He Knows Just What I Need.”

Chicago

Chicago-

MGM’s G. Moretti

Down Mexico Way

NEW YORK — Gene Moretti, the MGM producer who recently has been active in Mexico, has been named by MGM Records, recorded in Mexico City, to produce a new hit, "The Music of John Cage" on the American label. The music will be distributed by MGM Records.

Another prime reason for his return to Mexico was to make his own records and copy from home. Moretti will be in charge of the American market. The MGM record will be released in several major markets and for release in Mexico. The film, which will be distributed by MGM, is being released now.

C-A-Bing With Swing On Manhattan

MANILA, P. I.—The American record label, has issued several new records. The label has issued new records and for release in South America.

Cherry Island

Cherry Island, the label of the Cherry Island label, has sold a total of 40,000 albums. The label will sell a total of 40,000 albums.

Hollywood

Hull Newman’s Era Recs has added three new artists to its stable, including Jeffrey Allen, a singer of pop music, and the blue singer Lucile Gray and ten-year-old accordion player Wendy Hill. The new label has the list of artists for the next four years.

Cincinnati

J. F. Young and Boyd Bennett, of Bebe Music, Inc., Louisville, who recently placed with Randy Wood, Dot Records, chief of a wild instrument by Jimmy McDaniel (2:05) — "The Cincinnati Rebel" — has been replaced by a new look. The band is now back to its original sound. Jimmie Johnson, who has been playing with the band for over a year, has left the group to play with another band in Chicago. The new look is a little more mellow and features a clearer and catchier arrangement.

Steve Trout, of the College group known as the Highwaymen, whose United Artists label, "Michael," is stirring a hoop 

(More information not available on this page.)
THE FLARES
with the disc that created the newest and biggest dance craze...

FOOT STOMPIN’ PART 1

Felsted RECORDS
ONE OF THE LONDON GROUP OF HIT LABELS
639 WEST 25 STREET, NEW YORK 1, N. Y.

Another production
Initial release of two albums containing new and exclusive recordings of international specialty and novelty material authentically recorded in various parts of the world. A continuous release of new material will be available each month.

SUGGESTED LIST PRICE $2.98

BILL SACHS

RECORD CO. INC. OF CALIFORNIA
2671 West Pico Blvd.
Los Angeles 6, Calif. DU 2-3861

FOLK TALENT & TUNES

BY BILL SACHS

"The First Country Collection" is the title of the Western album just released August 1st on the Liberty label. Among the tunes featured are "Roads of Home," "Bleeding Hearts," "I Fell," "Big Crow," and "The Dance Hall" by the Harmonizers. The group was formed in 1941 by Winfield, a former member of the California and Texas states, and was active in the 1950s. The album features performances of traditional folk songs from the Southern United States, including "Big Crow," "The Dance Hall," and "The Dance Hall Country." The album is available at local record stores and online retailers. For more information, visit the official website: www.americanradiohistory.com.
ANOTHER BIG HIT!

FRANKIE AND JOHNNY
BROOK BENTON
MERCURY 71859

FROM THE HIT ALBUM
THE BOLL WEEVL SONG
BROOK BENTON
AND 11 OTHER GREAT HITS

FOUR THOUSAND YEARS AGO
MY LAST DOLLAR
FRANKIE AND JOHNNY
KEY TO THE HIGHWAY
A WORRIED MAN
IT'S MY LAZY DAY
HONEY BABE
CARELESS LOVE
JOHNNY-O
THE INTOXICATED RAT
THE CHILD OF THE ENGINEER

STEREO SR 60641 / MONOURAL MG 60641
Capitol's fantastic new deal to...

**Designed for Dealers—** Last month, CRDC came up with its first ace—a basic stock plan designed to protect dealer inventories and keep merchandise moving.

Now, to complete the hand, three more aces in a fall restocking program aimed at greater sales and greater profits for you.

**3% Advertising allowance—** Advertising builds sales and now you can influence potential record buyers in your area through your local newspapers and radio. CRDC representatives will help you plan a complete advertising campaign to promote the Capitol product.

**12% discount (in lieu of 2% cash)—** Discount applies to both new and catalog Capitol releases, popular and classical, including LP's, EP's and Compact Doubles. See your CRDC representative for all the great albums covered by this program. Deferred billing, too.

**Personal selling Incentive—** Capitol is keeping its extra ace in the hole for the time being. But it completes the deal to insure you of even greater sales than ever before. Next time your CRDC salesman drops around, make sure you ask him to show you his hole card.

(For complete details, see your CRDC salesman.)
Get rich quick

Load up on the sensational new Jackie Gleason package ..."Lover's Portfolio," (SMBO 1619, the answer to a playboy's prayer. Two discs containing special music for cocktails, dinner, dancing, and ...uh...loving. Plus recipes for drinks, a list of wines, love poems, and all kinds of goodies like that. All packaged in a special portfolio. The music? Great Gleason stuff. The greatest. From intimate arrangements to rich, lush versions of standards and originals.

PLAYBOY readers will see it in a full-page ad in the September issue. And a special tie-in with the Schieffelin Liquor Company will expose the package to readers of LOOK, NEWSWEEK, SPORTS ILLUSTRATED, THE NEW YORKER, ESQUIRE, AND HOLIDAY. Here's your chance to cash in big on this very special album set, and take advantage of the enormous advertising push. Call your CRDC representative and get rich quick!

And here's a way to get even richer! Check these tremendous new August releases from Capitol. Great artists...great albums...great sales!
By KIKI IALISK
HEAVENLY DELAYS: Latest gimmick from Capitol Records is "Ten Tet's hot single, "Heavenly Delays." On the regular record, Ritter tells of his dream, in which his friends and all the dis- ciples gathered up in Eulalily Tech. Upon leaving Eulalily Tech, Ritter asks his guide, Will Rogers, "Who else is expected within the next 24 hours?"... Will draws hands Ritter the "Tally Book" and Ruth reads from the long lines of such top country artists as: "Red River Valley," "Katie, Katey, Kuzy Akoff," "Edie Arnold," etc. On the special promotional disk, Ritter substitutes names of devices for the names of the country performers. Over 100

Later Deadline
Sought on FM Revamp Comment
WASHINGTON—The proposed revamp of the thriving FM radio industry has caught the Federal Communications Commission by surprise. The FCC was caught unprepared for a possible test run of the proposed FM service.

The proposed revamp of FM and AM programming in joint owned stations and in programming in FM properties is matters of "facilities engineering" but that radio programing and production aids. Hereinafter CRC handled in overall.


YESTERYEAR'S HITS
Change of pace programming from your librarian's shelf, featuring the disks that were favorites 30 and 20 years ago. Here's how they ranked on Billboard's charts:

POP—3 Years Ago
AUGUST 24, 1956
1. Louis Armstrong—"West End Blues" on RCA Victor.
2. Percy Faith—"Easy" on RCA Victor.
5. "I'll Be Your Man"—"It's Only a Paper Moon" on Liberty.

POP—10 Years Ago
AUGUST 24, 1951
1. "I'll Be Your Man" on RCA Victor.
2. "I'll Be Your Man" on RCA Victor.
3. "I'll Be Your Man" on RCA Victor.
4. "I'll Be Your Man" on RCA Victor.
5. "I'll Be Your Man" on RCA Victor.
6. "I'll Be Your Man" on RCA Victor.
7. "I'll Be Your Man" on RCA Victor.
8. "I'll Be Your Man" on RCA Victor.
9. "I'll Be Your Man" on RCA Victor.
10. "I'll Be Your Man" on RCA Victor.

Pat Sikes
"On the air, Nashville, Ten must-see disks..." on RCA Victor.

RHYTHM & BLUES—5 Years Ago
AUGUST 24, 1956
1. "I'll Be Your Man"—"It's Only a Paper Moon." on Liberty.
2. "I'll Be Your Man"—"It's Only a Paper Moon." on Liberty.
5. "I'll Be Your Man"—"It's Only a Paper Moon." on Liberty.

Ann Margret
Decca recording artist, Paty Cline, has this hot platter tagged "I Fall to Pieces," which has been No. 1 on the Hot C&W for four weeks and is scoring well on the Hot 100. The trump has had little disk success in both pop and country, including Rhythm & Blues, but "I Fall to Pieces," which was recorded for Nashville's Decca, has been selling well.

Patsy Cline
Miss Cline began recording before she was 18 and was a fixture in the church choir, and later school plays, before and local club dates.

Patsy Cline
Nineteen-year-old Patsy Cline has been in Nashville since she was 15. Her recording career began with Decca Records, where she concentrated strictly on C&W music, and then with RCA Victor, where she has become a favorite in both pop and country fields.
TAKE A GIANT STEP

CHANCELLOR records
FALL RELEASE 1961

CHL-5018
ALREADY . . . a whole lotta SALES!

CHL-5019
WATCH FOR: MY BABE, KANSAS CITY, HEY LITTLE GIRL

CHL-5021

CHL-5017
Contains the sensational "BOSTON HOP" by the PLAYBOYS.

Chancellor
RECORDS, INC.
DISTRIBUTED BY AM-PAR RECORD CORP.
BEST-SELLING PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturer, based on results of a national survey using personal visits to the leading music stores and cross-section of record-show dealers. A different price group is published in this chart each week.

The percentage figure shown for each brand is the share of the total number of weighted points derived from all dealer responses. Price tabulations are based on the unit cost of manufacture and are designed for rock-bottom selling, and weighted by size of dealer. Only manufacturers earning 2% or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN $200 AND $300

<table>
<thead>
<tr>
<th>#</th>
<th>Price</th>
<th>Brand</th>
<th>% of Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>Magnavox</td>
<td>56.2</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>Stromberg-Carlson</td>
<td>6.2</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>Motorola</td>
<td>5.8</td>
</tr>
<tr>
<td>4</td>
<td></td>
<td>Gernot</td>
<td>5.8</td>
</tr>
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<td>5</td>
<td></td>
<td>Webcor</td>
<td>3.8</td>
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<tr>
<td>6</td>
<td></td>
<td>Voice of Music (V-M)</td>
<td>3.8</td>
</tr>
<tr>
<td>7</td>
<td></td>
<td>Silvertone</td>
<td>3.8</td>
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<td>Capital</td>
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<td>9</td>
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<td>RCA Victor</td>
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<tr>
<td>10</td>
<td></td>
<td>Other</td>
<td>9.7</td>
</tr>
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</table>

PIZZA PLATTERS ARE HOT STUFF

NEW YORK — Shoplifters have thought of the latest Wilderness Pizza, a limited-edition pie with 180 pizza boxes taken from supermarket shelves. Shoplifting expert, the Supermarket Trade Publicite, reported this new gimmick made it impossible for U.S. supermarkets in its July 1965 issue.

The article points out other methods of pilferage for other products. However, "double-platters," two records in one sleeve and singles disappearing inside of "hipping shoppers' school books" were also mentioned.

Large pocketbooks, fake gift boxes already wraped and tied, and with others that open, hollowed-out corn boxes, large boxes such as cereal boxes being emptied of their contents in a corner of the store and then used for more expensive items, baby carriages — some with false bottoms, and even the other of the 22 tricks used by shoplifters which record dealers would do well to know about. The article also points out the do's and don'ts in shoplifting prevention. Reprints of "How to Reduce Shoplifting Losses" are available at a nominal cost from the Sales Promotion Dept., Program Planning Co., 601 5th Ave, New York 3, N.Y.

NEW DEALER PRODUCTS

Decca Debuts Portable Tube Phonos

C hapnet Records has introduced this "store-within-a-store" dealer's tool that will push the label's new releases along with its 100 best all-time sellers. New LP's get full display, and catalog numbers are stocked in browsers. An illuminated top panel features the dealer's name. The rack also includes storage space for LPs, a 25-record stock, gift card clip-on board, and a catalog holder touting "100 free." When used as an island merchandise, back panel provides additional dis-

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors concerning direct mail promotion offers of special terms. Shows when and where available and dates when special deals are due to expire. The list is culled from the original news story and/or advertisement promoting details of each promotion. Please keep this list on file for future reference.

Once a quarter low LP price for the price of one. Five new releases all packaged "bogey stock." Check dates and titles.

READER DISC — Limited time only. Started May 29, 1961.
"Heart of the Symphony," LP by Fritz Reiner and the Chicago Symphony Orchestra. Special price is made possible by the co-operation of "The Gold Record" coupon program.

"Famous "D,"" Ten LP's, all at five hundred for $4.98. Complete series. Also available: "Field of Dreams," "Country Music in Color," priced at $4.98 each.

"Birds of the Vorpus," LP by sight and sound, includes two original stories for children. Complete series.

"Summer Vacation," six current hits and three issued, six at five hundred for $4.98. Also available: "Racing Day," four at $4.98.

"Clock of the Century," ten current LP's at $4.98 each. Also available: "Summer," ten at $4.98.

"Dance Party," sixteen titles. Mail order price: 65 cents per 12, 75 cents per 24, 95 cents per 48. Also available: "Reminiscences," ten at 65 cents.

"Reminiscences," single record. Presented through distributors. One year license to all new releases. For more information, send $50 deposit to United Artists, Inc., 201 West 43rd St., New York 36, N.Y.

A new program for all Telefunken and Telefunken records from $2 to $3.00 each. Send $50 deposit to: Richmond-Telefunken LP catalog department, 201 West 43rd St., New York 36, N.Y.

Lowest price on a year license for all new releases: eight free, one at 40 cents per new release. Purchase five albums, get eight free, plus five and five LP's at 40 cents each. Also available: "Reminiscences," complete series.

Labels are offering one album free for every five purchased. Full series available.

"Reminiscences," single record. Presented through distributors. For more information, send $50 deposit to United Artists, Inc., 201 West 43rd St., New York 36, N.Y.

"Reminiscences," complete series. Mail order price: 65 cents per 12, 75 cents per 24, 95 cents per 48. Also available: "Chance," ten at 65 cents.

"Reminiscences," single record. Presented through distributors. One year license to all new releases. For more information, send $50 deposit to: Decca Records, Inc., 201 West 43rd St., New York 36, N.Y.

"Reminiscences," single record. Presented through distributors. One year license to all new releases. For more information, send $50 deposit to: Sound Tractoma, Inc., 201 West 43rd St., New York 36, N.Y.

"Reminiscences," single record. Presented through distributors. One year license to all new releases. For more information, send $50 deposit to: Time Records, Inc., 201 West 43rd St., New York 36, N.Y.

(Continued on page 5)
DISK DEALS FOR DEALERS

- Continued from page 14

Ten per cent discount on all LP releases in addition to complete catalog. See page 48-49.

All radio stations are invited to order and play on all new EMI releases. Ten per cent discount on all 12” records. See page 49.

Label is offering a 15 per cent bonus to dealers covering new releases and catalog, see page 32.

Ten per cent discount on all new releases and on all discs inclusion new re- leases. See page 10. Also, July 12 issue for details.

Label is offering a 15 per cent discount on all new releases. See page 13.

LABEL-DEAL PROMOTIONS

- Continued from page 12

stations have received these special station club cards.

TAMMY SALUTE: New York radio station WMGM recently fea-
tured a day-long salute from the lobby of the RKO Palace in con-
nection with the New York premiere of Universal-International’s
"Tammy Tell Me True," starring Sandra Dee and John Gavin.
The salute, featuring the station’s jock-eyes originating their programs from the lobby of the theater, was cli-
mated with a "Tammy" look alike contest. The winner: Mary Lou
Merkle of the Bronx, N. Y. As part of the salute patrons at the
Palace were afforded an opportunity to win 200 copies of the
Sandra Dee-Joce recording of "Tammy Tell Me True." Other
prizes included autographed posters of Miss Dee and John Gavin.

CURIOUS CONTEST: Desjray Morton, of WLIR, Laurens,
S.C., held a "Mr. Paganini Contest" recently. Listeners were asked
to send in a post card carrying the title of the new "Villa Nears
Mr. Paganini," Verve release. Those writing the phrase the most
times in a post card won a new VGM LP and single, courtesy of
MGM Records and Larry Gar... Hunch Records' disk of "Quartet
of Four" by Mab Midele and the Marines garnered a lot of play re-
cently when Desjray Morton Downw
ay, Jr., of Station WCEC, Prov-
ience, held a "Quartet of Four" contest. Listeners were requested
to send Downey a post card with a guess as to what the temperature
would be at a "quarter to four." Nearest listener received an album or a
single, or a pass to a local movie, courtesy of the label and the
station.

More CHART TOPPERS

The Drifters
SWEETS FOR MY SWEET
and
Loneliness or Happiness
Atlantic 2117

A Leiber-Stoller Production, Arr. & Cond. by Stu Ashman

Atlantic RECORDS

Ray Charles
HARD TIMES

and
I Wonder Who
Atlantic 2118

ATLANTIC RECORDS

SALES COUPON FOR SALLISMAN’S DISCOUNT SAMPLE ORDER!

SPACEPHONE

$29.95

SPACEPHONE U.S.A. invented and manufactured TV and sound combining unit. With a standard television set, it is a complete television system. An auto-matically amplifies and filters out all sound from television set and converts it to a mono-aural signal. Electrically combines the TV sound, for complete stereo sound, with direct sound from receiver. Priced at $29.95. Purpose: To eliminate distracting sound from television set.

RANGERHORN

$19.95

RANGERHORN for TV or AM radio. Tuned electronically adjustable. Operates on two 9-V batteries. Priced at $19.95. Purpose: To provide stereo sound from an AM trans-
mitter, or TV set. It turns your radio or TV into a stereo system.

STUDIO SOCKET

$17.95

STUDIO SOCKET for TV or AM radio. Tuned electronically adjustable. Operates on two 9-V batteries. Priced at $17.95. Purpose: To provide stereo sound from an AM trans-
mitter, or TV set. It turns your radio or TV into a stereo system.

SUPER K.W.V. STEREO I.F. AM RADIO TRANSFORMER. Tuned electronically adjustable. Operates on two 9-V batteries. Priced at $17.95. Purpose: To provide stereo sound from an AM transmitter, or TV set. It turns your radio or TV into a stereo system.

ELECTROSONICS CORPORATION

(1934) Eastern Sales Corporation

324 W. 42nd St., N.Y.C.

NAME

ADDRESS

TOWN

STATE

Copyrighted material
HAVE DISCOUNT, WILL TRAVEL!

All those great albums illustrated and listed above—plus the many, many others in the enormously-varied 'CAPITOL' OF THE WORLD catalog—are now the object of a discount deal that's just too good to miss. When you buy one 'CAPITOL' OF THE WORLD album you get any other 'CAPITOL' OF THE WORLD album at HALF-PRICE (mono for mono, stereo for stereo). Stock up now. Call your CRDC representative. He's ready to travel to write your discount order! Don't wait. This great offer is good for a limited time only.

SEE YOUR CRDC REPRESENTATIVE ....... NOW!
Bill Boyd Hit No. 10
By FRED GERR

Box 2443, Auckland, N. Z.

Bill and Boyd's first single on the Australian charts makes its debut at No. 10 on the charts... Since their record-hopping bongos are now a serious dance item throughout New Zealand. Howard Monroe's Record is going very strong nationally and has had a couple of releases on the Australian charts... Sing along with the title, which will star a host of NZ talent. The song is an absolute winner for ladies and heroes and record artists. This will be a charter affair and will be made available from the same outfit.

New Releases

Phillip Haines' last EP line called the Philstar composed of four popular versions at a change. Compton is doing well with Tony Orlando's "Hawaii to Para-

Holland's New Album
By HEIN  WAPPEROM

P. O. Box 43, Amersfoort

Decca has released its first official Italian debut album of Caterina Valente's latest disc... "In the Name of the Valente." She's also heard on a new, a simple German version of "The Devil's Boiler." It's a nice piece of music (which I know doesn't sound the way it is), and it's hard to imagine her singing anything but beautiful songs. The album is now in stock at all good record vaults.

Sea Side Meet

Besides the annual "Disco Auction" on September 9, there is also a second "Dutch Auction." The auction will be held in preparation. Riverina J. C. Hoender- stede will invite a great number of (Continued on page 50)

Toman Getting Japanese Push
By TEN KATTO

Yokohama Correspondent

Swimming with the current tide in the Japanese market, Nippon Columbia is offering in a three-disc album to support 50,000 (50,000). The album contains all 42 theme songs, each featuring main artists from the French, German and American hit parade. Strongly pushed by the same firm next month will be an LP featuring music by Ethel Time-

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AUGUST 21, 1961

BILLBOARD MUSIC WEEK

7 ACTION ALBUMS

FROM RCA CAMDEN

“The Record Value America Loves Best”

PERRY COMO SINGS MERRY CHRISTMAS MUSIC

Music from “Fanny,” “La Dolce Vita,” “West Side Story,” “Breakfast at Tiffany’s,” others. CAS/CAL 673.

BELTRAN PLAYS CHA-CHAS

Cha cha dance-tested for teaching in the Fred Astaire Dance Studios. Great standards in cha cha style. CAS/CAL 679.

WHIFFENPOOF SONG AND OTHER FAVORITES


THE SOUTHERN CANNONBALL HANK SNOW

An authentic cross section — in varying moods — of real country music, and of the great Hank Snow. CAL 693.

“Summertime,” “But Not for Me,” “Someone to Watch Over Me,” “A Foggy Day,” and others. CAS/CAL 679.

Manufacturer's Nationally Advertised Prices Shown — Optional with Deales
ALBUM PROGRAMMING & BUYING GUIDE

TOP LP's BY CATEGORY

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

[Top 200 LP's Listed Here]

VOCAL LP's

INSTRUMENTAL LP's

[Each Section Likely Lists LP's in Various Genres]

SHOW MUSIC

Original Cast

- Bye Bye Birdie (Col) 52
- Camelot (Col) 52
- Carnival (Col) 52
- Donnybrook (Col) 52
- Flower Drum Song (Col) 52
- Gentlemen Prefer Blondes (Col) 52
- South Pacific (Col) 52
- Tenderloin (Col) 52
- West Side Story (Col) 52
- Wildcat (Col) 52

Sound Track

- The Alamo (Col) 51
- Ben Hur (Col) 51
- Gigi (Col) 51
- Gigi (Col) 51
- King and I (Col) 51
- Never on Sunday (Col) 51
- Oklahoma! (Col) 51
- South Pacific (Col) 51
- Student Prince (Col) 51
- Music From the Film (Col) 51

CLASSICAL & SEMI-CLASSICAL LP's

BIRTHDAY COMMEMORATION VICTORY (Cast) 51
The Lord's Prayer (Col) 51
United States of America Loves You (Col), 51
WOODY WOODPECKERLOOKS AT LOVE (Col), 51

[Each Section Likely Lists Classical and Semi-Classical LP's in Various Genres]

SPOTLIGHT ALBUMS OF THE WEEK

- The pick of the new releases:

POPP

A WHOLE LOTTA FRANKIE

Frankie Avalon, Chancelor CHL 5018 (Stereo & Mono) - This set contains a round-up of 17 of Frankie Avalon's top hits over the years including "Venus," "Dee Dee Doo," "Two for the Road," "Talk Talk," and "It's a Picnic." It's a pot pourri for the collector's shelf and a solid set for feature programming as well. The 17 tunes will help sales as well.

LET'S TWIST AGAIN

Chubby Checker, Parkway P 7004 - This package by one of the hottest singles artists in the business should call up strong sales returns, particularly among teen-age buyers. Checker's rockin' exuberant style is spotlighted in a thirteen track package including "Let's Twist Again," "Tie Me Up," "Quarter to Three," and "Frisbee" and "Ballin' the Jack."

THE MADISON AVENUE BEAT

Lester Lanin Orch, Epic LN 3796 - Here's an eff-bent dance package which could move out strong on the basis of novelty value. Lanin presents terpible, attractive imitations of popular TV and radio musical groupsters in medley style. It's a funny idea, and is easy, and the tunes make for remarkably pleasant listening; sales pitch, some stations may balk at spinning it, but others should go along with the gig.

JAZZ

AMERICANA'S NO. 1 ARRANGER: GIL EVANS AND HIS ORK Pacific Jazz PJ 28 - Gil Evans, whose collaborations with Miles Davis have become jazz classics, gets a chance to show off some of his arranging virtuosity on this fine album. The orchestra includes some of the country's top jazzmen, with Buddy Johnson, John Cooley, Jimmie Cleveland, and Steve Lacy featured. The arrangements are fresh, and the performances are exceptional. Titles include "Chant of the Weed," "Django," and "Davey Stock's Blues."

MEET YOU AT THE JAZZ CORNER OF THE WORLD (Vol. 1)
Art Blakey and the Jazz Messengers, Blue Note 4050 - Here's another in the new voluminous compendium of Jazz Messengers LP's. As usual the work is highly professional, in the modern groove and full of choice solos by the leader, trumpeter Lee Morgan and tenor assist. The Messengers offer a fresh approach to jazz-styled recordings. The four-track set was recorded at Madison Square Garden and the complete set will certainly warrant this one LP highlight.

PUCCINI: LA BOHEME HIGHLIGHTS
Eugene Colan, Giuseppe Di Stefano, La Scala (Votto) Angel 35939 - Here's an opera highlights set that should be a winner due to the magic name of Eugene Colan and "La Boheme." Along with Miss Callas are such Met Opera stars as Giuseppe Di Stefano, Anna Moffo and Roland Panero. Opera fans who can't be there or can't afford the complete set, this LP will certainly warrant this one LP highlight.

MOZART: PIANO CONCERTO No. 21; ENESCO: SONATA No. 3
Dimo Lipatti, pianist, Lucerne Festival orchestra (von Karajan), Angel 35933 - Here's a discovery that will top all classical LP's. The tour de force of Lipatti's concert were made by amateurs in Copenhagen and Zurich. They are digitally remastered, but in spite of that they are as live as the pianist's final concert at the Lucerne Festival in 1950. Good sales indicated here.

Children Low Price

POPEYE'S SONGS ABOUT HEALTH, SAFETY, FRIENDSHIP, AND MANY OTHER SONGS
Folks LP 73 - The countless youngsters who follow the adventures of Popeye on comic strips or on TV will all appreciate this set. The ten LP's on this set include great musical selections from that other hit television series, "Rocky and Bullwinkle." The original LP's include "Bulldog Bernice," and "Mr. Peanut." Promotional display will help.

(Continued on page 33)
on the charts

I JUST DON'T UNDERSTAND
ANN-MARGRET
7964

SEA OF HEARTBREAK
DON GIBSON
7890

WHAT WOULD YOU DO?
JIM REEVES
7965

SWEET LITTLE YOU
NEIL SEDAKA
7922

RCA VICTOR
The Most Trusted Name in Sound
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;Tossin' and Turnin'&quot;</td>
<td>Bob Dylan, COLUMBIA</td>
</tr>
<tr>
<td>2</td>
<td>&quot;Wooden Heart&quot;</td>
<td>(Elton) John, A&amp;M</td>
</tr>
<tr>
<td>3</td>
<td>&quot;Michael&quot;</td>
<td>(Elton) John, A&amp;M</td>
</tr>
<tr>
<td>4</td>
<td>&quot;Last Night&quot;</td>
<td>Heart, Warner Bros</td>
</tr>
<tr>
<td>5</td>
<td>&quot;Stairway to Heaven&quot;</td>
<td>Led Zeppelin, Atlantic</td>
</tr>
<tr>
<td>6</td>
<td>&quot;A Little Bit of Soap&quot;</td>
<td>boots &amp; spans, Capitol</td>
</tr>
<tr>
<td>7</td>
<td>&quot;Cryin'&quot;</td>
<td>Lynyrd Skynyrd, Mercury</td>
</tr>
<tr>
<td>8</td>
<td>&quot;Don't Let Money Honey&quot;</td>
<td>Linda Scott, Columbia</td>
</tr>
<tr>
<td>9</td>
<td>&quot;Hurt&quot;</td>
<td>Meat Loaf, Epic</td>
</tr>
<tr>
<td>10</td>
<td>&quot;Together Again&quot;</td>
<td>Chubby Checker, Parkway</td>
</tr>
<tr>
<td>11</td>
<td>&quot;School Is Out&quot;</td>
<td>The Velvet Underground,</td>
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<tr>
<td>12</td>
<td>&quot;Don't Play That Song&quot;</td>
<td>Linda Ronstadt, Chess</td>
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<tr>
<td>13</td>
<td>&quot;Cherry Red&quot;</td>
<td>The Hollies, Liberty</td>
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<tr>
<td>14</td>
<td>&quot;Let's Fall in Love Again&quot;</td>
<td>Leda, COLUMBIA</td>
</tr>
<tr>
<td>15</td>
<td>&quot;Strawberry Fields Forever&quot;</td>
<td>The Beatles, Capitol</td>
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<tr>
<td>16</td>
<td>&quot;No Love on the 4th of July&quot;</td>
<td>The Beatles, Capitol</td>
</tr>
<tr>
<td>17</td>
<td>&quot;I'm Gonna Knock on Your Door&quot;</td>
<td>Eddie Hodges, COLUMBIA</td>
</tr>
<tr>
<td>18</td>
<td>&quot;The One You Love&quot;</td>
<td>The Supremes, Motown</td>
</tr>
<tr>
<td>19</td>
<td>&quot;Leavin'&quot;</td>
<td>The Everly Brothers, Okeh</td>
</tr>
<tr>
<td>20</td>
<td>&quot;The Good Times&quot;</td>
<td>The Beatles, Capitol</td>
</tr>
<tr>
<td>21</td>
<td>&quot;I'm Coming Home&quot;</td>
<td>The Beatles, Capitol</td>
</tr>
<tr>
<td>22</td>
<td>&quot;Alligator&quot;</td>
<td>The Beatles, Capitol</td>
</tr>
<tr>
<td>23</td>
<td>&quot;The Long and Winding Road&quot;</td>
<td>The Beatles, Capitol</td>
</tr>
<tr>
<td>24</td>
<td>&quot;Hey Jude&quot;</td>
<td>The Beatles, Capitol</td>
</tr>
<tr>
<td>25</td>
<td>&quot;Lucille&quot;</td>
<td>Elvis Presley, RCA</td>
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<tr>
<td>26</td>
<td>&quot;She Said&quot;</td>
<td>The Rolling Stones, Decca</td>
</tr>
<tr>
<td>27</td>
<td>&quot;It's So Easy&quot;</td>
<td>The Rolling Stones, Decca</td>
</tr>
<tr>
<td>28</td>
<td>&quot;Green River&quot;</td>
<td>The Beatles, Capitol</td>
</tr>
<tr>
<td>29</td>
<td>&quot;Long Tall Sally&quot;</td>
<td>The Beatles, Capitol</td>
</tr>
<tr>
<td>30</td>
<td>&quot;Hurt&quot;</td>
<td>Meat Loaf, Epic</td>
</tr>
<tr>
<td>31</td>
<td>&quot;Ft. Mackum&quot;</td>
<td>Frank Sinatra, Capitol</td>
</tr>
<tr>
<td>32</td>
<td>&quot;Goin' Home&quot;</td>
<td>Frank Sinatra, Capitol</td>
</tr>
<tr>
<td>33</td>
<td>&quot;Back Beat No. 1&quot;</td>
<td>Hank Williams, King</td>
</tr>
<tr>
<td>34</td>
<td>&quot;Bless You&quot;</td>
<td>Tony Orlando, Epic</td>
</tr>
<tr>
<td>35</td>
<td>&quot;Lucky&quot;</td>
<td>The Rolling Stones, Decca</td>
</tr>
<tr>
<td>36</td>
<td>&quot;Lucky&quot;</td>
<td>The Rolling Stones, Decca</td>
</tr>
<tr>
<td>37</td>
<td>&quot;Big Cold Wind&quot;</td>
<td>The Beatles, Capitol</td>
</tr>
<tr>
<td>38</td>
<td>&quot;What a Wonderful World&quot;</td>
<td>Louis Armstrong, Decca</td>
</tr>
<tr>
<td>39</td>
<td>&quot;More Money for Your Baby&quot;</td>
<td>The Rolling Stones, Decca</td>
</tr>
<tr>
<td>40</td>
<td>&quot;Lucky&quot;</td>
<td>The Rolling Stones, Decca</td>
</tr>
<tr>
<td>41</td>
<td>&quot;Ft. Mackum&quot;</td>
<td>Frank Sinatra, Capitol</td>
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<td>42</td>
<td>&quot;Goin' Home&quot;</td>
<td>Frank Sinatra, Capitol</td>
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<td>43</td>
<td>&quot;Back Beat No. 1&quot;</td>
<td>Hank Williams, King</td>
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<td>44</td>
<td>&quot;Bless You&quot;</td>
<td>Tony Orlando, Epic</td>
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<td>45</td>
<td>&quot;Lucky&quot;</td>
<td>The Rolling Stones, Decca</td>
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<td>46</td>
<td>&quot;Lucky&quot;</td>
<td>The Rolling Stones, Decca</td>
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<td>47</td>
<td>&quot;Big Cold Wind&quot;</td>
<td>The Beatles, Capitol</td>
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<td>48</td>
<td>&quot;What a Wonderful World&quot;</td>
<td>Louis Armstrong, Decca</td>
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<tr>
<td>49</td>
<td>&quot;More Money for Your Baby&quot;</td>
<td>The Rolling Stones, Decca</td>
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<tr>
<td>50</td>
<td>&quot;Lucky&quot;</td>
<td>The Rolling Stones, Decca</td>
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</tbody>
</table>

**BILLBOARD MUSIC WEEK HOT 100 FOR WEEK ENDING AUGUST 27**

- 1. "Tossin' and Turnin'", Bob Dylan, COLUMBIA
- 4. "Last Night", Heart, Warner Bros
- 5. "Stairway to Heaven", Led Zeppelin, Atlantic
- 6. "A Little Bit of Soap", boots & spans, Capitol
- 7. "Cryin'", Lynyrd Skynyrd, Mercury
- 8. "Don't Let Money Honey", Linda Scott, Columbia
- 10. "Together Again", Chubby Checker, Parkway
- 12. "Don't Play That Song", Linda Ronstadt, Chess
THIS UNSOLICITED WIRE WAS SENT TO LIBERTY BY MUTUAL DISTRIBUTORS, INC.
THE LIBERTY DISTRIBUTOR IN BOSTON:

Western Union
1961 Aug 9 AM 11 45

B LLN139 PD= FAX BOSTON MASS 9 154P EDT=
AL BENNETT, LIBERTY RECORDS=
6920 SUNSET BLVD HOLLYWOOD CALIF=

55354 55343 55358 55353 55350 ADD UP TO
FIVE MILLION.* THIS MAY BE BAD ARITHMETIC
BUT IT'S THE TRUTH=
FRANK HOLLAND.

*#55354 "TAKE GOOD CARE OF MY BABY"/ BOBBY VEE
#55343 "HURT"/ TIMI YURO
#55358 "I WON'T TURN YOU DOWN"/ JACKIE DE'SHANNON
#55353 "THIS TIME"/ TROY SHONDELL
#55350 "THE MOUNTAIN'S HIGH"/ DICK AND DEEDEE

THIS WAS OUR REPLY:

Western Union
Sending Blank

Call Letters= VDW
PD= FAX
Charge To= LIBERTY RECORDS

Fax Hollywood Calif= 1961 Aug 9
Frank Holland, Mutual Distributors, Inc=
1241 Columbus Ave Boston Mass=
Frank= Don't overlook the other
five million:** 55352 Dolton 44 55356
Dolton 45 55355=
Al Bennett

**#55352 "HELLO FOOL"/ RALPH EMMER
Dolton #44 "THEME FROM SILVER CITY"/ THE VENTURES
#55356 "NEW ORLEANS MEDLEY"/ EARL PALMER
Dolton #45 "THE GREAT IMPOSTOR"/ THE FLEETWOODS
#55355 "DON'T" b/w "LOVE ME"/ THE JOHNNY MANN SINGERS

Liberty
First in the foreground of sound
## 150 Best Selling MONOAURAL LP's

<table>
<thead>
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## 50 Best Selling STEREO LP's

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<th>Week</th>
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</table>
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 two days to two weeks, but are not necessarily best sellers in their markets. Records selling weakly in a sufficient number of markets have this national strength reflected in the Hot 100 chart this week.

NEW YORK
- ANNIVERSARY OF LOVE
  Casts, Secco
- JUKE BOX SATURDAY NIGHT
  Nino and the Ebbtides, Madison
- GEE OH GEE
  Echoes, Seg-Way
- HUMAN
  Tommy Hunt, Scepter

BALTIMORE
- LOOK IN MY EYES
  Chantels, Carlton

PHILADELPHIA
- LOOK IN MY EYES
  Chantels, Carlton
- THREE GASED RATS
  Handcappers, Collier

SEATTLE
- WAY YOU LOOK TONIGHT
  Letterman, Capitol

BUFFALO
- STICK SHIFT
  Duels, Sue

DETROIT
- PITTER PATTER
  Four Sportsmen, Sunnybrook

BEST BUYS IN RECORDS

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

POP

* I'LL NEVER SMILE AGAIN, PLATTERS
  (Picwick, ASCAP) Mercury 71947
* AMOR, BEN E. KING
  (Fervor, A&M) Album 6300
* THING OF THE PAST, SHIRELLES
  (We Three, BMI) Scepter 1330
* MOUNTAIN'S HIGH, DICK AND DEEDEE
  (Colpix, ASCAP) Liberty 20320
* NAG, HALOS
  (Salvo, BMI) Seven Arts 709
* WITHOUT YOU, JOHNNY TILLOTSON
  (Riddle, BMI) Columbia 1404
* DON'T CRY BABY, ETTA JAMES
  (Atlantic, ASCAP) Argo 57973
* WHEN WE GET MARRIED, DREAMLOVERS
  (Ritchie, BMI) Herencia 102
* LITTLE BIT OF SOAP, Jarmels
  (Malino, BMI) Smirnoff 3098
* CRYIN', RAY ORBISON
  (Acuff-Rose, BMI) Monument 447

C&W

* RIGHT OR WRONG, WANDA JACKSON
  (Combina, BMI) Capitol 4822
* PO' FOLKS, BILL ANDERSON
  (Pomper, BMI) Decca 31522
* SUNNY TENNESSEE, COWBOY COPAS
  (Stanley, BMI) Stanley 822
* CONSCIENCE I'M GUILTY, ROSE MADDOX
  (Central Song, BMI) Capitol 4815

R&B

* I'LL NEVER SMILE AGAIN, PLATTERS
  (Picwick, ASCAP) Mercury 71847

SINGLES PROGRAMMING & BUYING GUIDE

- Reviews of New Singles
  The picks of the new releases:

  SPOTLIGHT SINGLES OF THE WEEK

  Strongest sales potential of all records reviewed this week.

  Pop

  BOBBY LEWIS
  ONE TRACK MIND (Lesney, BMI) (2:55)—Bobby Lewis
  is a strong follow-up to his current smash "Dance and Turnin'" with this bright rock and roll effort. It should
  be another big hit for this artist. Flip is "Are You Ready" (Lesney, BMI) (2:25).

  CHRIS KENNER
  VERY TRUE STORY (Time Kel, BMI) (2:37)—Packin' Up (Time Kel, BMI) (2:33)—Here's another
  artist who comes through solidly to follow up his current smash. Top side features a swinging vocal by the
  charter over good backing; flip is in the "I Like It Like That" pattern. Instant (3234)

  THE DRIFTERS
  LONELINESS OR HAPPINESS (Doll-Walden-Quartet, ASCAP) (2:31)—SWEETS FOR MY SWEET
  (Brenner-Progressive-Trim, BMI) (2:32)—The Drifters will continue their hit string with these two sides. Toppa
  is a moving rockabilly sing smoothly by the lead; flip is a driving,
  theme-based ballad. Instant (3217)

  DUANE EDDY
  MY BLUE HEAVEN (Feist, ASCAP) (2:15)—Duane
  Eddy sells the standard with some high, sharp notes and
  work that makes the oldie swing. Strong here, weak over.
  Flip is "Along Came Linda" (Gregmag, BMI) (2:33).

  FRANK SINATRA
  AMERICAN BEAUTY ROSE (Jefferson, ASCAP) (2:19)—SENTIMENTAL JOURNEY (E. H. Morris, ASCAP)
  (2:24)—Frank Sinatra comes through these two sides, and the singer hasn't had better sides in a
  long time. He handles his new hit for the Capitol album
  and it has a chance. Flip is "My Johnny " (Alan "A"
  BMI) (2:12).

  KAY STARR
  WELL I ASK VA (Hollis) (2:00)—The thump turns in a
  very stylish performance of a smart bit of material, and
  over fetching backing by the girls. A standout performance.
  Flip is "The Rough Riders" (Starman) (2:37).

  THE BOBBETTES
  DON'T LIKE IT LIKE THAT (Coil, BMI) (1:59)—The Bobbettes
  have an answer to the current Chris Kenner hit with this bright item. They sing it with verve
  and it has a chance. Flip is "What's the Use" (Night Time, BMI) (2:21).

  HARRY M. AND THE MARVELS
  THE U-T (Night Time, BMI) (2:18)—The U-T is a
  new dance and the lead sing it with the spirit of "A
  Quarter to Three" on this jumping side. Solid for the
  teens. Flip is "That's the Way" (Night Time, BMI) (2:20).

  SUE THOMPSON
  BAD MOVIES (MAKE ME CRY) (3:10)—This is the
  original version of the tune and a mighty good version
  it is. The love song sells it with feeling over good backing. Flip is "Nine Little Teardrops"
  (Combina, BMI) (1:58).

  EARL SINK
  LITTLE SUSIE PARKER (Tree, BMI) (1:56)—A bright,
  buoyant rhythm tune is arranged in happy style by the
  charter aided by a female group in the backing. It moves
  and it should appeal to the kids. Flip is "Superstitious"
  (Acuff-Rose, BMI) (1:54).

  FRANKIE BRENT
  RANG DANG DOO (Love, ASCAP) (2:26)—"The Rang
  Dang Doo" is the dance that Brent sings about on this
  lively, novelty effort. It's a blueness effort with a beat. Flip is "Hold It" (Jalp, BMI) (2:11).

  (Continued on page 30)
POPULAR

JOHNNY GUITAR WATSON

STARRING WAVE—KING 7300
The great instrumentalist is back in the spotlight with some of his most
inventive and exciting work to date. "Sixteen Ton" is a bluesy instrumental
that will have you swaying along with its infectious rhythm. (Futurism, New York, W 137)

ROGER CLARK

I FOUND A MILLION DOLLAR BABY (Remick, ASCAP) (4:59)—Clark's
hirsute girlfriend makes an appearance on "In the Mood," joined by a
rather dapper young woman. Clark's trademark twang is still present,
but with a bit more in the way of vocal expression. "Swingin'" is a
fine example of Clark's ability to deliver a smooth performance with
a bit more finesse. (Vanguard, New York, W 137)

STEVE ALAN

I'M THANKFUL (Sagin, BMI) (2:42)—All Night
Long (Arc-Eight, BMI) (2:39)—Alamino contributes a
bright and cheery performance on "I'm Thankful,"
complete with a hot sax solo and a sharp rhythm section. Both tracks are
memorable, with Alamino delivering a spirited vocal on each.

ROGER CLARK

I FOUND A MILLION DOLLAR BABY (Remick, ASCAP) (4:59)—Clark's
hirsute girlfriend makes an appearance on "In the Mood," joined by a
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a bit more finesse. (Vanguard, New York, W 137)

SPECIAL MERIT SINGLES

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

--- Pop Disk Jockey Programming ---

THE FOUR AMIGOS

MR. SANDMAN (R. H. Morris, BMI) (1:12) Capit 4614

--- Strong Sales Potential ---

SINGLES REVIEW POLICY

All single records reviewed by Billboard and the
Music Week Review Panel are rated on the basis of their
merit, their sales potential, and their favorability to
the various radio stations. All reviews are
conditionally free to the record companies.

CLAY COLLE

BRIGADOON—Gilmour (2:25)—A

CLAY COLLE

BRIGADOON—Gilmour (2:25)—A

GILMOUR (2:25) is the most

CLAY COLLE

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BRIGADOON—Gilmour (2:25)—A

GILMOUR (2:25) is the most
TOMMY SANDS’ NEWEST SMASH SINGLE
RAINBOW

c/w REMEMBER ME TO JENNIE #4611

SEE YOUR CRDC REPRESENTATIVE.....TODAY!
**HONOR ROLL OF HITS**

**TRACK RECORD**

The Honor Roll of Hits comprises the nation's top ten tunes as determined by Billboard Music Week's nationwide surveys.

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<td>12</td>
<td>DON'T BET MONEY</td>
<td>By J. L. Johnson-Published by FUNK (1A)</td>
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<td>13</td>
<td>HURT</td>
<td>By J. Grammy-A. Jacobs-Published by Miller (ACE)</td>
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<td>14</td>
<td>SCHOOL'S OUT</td>
<td>By Andrew-Burke-Published by Sony BMG (6A)</td>
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<td>IF I Didn't Know</td>
<td>By Keith-David-Published by Warner-Glenn (8A)</td>
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<td>LET THE FOUR WINDS BLOW</td>
<td>By Del Shannon-Published by King (6A)</td>
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<td>17</td>
<td>HABIT BELL A LADY</td>
<td>By Del Shannon-Published by King (6A)</td>
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<td>18</td>
<td>FALL TO PIECES</td>
<td>By Harry Howard-Published by Parrot (1A)</td>
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<td>19</td>
<td>I'M GONNA KNOCK ON YOUR DOOR</td>
<td>By Wayne-Schneider-Published by Soma (ACE)</td>
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<td>YEEO</td>
<td>By Dolly-Oliver-Burton-Published by Play (1A)</td>
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<td>21</td>
<td>BREAK QUARTER A TO</td>
<td>By George-Oliva-Ander-Anderson-Published by Poly (1A)</td>
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<td>22</td>
<td>MY TRUE STORY</td>
<td>By Andrew-Ross-Published by Mancini (ACE)</td>
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<td>23</td>
<td>ONE SUMMER NIGHT</td>
<td>By Leslie-Schroeder-Published by Helfit (5A)</td>
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<td>24</td>
<td>I'M TELLING YOU</td>
<td>By Boz Scaggs-Published by Warner Bros (6A)</td>
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<td>25</td>
<td>DO YOUR CHEWING GUM BEFORE IT IS</td>
<td>By鄧 reasonably published by Poly (5A)</td>
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<td>RIGHT OR WRONG</td>
<td>By Jackson-Published by Contine (5A)</td>
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<td>27</td>
<td>QUITE A PARTY</td>
<td>By Trimax-Published by Dunes (1A)</td>
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**Honor Roll for August 21, 1961**

**Reviews of New Singles**

- Continued from page 30

**JAZZ**

**SNARES POTENTIAL**

**JAZZ**

- DONALD BEST | **Bossa Nova** | MOONDANCE | Verve (1A) | 80 |

**MODERN SALES POTENTIAL**

- JIMMY ROBERTS | **Brain** | BLUES-BITE | PRESTIGE (1A) | 8 |

**INTERIOR**

- RAYMOND BARNES | **Singer** | SAVOY (4A) | 80 |

- THE FAMOUS WARD SINGERS | **From Amsterdam** | 4106 | 4 |

- THE JILLS | **Ladies** | 4107 | 41 |

- THE ROBERTA MARTIN SINGERS | **Every** | 3165 | 80 |

- *Best Selling Sheet Music in U. S.*

  **Continued on page 54**
2 JAZZ FIRMS LAUNCHING POP MARKET DISK LABELS

Continued from page 1

of excitement in the trade, visited the homes folks here last week. Members of the group were with their manager, Ken Greenman, in New York Saturday (26) to discuss future plans. The lads recently re-signed with the club in two of their top men. Two handsome hunting platter hostler, after a 16-day hitch with his Army regiment, returned home Friday (12) to learn that his post at Is Nathan’s Hit Record Distributing Company here had been vacated. He put in most of last weekanswering fan mail, seeing to it that Is Nathan’s hits are soon. Moore was with the local Decca distributor for a number of years, also with Decca’s Nashville firm six months ago... Joe Fanning stepped off in Baltimore and Washington recently to plow the town’s market, “Your Girl” White, “You Are My Sunshine” in the Vital Discs Capital, Fanning did a shot on Buddy Dean’s TV-rer. He leaves this week for Chicago, where his platter has been getting heavy play the last several weeks. He’ll appear on the Jim Jannus TV-seg during his visit there.

Bert Kempter

“NOW AND FOREVER”

Dec 31279

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NOT QUANTITY

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Johnnie Williams
“HOW YOU LOVE ME”

The Nat “King” Cole in Country! The Paris Sisters “I LOVE YOU”

A National Show on All CBS Radio, No Charge to you

Fred Darian
“JOHNNY WILLIAM”

Breaking Wide Open Everywhere!

Johnny Madara
“VACATION TIME”

BLAZING HOT SUESS HIS BIGGEST UV

Donnie Brooks
“BOOMERANG”

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NASHVILLE

Decca’s Owen Bradley has been a busy boy recently, with a line-up of sessions at the Bradley Studio which included etchings by Bob and Skeet Cooper, Kitty Wells, newcomer Eddy Arnold, Webb Pierce, who is sked to record this week... Columbia’s Decca Label had Jimmy Dean booked into Bradley’s for sessions last week... Joe Allison has been in town for sessions Warren Smith for the Liberty label, and a second etching for the label by WSM-Radio deejay, Ralph Emery... Fred Foster’s Monument Records is due extras George Jones at the Bradley Studio this week... MGM’s Connie Francis was in town recently cutting sessions... RCA Victor’s Hank Locklin is due in right away for sessions for the label at the RCA Victor Studio... Sheeter Davis has a new one out for RCA Victor. Side six is “Optimistic” over “Brother’s Hill.”

Saxman Boots Randolph, bass player Henry Strozier and pianist Bill Parcell continue to pack ‘em in nightly at the Cameo, the latter’s colorful Primrose Players’ Ala- braza, and bedroom crowds increase noticeably when Chet Atkins joins the swingin’ group... A folk stunt appeared and a White Christmas at Sanborn's Winter Carnival, Battonville, Ark., Saturday (19). He heads for Detroit and the Folk Music Festival August 22-24... Wallace Forbes, new singer for “Olive Oyl” Saturday (19)... Bradley Studio’s Ruby Bailey is basic vocalist at the studio after several weeks’ illness. RCA Victor Customers’ Inn Harris is vacating... RCA Victor engineers, Bill Pearson, vacating at his new home building helping formulate building plans... Jim Revell, guested last week in Nashville with the Nashville Symphony Orchestra, conducted by Willy Paige. Pat Twitty

Pittsburgh

Bob Vogel, branch manager for Dot Records here, and the label have parted company... Dot Records has moved its Pittsburgh office from Penn Avenue, its home for seven years, to the University of Pittsburgh headquarters on Boulevard of the Allies. Vern Cupples, branch manager; Jack Shook, his assistant; Jim Basford, and secretary Frank Canto continue in the new Decca home... Bob Schracken, distributor for DOT in Altoona and Riverside Records in Bedford in the Shadyside district to the more centrally located Pride Street in the Pittsburgh Record Row neighborhood.

Jim Revell, guested last week in Pittsburgh with Friends of Havana has been hired to do publicity here for Jamie, Capitol, Jubilee and Big Top records... Frank Weismantel, a. d. head of Cord Records, was here last week and the Paris Records here United Recording Services Studio. Leonard Mendlovitz

MUSIC AS WRITTEN

Continued from page 6

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ART AND RECORDS


SAY YOU SAW IT IN BILLBOARD MUSIC WEEK

RELIABILITY • QUALITY

RECORD PRESSING

Originators of the Patented "DISCMASTER" TURNTABLE TYPE RECORD RESEARCH STREET CO.
1011 NORTH FORBES
HOLLYWOOD, CALIF.

LIMITED SALES

POPULAR

HOT COUNTRY

REPRESENTED IN ALL LEADING JAZZ STORES

THE WIZARD OF LOVE

The Li-Dells
Master 251
Master Records are distributed nationally by Random Records

BREAKING IN CHICAGO!!!

and spreading nationally

"I DON'T LIKE IT LIKE THAT"

by THE BOBBETTES

GONE RECORDS

150 9TH ST., H. T. G. N. Y.

A Smasheroo!!!

Copyrighted materials

BILLBOARD AUGUST 21, 1961
Smash Singles!!

New Releases

The Girls In My Life

Come On Baby

by

JOE HINTON

Backbeat 335

Bye Bye Blackbird

by

YOU OUGHT TO KNOW HIM

JACKIE VERDELL

Peacock 1905

The Denial

by

O Send The Fire

THE STRIPES OF GLORY

Peacock 1837

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Orchard 3-2611

THE ORIGINALS

SUE THOMPSON

SAD MOVIES

(Make Me Cry)

HICKORY 1153

CHART BREAKER!

A LITTLE BIT OF SOAP

THE JANNELS

LAURIE 3098

Growing Fast!

MY FUMBILING HEART

JIMMY IVE

by

COMET 2341

A Division of Herald-Record

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BRINGING BIG!!

"Life of a Poor Boy"

SMILEY MONROE

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TOPPA RECORDS

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I'M A LITTLE MIXED UP

By

KATIE JIMES

Chess 1523

Miami, Atlanta, Jacksonville, Nashville

GEE JAY RECORDS

739 Market Ave.

N.Y.C., N.Y.

WESTERN UNION

TELEGRAM

MKE ELLIOTT

ALLIED RECORD DIST. CO.

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MILESTONE 2008

FAIRBANK, GREGORY, BARRY, IVY

"when answering ad . . .

Say You Saw It in Billboard Music Week"

when answering ad . . .

Say You Saw It in Billboard Music Week
**PUERTO RICO**

**German Mag in LP Deal With Philips**

Continued from page 18

During his European tour Dave Brubeck, who has traveled extensively with a team of Werner Scharfenberg-Final Bunch, backed by German musicians including "Parah von Haifa," Kraus, after returning from his last West Germany tour visit to the U.S. for the first time since July 1961 and is the hottest tenor saxophonist here.

Sieg, chief of the Hi-Fi Publishing Company, returned from a business trip to England and returned with tours of the backing bands in the charts, " alongside of what he's competing in competition with 12,000 records for his following numbers climbed the charts. marking "Amerigo" and "I'm a slender Zefer.

"It's still the hot spot in the German market with its latest wading "Der Mann im Mond" (The Man in the Moon) Bacust starts to skyrocket into the charts again. Time is published by Karl Heinz Borne Music, Munich, and the disc is issued by Polydor for whom Bacuss records exclusively.

Philips is issuing its first Paul Anka title, "Dance On, Little Girl," "Know You," a product of its new contract with ABC Paramount, which will be published by Philips in the future instead of by Electrola.

The idea of "San Antonio Rose" is being issued by German radio station "Rheinische". The vocal version of the same song that the Continental will be released on a new album by Ralp Maria Stiel, which seems to have been good for a best seller as well.

**German Mag in LP Deal With Philips**

Continued from page 18

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MOA Get Acquainted PR
Meets With Public Thanks

CHICAGO — Music Operators of America last week completed its relations effort last week with a three day tour of the nation's leading radio and magazine mailing that has already received favorable reaction from government officials and the press.

Wrote Chicago Tribune columnist, "Juke box operators feel the pinch of the public relations campaign. The better to uplift their image, the better to uplift their Juke Box Industries, and the MOA's effort will be directed at the Juke Box Industry only."

The mailing included a letter introducing MOA, giving facts about the Juke Box Industry and MOA, and soliciting inquiries about any aspect of the Industry.

Bill Medley

The mailing was directed at radio stations, television stations, newspapers, magazines, and government officials.

In its letter, MOA noted that the "juke box industry is the one in which the public interests are served. The Juke Box is a healthful, good-natured, and enjoyable activity. Most of this coverage, however, is either unfavorable or unfavorable. The Juke Box is used by slot machine operators as entertainment incentives in the placement of their gambling devices. Slot machines have been legislated against. Juke boxes have long gone. The Juke box, however, continues to carry the burden of illegitimacy born of this early environment."

Clarifying the current situation.

(Continued on page 44)

EDITORIAL

Dirty Laundry

We have the recent statements attributed to the National Automatic Merchandising Association and Chicago Coin and Currency Corporation do not reflect the opinions of coin-operated laundromen as a whole.

This organization has advocated a "model ordinance" for the regulation of coin-operated laundry and dry cleaning establishments. We will not comment on the complete proposed ordinance, as it has not been made available to us. However, the coin-operated laundry field. Such coverage is capably handled by its own organizations, the National Automatic Merchandising Association and the Chicago Coin and Currency Corporation.

The NALC advocates barring from coin-laundries juke boxes, amusement games, and vending machines which distribute products in glass containers.

According to a spokesman for the trade association, "a laundry is a laundry. It is not a place of entertainment or a place for dancing or other forms of amusement. Juke boxes and juke boxes would attract people who would not come for laundering or for dancing purposes."

This unidentified spokesman is evidently stirred by a parochial hatred against "term of merit." He probably looks for disfavor on one who whispers while he works.

It is almost certain that "amusement devices and juke boxes would attract people who would otherwise not come for laundering or for dancing purposes." This has rather sinister overtones. He probably refers to the same type of people who patronize juke boxes in restaurants and youth centers. A dangerous lot.

Reference to coin-operated laundry establishments, we hardly think that the installation of a juke box would lead to the contests on the premises.

People in glass houses should not throw stones. If a coin laundry is dedicated solely to the noble purpose of washing clothes, an apartment house is dedicated solely to the noble purpose of washing clothes. People of good character are not welcome in these organizations. With Darling's departure, the policy promptly changed.

BMV, of course, has nothing against coin laundries. We think it's a respectable business and the juke boxes and amusement machines are fine.

We do think, though, that no business is above municipal regulation when such regulation is in the public interest. And when it comes to interagency conflicts against juke box and amusement games, operators can forestall this regulation.

Chili Laundry Ops Want Tough Laws
Banning Juke & Other Coin Units

CHICAGO — In an effort to soften the impact of its recent favorable legislation proposals, the Chicago Coin and Currency Corporation, the City's Laundry and Dry Cleaning Council is seeking support for the regulation of coin-operated laundry and dry cleaning establishments.

The proposed ordinance would ban in the recommended music or other amusement devices from the premises and even dispensing machines which distribute products in glass containers.

In the way a spokesman for the self-service cleaning industry explains the problem: "A laundry is a laundry. It is not a place of entertainment or a place for dancing or other forms of amusement. Amusement devices and juke boxes would attract people who would not come for laundering or for dancing purposes."

Adopted by the Chicago City Council two weeks ago, the "tough" ordinance would ban anything that operated dry cleaning enterprises into coin-operated dry cleaning establishments. Any coin-operated device would be banned from such establishments.

The Chicago ordinance, therefore, would ban anything that operated dry cleaning establishments. It also bans coin-operated devices and games. It also limits the hours of operation from 7 a.m. to 11 p.m.

In our opinion, the ordinance which regulates the operation of coin-operated laundromats, equipment and main-

Leonard Collins

LEONARD COLLINS
CLEVELAND — Leonard Collins has been named to the Sales Staff at Monroe Coin Machine Exchange Company. He was George Collins, son of Leonard. Collins will handle telephone and personal calls throughout Northern Ohio for the 15-year-old

(Continued on page 44)

U.S. Dept. of Commerce Tally Shows April Coin Exports Run Behind 60

NEW YORK — U.S. coin machine exports for April—totaling 6,163,583—can concentrate that the exodus has just begun. The total, representing 1,037,464 units, is down from the 6,187,109 (1,040,751) recorded in April of last year. This is the first time in the history of the Department of Commerce that a drop in coin machine exports has been recorded in April.

While used coin sales and game shipments actually ran ahead of last year's totals, new coin sales were off from $823,000 to $803,000.

Bigger buyer of American coin machines—now and for some years—has been the Federal government. Its total new coin machines went from $2,597,409 in 1960 to $2,087,409 in 1961. This is $410,000 below last year's total, representing 1,014,000 units.

German purchase of used coin machines on the rise. In 1961, Germany bought 1,021,409 units at an average price of $3,000 each. This year, Germany has purchased $828,000 worth of coin machines, mostly used, although the total is not yet out.

A year ago, France wasn't even listed among the top ten foreign buyers of U.S. coin machines. Of the total, France bought 110,409 at an average price of $200 each. This year, France has bought 210,409 at an average price of $200 each.

The British, too, had a big buy in April. The British bought 110,409 coin machines at an average price of $200 each, up from 110,400 price of $200 each.

The French figures are a mite deceiving. The French have been buying American coin machines and would not list imports. However, it is not always the case. It may not be accurate to list imports.

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ACC's 'Fun Fair' Package May Alter Coin Operation

Continued from page 1

ACC consists of a manufacturing subsidiary, the Kiddieland Manufacturing Company, and about 20 operating subsidiaries. All are wholly owned by the parent company. Each operating firm covers an individual market area. In turn, the subsidiaries operate some 5,000 rides, mostly in supermarkets, department stores, and chain stores.

The parent company makes its headquarters in a $750,000 installation which houses the manufacturing facilities.

Lane says the new concept will be played by ear for the first few months. Tentative plans call for the replacement of the operating subsidiaries by franchised operators in each of the existing areas and the establishment of new franchises in areas not already covered.

The franchised operator will take over all existing ACC rides in his area. He will also Operate Fun Fairs in retail outlets.

Lane explained that his program is aimed exclusively at the coin machine operator, who has equipment suitable for installation in Fun Fairs and who has the know-how to keep the equipment in working order.

Briefly, the plan works this way: ACC representatives survey the local discount stores and suburban shopping centers in each area. Plans are drawn up for each potential location, the blueprints showing where the installation will be placed and how it will fit in with existing faciltiies. These installations will generally vary from 4,000 to 5,000 square feet. The basic unit will consist of:

1. One or more major rides—either a Lost Mine Train which travels through a tunnel and has as an accompanying scene a Western castle town; or a Whirligird, consisting of six Helicones, with a tape recorder issuing all sorts of military commands; or a Phantom Trainer, simulated by a covered wagon caravan of the Old West.

2. A Birthday House, providing dining facilities for about 20 youngsters in a carnival atmosphere. The Birthday House is designed for birthday parties, with the parents paying $1.50 a head for the guests. Each guest is entitled to ice cream and other goodies, as well as a specified number of rides.

3. A snack bar, either coin operated or counter.


5. A Music Hall Stage, suitable for public appearances of local disk jockeys, recording stars, television personalities and other talent.

Promotion Schedule

ACC gets the location for the franchised operators. A promotion schedule, designed to bring in store traffic, is presented to the location management at the same time the blueprints are presented.

The operator finances the equipment—with about $10,000 down (the amount varying with the size of the installation) and the balance in time payments. (According to Lane, several finance plans will be available.)

While the operator retains title to the equipment, ACC will receive a percentage (a small one, according to Lane) of the gross.

Commission arrangements with the locations will be worked out on individual bases.

Existing Rides

The operator also will take over Kiddie rides currently in operation by the local ACC subsidiary. His franchise will require him to buy ACC rides exclusively, but he will be free to buy games, music machines and vending equipment of his choice. ACC will sell only to its franchised operators.

According to Lane, the above program is a tentative one and will probably be modified before a final method of operation is determined.

Plans call for franchised operators to be selected late this month, with the first installation becoming operation in June being tested by ACC in Florida (see photos).

Nub of the ACC concept is that the operator must think in terms of general showmanship and merchandising. The Fun Fair is a miniature Disneyland, drawing children into the store.

From the retailer's viewpoint, the Kiddie traffic means adult sales. Parents invariably accompany their youngsters to Funpots, and, if the Funpot is located in a department store, they will probably spend a lot more than their offspring.

At least this is ACC's theory and it's going to be their major selling point to location management.

Promotions Next Week

The Fun Fair lends itself to an infinite variety of store promotions. The promotional aspect will be covered in next week's issue of Billboard Music Week.

Fun Fair will be the most ambitious undertaking of Lane's 30 years in the coin machine business. Lane began as a judge box and game operator in the early 1930's and later was both a designer and sales representative for the old Genco Manufacturing Company (now part of Chicago Dynamics).

In 1949, when Clarence Camp came out with one of the first mass-produced Kiddie rides, Lane contracted to take half his output.

Corporate History

The Lane-McCann Corporation, with headquarters in Minnesota, L. I., was formed that year with Lane and his brother, the late Eddie Lane, an advertising executive. Lane-McCann opened a factory in.

(Continued on page 46)

THE LOST MINE TRAIN RIDE is one of the major attractions in the Fun Fair package. This shot, taken at ACC's pilot installation in Jacksonville, Fla., shows the mopping emerging from the tunnel.

A sound track plays while the ride is in progress and the atmosphere of a Western mining town is generally preserved.

AN AIR-SEA RESCUE OPERATION is the theme of the Whirligird ride. Messages of mariners in distress are beamed to the young visitors, and the sounds of the sea and the air are reproduced.

Jacksonville sits gather around the enclosure to root on the rescuers.
MOA-ZOA in Co-Op Move

The German trade is slowly de- stroying the "pay-as-you-go" system and moving toward a U.S.-style plan. But most German operators would like to know more about the U.S. experience. While the CME Group is organized on parallel lines to that in the U.S., there are differences in the two countries are quite similar. The U.S. operators believe it would be easier to sell their program to ZOA if more were known in this country about the Coin Machine Council program.

There is general German operator interest in U.S. operator attitudes toward ASCAP and the entire problem of performing rights. Industry leaders, in short, are warning that composer royalty demands could sink the trade unless effective counteraction is initiated.

The performing rights problem is regarded by ZOA as a spectacu lar example of the mutuality of interests between the MOA and ZOA. In both countries efforts are being made to rewrite performing rights legislation.

In the U.S. there is agitation to extend such legislation to ju ke box songs, which presently are exempt from ASCAP payments (a practice in ZOA's view).

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WANTED

Coin-Operated Kiddie Rides

Give all details and prices in first letter

Write: Box 138, Billboard Music Week
188 W. Randolph St., Chicago 1, Illinois

RECONDITIONED EQUIPMENT

Make us a reasonable offer on any of the equipment listed below and we'll ship promptly. Every machine thoroughly checked and ready for location. Include one-third deposit for immediate shipment.

PHOTOGRAPHS

BOWLER & ARMED TOWERS

BOWLING LANES & VENDING MACHINES

Upgrades

WANTED

For Permanent Service

COIN OPERATED

MONROE COIN MACHINE EXCHANGE, INC.
7423 Rapp Road, Cleveland 16, Ohio
Phone: 216-847-7600

Lucky Horoscope

Sc, 10c, or 25c Pay

National Coin Rejektor in each chute

Two Coin Deflectors

Last to Load—Holds approx. 5,000 tickets

Size: 18" x 8" x 6"

Wgt.: 20 lbs.

MID-STATE CO.

2371 W. Madison Ave.
Chicago 47, Illinois

(Continued on page 46)
Policy Meets for NAMA State Groups

CHICAGO—National Auto-
mobile Trucking bureaus in Mary-
land and Connect-
sicut are scheduled to pre-
pare long-range programs on public
health and public relations,
released for the NAMA "staff
program", to full-member meet-
ings in Maryland, September 18,
and Connecticut, September 19.
The committees endorsed a com-
plete cooperative program on present
and potential problems involving
contact with, and education of,
legislators and city councils.
A first step will be the collection
and analysis of existing voting
laws and regulations. This is in-
tended to lead to council-wide pro-
grams seeking fair treatment from
both local and State government
bodies and officials.

Public Relations
In the public relations area, the
committee endorsed: (1) formulat-
ion of a State-wide coordinator's
report; (2) a council sponsorship of
the NAMA United Fund Cup
Program; (3) a plan for public vending
exhibit in cooperation with local
political and large companies co-
operation with school councils to attract
students to careers in the trucking
industry.

Public health goals are (1) to
promote public health and local
health officials and local
health educators as governing
food industry; (2) to establish regu-
lar meetings with top health au-
thorities; (3) to form liaison
committees between operating com-
panies and all health authorities in
the State; (4) to develop and send
presentations at health inspections
(5) to develop in Maryland a
health code for workers as needed; (6) to pro-
vide information and training on sanitation for
government officials.

The NAMA committee includes:
Chairman, Robert A. Currie; 
Secretary, Maurice Arby; and
Treasurer, Charles H. Hefley.

More Programs
McCarthy said similar section
programs will be launched through

Germs Test Powered, Rotating Vending Units

The machine that will bring in extra
profits for smart operators is this
Cleveland Coin Machine Ex-
change, Inc., which supports
1/4 flat pack products. The Oak
Coin Machine Exchange, Inc.,
409 Spring Garden Street
Philadelphia, Pa., makes the
"Stay On The Rack" coin
acceptor, a roll-in design with
quad-rotating coin acceptor.

SOLDIERS
with painted faces, helmets and hands. Assortment of four different battle poses. Only $4.50 per M in lots of 5 M or more. Two in Sure-Lock Capsules. 15.75 per M.

ROYALぱ

5701-13 W. Grand Ave.
Chicago 39, Ill.

PENNY KING
Company

2824 Mission Road, Pittsburgh 3, Pa.
World's Largest Selection of Minnesota Cheeses

BULLETIN BOARD WEEK

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Ed Newell Buys Out Herb Bridges

MEMPHIS — Edward H. Newell, owner of Or-Matt Amusement Company, bought out Herbert Bridges, Memphis Amusement Company, last week for a reported $10,000.

Bridges had phonographs and games in nine locations. Newell, president of Memphis Music Association, is one of the better-known operators in the city and is regarded as one of the leaders in the industry.

Bridges, who also owns several small restaurants and taverns, said he will take a much-needed vacation and devote his time to his cafes.

European News Briefs

Play It Again, But Softer

ROME — Italian jazz box operators are being admonished to watch jazz box volume, which has been gaining steadily in recent years. The "watch your volume" campaign instituted by Apparreci Musica Italiani, the AMI general representative, has had a spectacular success.

Now box complaints declined over all Italy under impact of the anti-noise drive. However, the holiday season has brought a general loosening of effort on the part of a small number of location owners, some of whom, according to complaints, seem to equate noise with holiday gaiety.

German Trade Fights Bad Rep

FRANKFURT — West Germany's coin machine trade is mounting a campaign against daily press indictment of the trade for fraudulent and unethical business transactions. These consist primarily of the sale of joke boxes to low-valued employees. There have been cases of workers with monthly income of as low as 350 marks (floor marks to the dollar) contriving to buy as many as 10 boxes at between 5,000 and 9,000 marks a box. It is claimed that the wage-earners were misled by the advertisements of overnight riches. The German daily press has been shedding tears with thick black headlines over the misfortunes of the genuine joke box buyers. Frankfurter Zeitung, the German trade newspaper, has been encouraged by the editorial stand of Automaten Markt, trade journal, in placing primary responsibility with the hi, is placing primary responsibility with the hi, buying, maintaining that such instances of fraud and misrepresentation are justified because of the "lack of buyer bewilderment," and that the trade can assume no responsibility for the machinations of fast-back artists.

Liechtenstein Juke Trade Up

VADUZ, Liechtenstein — This postcard principality, where cows outnumber humans, has brought its most pronounced joke box summer season—and looking ahead to record winter collections. The joke box count has climbed to 27 for the entire principality. Additional boxes are being imported for the winter season, which will raise the number to 50 or more, based upon tourist bookings. Liechtenstein's thriving phonograph business is a reflection of its tourist boom. Figures just released by the Liechtenstein Tourist Office shows that there was only a total of 55,000 nights in the principality in the five years from 1956 to 1960, the number rising to 98,687 last year, and will exceed 100,000 in 1961. Liechtenstein, now only a summer resort, is expanding into the winter resort business. This brand-new resort area will also provide a brand-new market for joke boxes.

French Games Hit All-Time High

PARIS — Coin games have increased to an all-time record of 48,250 in France, according to the latest count. France is in nearly 38,000 communities, which makes the coin game the Ouielle equivalent of the British pub's fast lane.

There are 5,000 machines in Paris alone. Games have multiplied considerably faster than joke boxes, which number fewer than 15,000. Most game machines are the property of operators, and the average French operator, according to a recent survey, is a rugged individualist, operating from 10 to 60 machines. It is rare, however, that a French operator will have more than 100 machines. A survey of Paris 5,000 games shows that a full 80 per cent were manufactured between 1953 and 1957. This equipment is being slowly replaced, but French operators are by nature frugal about buying new equipment.

Germans Fight for Danish Mkth.

COPENHAGEN — The announcement that Britain will seek membership in the European Common Market has started a scramble by German firms for a strengthened foothold in the Danish market. Denmark has been aligned with Britain in the European Free Trade Association (EFTA). It is in the name for granted, in fact, the Danish government has said as much—that Denmark will seek Common Market membership. This means that Denmark will be opened to German and other Common Market manufacturers and distributors. The Danish market will be based on a domestic market. Bergmahn of Hamburg has forged ahead with Hans Zehner, a Danish joke box pioneer. Zehner is also handling the Fanfare box of N.S.M. These two German firms are in a strong position in the Danish market. At Aukers' Hamburg-assembled Rock-Ola boxes quality and capacity as AMI machines assembled at the Tolstam plant in New Jersey, outside Newark. Denmark has liberalized currency late in 1960, but the liberalization failed to stimulate coin machine imports to the extent anticipated.

Tunisians Boost Juke Imports

TUNISIA — Tunisia is increasing its importation of joke boxes. Some 150 boxes have been imported so far in 1961, and the year's total is expected to reach 250. Most of the boxes are shipped from Cassablanca, crossing for coin machine shipments to North Africa. French boxes dominate in Tunisia, although German and U.S. boxes have been gaining fast. It is estimated that there are now 2,000 joke boxes in Tunisia, concentrated in Tunis and coastal cities. Coin games are increasing rapidly.
AUGUST 21, 1961

BILLBOARD MUSIC WEEK

OPERATE
UNITED
Shuffle Alleys and
Bowling Alleys
WELCOME EVERYWHERE

UNITED MANUFACTURING CO.
2401 N. California Ave., Chicago 18, II.

BEST FOR LESS
GAMES
Wagon Wheel ... $125.00
Hula-Hoop ... $35.00
Shuffle ... $25.00
Cypress Garden ... $25.00
Circus Days ... $9.00
Lotta Fun ... $15.00
Barrel of Fun ... $45.00
Rally Magic Shuffle ... $65.00
United Chief ... $65.00
United Lightning ... $95.00
Craft, Write or Cable
Cobble, LIP/LO

Hubert Rushing, Miss. Operator, Dies at 51
PHILADELPHIA—Miss. Hubert Rushing, owner of Philadelphia Music Company, died recently of a liver ailment after a long illness. He was 51.

His widow will continue operation of his business with the general manager in actual managerial capacity.

Rushing’s route is large for a small city operator. There are machines at about 100 locations in numerous towns in two counties.

Kantar’s Ace Sales Moves
CINCINNATI—Charlie Kantar, well-known music machine operator in this area, has moved the headquarters of his Ace Sales Company and his retail and wholesale record outlet to a new location at 3714 Vine Street here. Firm has been located on McMicken Avenue in the Midtown section of town the last several years.

WANTED
JUKE BOX MECHANIC
Must be sober and reliable.
Give age and experience in first letter
Write: Box 136
Billboard Music Week
188 W. Randolph St.
Chicago 1, Illinois

SATCHEL—The Economical
six pocket pool table
An economy version of the Billiards featuring:
- Accurate size, shape, drawer and legs
- Boxed and wired for
- Free top rails
- Made with both back and
- Model 550

BEEVING YAYE Co., Inc.
5100 S. 8th St.

IMPORTERS
SEND FOR FREE
56-PAGE ILLUSTRATED
1961 CATALOG

First
COIN MACHINE EXCHANGE
1790 W. NORTH AVE.
CHICAGO 22, ILLINOIS
Dial 2-2050

MEN WHO READ BUSINESSPAPERS
MEAN BUSINESS

SPECIALI
ROCK-OLA

ATLAS... FOR MUSIC and
ROWE VENDING MACHINES
COMPLETE STOCK OF PARTS—PARTS SERVICE!

Choice Reconditioned

Choice Model

VENDING EQUIPMENT

STANDARD 15 IN. TUBE

STANDARD 15 IN.

 tới

SEND TO:

DEALER

SPECIALI
ROCK-OLA

M O D E L 

ATLAS MUSIC COMPANY

SURE SHOTS FOR LONG RUN PROFITS...

W I L L I A M S C O I N - O P E R A T E D

POOL TABLES

W I L L I A M S D E LUXE 90

W I L L I A M S D E L U X E 7 5

Both Deluxe 90 and Deluxe 75

— brightly polished chrome plated castings around all pockets
— newly rebushed cushions
— hand rubbed mahogany veneer finish
— formed Formica rails
— separate cue ball return within easy reach from upright position
— first quality balls size 2 1/4 — cue ball size 2 1/8
— twin dime or 25¢ push chute
— recessed removable drawer
— Contact Your Near by Williams Distributor.

Contact Your Nearby Williams Distributor.

WILLIAMS ELECTRONIC, INC.
CHICAGO 22, I L L .
Wide Selection In Chicago Coin Triple Gold Pin

MOA Adds Special List

CHICAGO — Music Operators of America is starting a new membership classification, Honor Members, for those wishing to bring a new member into the organization. The Honor Members will include special privileges, first of which will be the right to display at any future MOA convention. The Honor Members will carry special membership cards certifying their status. The classification became official August 14, directed by R. R. Ratafia, managing director and treasurer. MOA's present members were the association's best salesmen. They know how much of their business came through membership in MOA.

Albany Ops Attend Princess Showing

ALBANY, N. Y.—Nearly 100 local operators viewed the new MOA Princess Coin for the first time at the new Greco Brothers headquarters here Monday (14). The event also marked the official opening of the firm's Albany office, managed by John Oleschko.

Jack Barrabas, Rock-Ola field engineer, was on hand (15) to conduct a service school.

$200 TO $600 MONTHLY SUM

CHICAGO—In last week's BMW, it was erroneously stated that manufacturers were contributing $200 to $600 each into the Coin Machine Council public relations program. Actually, the sum, contributed by Bally, United, and AMI, Chicago Dynamic Industries and Williams, was $200 to $600 per month.

Piece Draws Praise

MOA PR Mailings • Continued from page 37

MOA notes: "Contemporary jube box operating is an independent and growing medium of entertainment. It is specialized industry, so those who enjoy the benefits of gambling income. The music operates in a very effective manner and is appreciated by local, sound, business practices. Those who do not follow the usual reports, also carry accurate, and among the nation's 8,000 operators.

"We are happy," says MOA, "to attach some facts on our industry, its organization and its membership. We believe the information will aid in dispelling the aura of mystery surrounding our functions." Included in the package is a special report of how an official at a Juke Box Operator Really Loves!" compiled by a MOA newsletter in last week's BMW; A descriptive piece giving figures of the world's most popular juke box, and a piece analyzing how "the juke box industry operates," including a glossary of the coin machine business.

The piece on "how the industry operates," draws a parallel between the juke box operator and the fast-food operator. Cabs are sold by a manufacturer, who builds the product, to a distributor, who buys the product for resale. A fast-food, which gives the street vendor $10 to $15 an hour, would be the equivalent of a juke box manufacturer. In the case of the juke box industry, the phonograph is likewise produced by a manufacturer, sold to a distributor and bought by an operator who used it as income producing equipment.

Ky. Operator to Test License System

OWENSBORO, Ky.: The Owen County Fair has been given a chance to completely run its license system. In the case of the juke box industry, the phonograph is likewise produced by a manufacturer, sold to a distributor and bought by an operator who used it as income producing equipment.

J. W. Hodges has been named by the Court of Appeals as a special judge to hear the case.

Lots of Action in Gottlieb's Lancers Game

DIPLOMAT'S AYS INTEREST SPARKS AP INVESTIGATION

MIAMI—As United States Ambassador to Ireland, Grant Stockdale lives the highest of social and diplomatic circles.

But in Florida, where diplomatic immunity apparently goes for naught, Stockdale is just another competitor as far as local juke box operators are concerned.

The leafflet Stockdale issued to Edward A. Leopold, Mel- low Music, complained that he lost his location at the Home- stead Air Force base in a coin Vending service, and partly by the ambassador to Dublin. Leopold's complaint has sparked an Air Force inquiry into the situation.

AYS was awarded the location in competition with about 10 other operators who sought the slot. Eugene Hancock, AYS president, denied that Stockdale had used any influence in getting the location.

Stockdale joined the firm in 1959, paying 50 per cent of the stock for $3,500. The company did $290,000 last year and expects to gross about $500,000 this year.

Leonard Barlett, business agent of the Amalgamated Machine Operators Association, welcomes the entry of Stockdale into the coin machine business and points out that it indicates the business is respectable.

In an interview, Leopold expressed that a juke box operator can be qualified to break bread with the heads of state.

Spanish Love of Music Hypox Juke Box Growth

MADRID—Spain now has 3,500 juke boxes, a 15 per cent increase over last year, according to the government's statistical bureau. The country is believed to be Europe's largest juke box "growth" market. This optimism is based on the fact that Spain has well over 750 boxes in the entire country. Spain is a natural juke box market where people listen to music and many of the Inhabitants can't bear to be without their juke boxes. Spain is the only country in Europe where most of the all-in-one have a Spanish juke box.

Live Entertainment. Most major cafes have live entertainment with a special use of the radio. All cafes and restaurants provide live music and an extensive about the acquisition of a juke box.

Heart Attack Claims Former Op, M. F. Day

BLYTHEVILLE, Ark.—Mason F. Day, veteran operator for 30 years until he sold out two years ago and went into the clothing business with his sons, died recently of a heart attack. He was 68.

He was former owner of Day Amusement Company here. He operated two locations, Mason F. Day Jr. and Victor Day—Bonton and South 5th streets after he sold the route and they had been operating them.

Leonard Collins • Continued from page 37

firm, He has been in consumer sales for 16 years. He was a 29-year-old salesman and his wife Harriett have three sons, ages 12, 10 and 4. Additionally, he is in charge of an expansion program into the rural market which would develop everything the local $10 amusement machine license to any game bearing the $250 federal gambling tax stamp.

J. W. Hodges has been named by the Court of Appeals as a special judge to hear the case.

juke box boom is economic. Spain remains an impoverished country, but the government's latest economic improvement. Foreign exchange remains hard to come by for the importation of U. S. stores.

The former would seem to be the licensed Spanish production of the U. S. company and Spanish manufacturing facilities by the latter. A U. S. company in partnership with the Spanish.

The question, however, in the second act in the Spanish market at this time is sufficiently large to justify such production.
Erroll Garner, a Seeburg Artist of the Week this week, is one of the many top artists whose newest LP albums are featured on this exclusive plan!

Every week, Seeburg "Artist of the Week" phonographs bring in more location customers with a new best-selling LP album in superb 33 1/3 stereo hi-fi. Ten popular album hits...all by the same artist and not available on 45 RPM!

And Seeburg Intermixes, automatically, both your 45-rpm records and the overwhelmingly popular new 33 1/3 LP album records. No adjustments, no conversion kits ever needed.

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


**EUROPEAN NEWS BRIEFS**

- Continued from page 42

in Tunisia, and an even bigger boom is occurring in vending machines. The coin machine arcade is popular in Tunis and other Tunisian centers. Political difficulties between Tunisia and France over the French naval base at Bizerte are having repercussions in the coin machine import field. Tunisian merchants are switching from French merchandise and manufactured products generally as a gesture of patriotism. This is also the case with coin machines. This has opened the door to German manufacturers particularly, and they are working hard to gain a foothold in the Tunisian market which can be expanded to North Africa generally.


**COIN LAUNDERIES SEEN AS STRONG JUKE LOCATIONS**

ROME, Ga.—Coin-operated laundries, particularly those large enough to accommodate some 50 to 75 washing machines, are an ideal spot for “second line” phonographs, according to B & S Music Company’s juke box operators here.

B & S has installed a 100-play phonograph in the big Payne Laundry Center here. The juke box is programmed almost exactly the same way it would be in a tavern elsewhere, with the emphasis on top 40 tunes, and plenty of additional novelty numbers.

The basic requirement in offering juke box music in the laundry is that it be loud enough to be heard easily. The problem is solved with six speakers distributed evenly around the wall.

Operating with budget offers, such as 10 numbers for 50 cents, the juke box has a worthwhile return, particularly with college students and younger married couples who make up a large percentage of the market. Plenty of attention has been given to making sure that the juke box is readily visible, spottting it along side an entranceway between the coin-operated dry-cleaning section, and the laundry section, where all traffic is bound to move.

Signs, likewise, point out suggestions such as “Your favorite tunes while washing,” “Music makes it easier,” etc. There is also a spotlight on a swivel base mounted above which pools light over the juke box.


**FTC’s Zmuda Heads NVTA Agenda With Small Biz Speech**

CULVER CITY, Calif.—An FTC hearing aid to the small businessmen, particularly in vending, will highlight the first conference of the National Automatic Vending Trade Association to be held at the Lafayette Hotel in Long Beach, September 23-25, B. J. (Bob) Grenier, NVTA president, said.

David D. Zmuda, assistant FTC ad


dvisor, Federal Trade Commission, will be one of the main speakers at the event. He will use this occasion to: 1) FTC—what it is and what it does; 2) How FTC can best serve the eight-point discussion of federal vending machine industry; 3) Free enterprise; 4) Unfair trade prac

tices; 5) Advertising, sales promotion, allowances and services; 6) FTC investigations; 7) Unfair competition, and 8) Corrective measures.

Following the talk, Zmuda will conduct a question and answer period. Saturday night’s program includes a luau and cocktail period. Saturday night’s program includes a luau and cocktail period. A directors meeting along with an ocean boat ride and dinner at the Redondo Yacht Club will close the conference Sunday night.


**GIANT BALL CLEANER**

New “Hard-Core” Finish Extends Playboard Life to an All-Time High

GOTTLEB’S 2 PLAYER

**Proven Player Appeal! Performance! Profit!**

No doubt about it—LANCERS has everything it takes to attract more play, more sales, more profit! Coupled with its sensational new cabinet design you have a dream performer.

Its massive stainless steel moldings and chrome corners provide a clean, “new game” appearance forever. Eliminates the need for many expensive service calls.

Drop in to your distributor today for a demonstration

- Top rollers light pop bumpers, kick-out holes and side rollers for super score
- 2 center kick-out holes fire balls toward top of machine
- 2 side holes kick balls toward Flippers
- Bottom rollers score 200 points when lit
- 2 cyclonic kickers light alternately
- Match Feature - 3 or 5 ball play

1141-15 N. KOSTNER AVENUE • CHICAGO 37, ILLINOIS

It’s Always Profitable to Operate Gottlieb Games!
INTRODUCING GOLD PIN SCORING!

CHICAGO COIN'S NEWEST

6 GAME BOWLER

TRIPLE GOLD PIN

HERE'S HOW THE GOLD PINS SCORE!

<table>
<thead>
<tr>
<th>GOLD PIN LIT</th>
<th>STRIKE</th>
<th>SPARE</th>
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PLUS
- MODERN DESIGN CABINET
- ALL-STEEL CASH BOX
- ALL-STEEL LEGS

1 TO 6 CAN PLAY!
10c per player!

PLUS
- GAME SELECTOR BUTTON
- HANDICAP BUTTON

Button allows player to select advance handicap when playing against more skilful opponent.

PLUS

PLAYER'S CHOICE OF 6 GAMES

TRIPLE GOLD PIN
High scoring! Spares and strikes increase in value when GOLD PINS are LIT!

"ALL STRIKE"
Bowl for STRIKES ONLY. Big Bonus feature. Perfect game 18 points!

LITE-O-MATIC
Plays two ways—MYSTERY or PROGRESSIVE. Perfect score—8400 points!

FLASH-O-MATIC
Exciting. high scoring! Features SKILL and TIMING!

REGULATION
Standard ABC scoring. Perfect game 300 points!

300° CHAMP
20-30 scoring. Continuous STRIKE feature!

ALSO SEE CHICAGO COIN'S POPULAR LINE OF GAMES AT YOUR DISTRIBUTORS!

PRINCESS BOWLER
Features "300° Champ" FLASH-O-MATIC, ALL-STRIKE and REGULATION SCORING!

4 WAYS TO PLAY
WAYS TO SCORE
1 or 2 CAN PLAY

PRO HOCKEY
1. SINGLE BALL PLAY
2. ADVANCE PLAY
3. BUILD UP PLAY
4. AUTOMATIC PLAY

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1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

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COMING SEPTEMBER 18...

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.

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