NEUTRAL NATION LEADERS SEE TITO’S JUKE IMPORTS

BELGRADE—Marshal Tito vetoed several shipments of new phonographs for the summit conference of the 24 neutral nations here.

The Yugoslav state trading agency reported that 23 uncrated and conditioned machines arrived just in time for the conference. They were mainly U. S. and West Ger-

man machines imported through Trieste and Naples.

Marshal Tito is a well-known juke box fan. The Marshall's widespread range differences were well encompass juke boxes and Western music as well as Marxist ideology.

No Politics

Tito has always maintained that phonographs can never be divorced from politics. "What's a machine that plays music got to do with Marx," the Marshall once asked a Kemelian bigwig who observes sarcastically to Tito that you can't like juke boxes as much as any bourgeois capitalist.

The trade ministry said the pho-

nographs arrived mainly by par-

tientness just as the conference convened. "The orders were placed a long time ago under our tourism promotion campaign," the agency disclosed. "They never arrived in time for the tourists, but they did get here in time for the conference."

Tito has a phonograph at his holiday retreat on the island of Briskic where he stocks with spe-

cially pressed Yugoslav folk tunes. The Marshal puts coins in the ma-

chine and insists guests do likewise, joking, "I'm a Communist but I'm also a shrewd businessman who can beat the capitalists at their own game."

White Front Buys Enterprises Stock

NEW YORK—A 52-cent single record will become a reality here next week for at least a couple of days. L. S. Klein, de-

partment store (four in the Met-

ropolitan area), Monday (today) of a special two-

day sale of all singles at this price, for Tuesday and Wednesday.

The Klein disk operations are controlled by John Klein, one who is associated with the Asra Cor-

poration, a wing of the farthing network of Jesus Kleinman Trading Company, Island Park, N. Y. It was John who remarked in the wake of the Sam Goody price slash to 56 cents two weeks ago, "We'll go as low as 52 cents if we have to." Until now, Klein outlets have been running singles at 74 cents.

S. Klein, May's, Alexander's, A&S

Vie for Price in N. Y. Singles Hassle

NEW YORK—Among the views given this week by representative disk industry ex-

ecutives about the slow demise of stereo, is the fact that phonographs manufacturers who have compromised the true stereo sound in favor of the furniture aspect, admittedly a powerful force in selling Mrs. American housewife. (see sepa-

rate story).

Those heavily espousing this point include component manu-

facturers, who believe that only a system, tailored individually to the characteristics of a room, can ever do full justice to stereo.

Though this may be true, another dilemma to the stereo world is posed, since the retail high cost geared in-

nert riggs is likely to hold down the mass acceptance of such equipment indefinitely.

Follow the Leader

Meanwhile, elsewhere on the single price front, Korvette's, which had been as low as 59 cents last week, bobbed back up to 66 cents. Abraham and Strauss have followed Korvette moves of the past weeks like a kind of shadow. One re-

tail clerk at A & S admitted: "We followed Korvette down to 59 cents and when they come back up to 66 cents, we did too. We generally follow whatever they do on price."

Mel Berries, chief disk buyer for the J. W. Mays chain, with stores in Levittown, Jamaica, Glen Oaks and Brooklyn, said his group's standard price is 60 cents for singles. "If Korvette goes down, we go down," Berries stated. Most dealers here regard Korvette as the barometer of the business and their prices fluctuate in a close relationship with those of Korvette.

Spokesmen for Alexander's, with stores in the Bronx, Rego Park, Queens and other areas here, were guarded in their telephone com-

ments. None would disclose the price of singles records over the phone. "How do I know you're not from Klein's or A & S or some other disk

Von John...

Index to Contents

As exclusively reported by BMW (August 7), Don Stockham's Record Enterprises, this area's oldest track-judging and disk supplier of the local White Front, is under the weight of more than $100,000 in court and channel dis-

Dinosaurs...Dinosaurs...Dinosaurs...

ter. Record Enterprises file under Chapter 11 after White Front informed Stockham that it intends to handle its own record departments.

Charles Simms, Record Enter-

prises' former secretary-treasurer, was named this week as record buyer for the White Front Stores, thus confirming BMW's story (August 7) that the officer of the latter company would take the disk operations of his com-

pany's chief account. His appoint-

ment becomes effective today (11).

Interest in Records

White Front is the Western wing of the giant, Eastern-based, Interest Records, which has had success with records here, reaching an annual volume of $1,500,000 at its studios in Yonkers, N. Y. and Rahway, N. J. Interest Records' merchandising at Interstate's head-

quarters. According to several re-

ports, Interstate is considering the addition of record departments.
Snider Defends Racks, Calls for Tight Distrib-Cooperation at NARM Meet

CHICAGO — Edward M. Snider, National Association of Record Merchandisers, called for a key note for the group’s midyear meeting here last week with a call for better distributor-rack jobber cooperation and a return to some key industry problems.

Snider characterized the rack merchandiser as having broadened the record market substantially, particularly in the smaller cities and very small locations. He also made a strong case for the functional discount and distribution, which, he said, put rack jobbers, being in a “dynamic, fast-growing business,” may encounter tight money situations.

He said the industry simply has the inherent, contrary to claims made in many quarters, inherent clientele of the rack merchandiser, the percentage of sales in this field is far less than average for the other businesses—and far less than the percentage for retail store.

NARM’s midyear meeting was attended by representatives of some 33% of the association and 40 record manufacturers.

Following the business sessions kick-off Thursday (1) of the three-day meeting, the group spent a day and a half with “person-to-person” conferences between representatives from distributors and diskers.

The record merchants were stationed at tables throughout a large hall, and disker representatives from table to table by a prearranged schedule.

Jules Malamed, executive secre- tary of the association, reported meeting the most successful midyear ever held by NARM.

In his speech to the group, Snider said that the “incompatible” record the record merchant has suffered added and new difficulties at a time when we: (1) have had a group of disinterested distributors, and from misunderstanding and out-of-proportion stories in trade publications.

Defending the industry, Snider said that record merchanizers in a group are composed of sound, disking, are con- stituted of both the and dynamic men who have extended the scope of record dis- tribution and created new and better record customers.

Sellers of the business over the past five years has co- ntributed to the industry’s efforts to sell records, making rack jobbers unquestion- ably the fastest growing segment of the business.

In defending the functional dis- coters and distributors, Snider said it was hard for him to snider that record mer- chandiser could be compared with a retailer. “We are not similar to them in any way,” he noted.

Examples of the advantages of such a combination, said Snider, were:

1. While the better merchandisers usually carry a large inventory of current records in the area, the good distributor carries
d (Continued on page 12).

The Consumer Speaks

NEW YORK—Recent stories in Billboard Music Week have dealt with trade reaction to Jim Conkling’s “Plus 2” singles plan and Sam Goody’s singles price slash. These stories have also dwelt in the similar comment. One of the more interesting is the following from Mrs. Lee E. Burton, of Louis-
ville, Ky.

“Articles in the August 28 issue of IBM concerning the pricing of record store gimmicks got me to say my opinion. I’m sure many of the rack and file record buyers feel I do.

“Warrant’s Records” new concept will no doubt be acceptable. However, if we record buyers could afford to buy the records we want we would quite likely have the label. Also there is the danger that the “Plus 2 idea will fall into similar pattern as many of the E.P.’s, 78’s, and a much less popular song as the second selection.

“Records bought for one or two reasons. Either we like the first one or the other. There is certainly whose records I would buy even if he were the only one to make phone directory. Otherwise, 1, buy a record because I like the song. Which brings us to another point. Records are often bought for one or two cents is a big price to pay.

“With the record singles store red in the price. Price, looks not as drastic as the key shops in New York, but definitely a cut in price. It should be consistent by the country.

“A 65-cent or 75-cent single, or if the 94-cent tag must still make a big reduction on the purchase of three or more at once. There for $2 averages 67 cents per record; for $4 3/3 cents average.

“I realize there are middlemen who must make a profit, but as a constant purchase of records on force to pass up literally any record. I would like to buy because I cannot afford them.

“Wont you please consider my plea. Perhaps you can present it to your more than 15,000 sub-
scribers for their consideration. I am one of the people like Mr. Goody might get the price on rec-

LATE POP SPOTLIGHTS

THE SHRELDERS

JOEY JOHNSON (Ladie) BMID 2(21)—TWENTY-ONE (Ladie) BMID 2(203)—The girls have been hot for quite a spell, as these two sides should keep them ticking. Both are strong rhythm efforts, with the familiar down-to-earth gospel touches much in evidence. Watch both sides.

BETTY ORBIEEN

SHIE WILL BE GONE (Eden) BMID 2(201)—LOVE OBEY (Eden) BMID 2(201)—In an early evening style on this debut. Top side is a com-

Fred Mendelson

Rejoining Savoy

NEW YORK—Freddy Mendelson, former head of Savoy Records, is rejoining the company in the capacity of publicity and promotion. Mendelson was with the Savoy firm many years ago.

Among his official duties for Savoy during his current tour were the signing of Faye Adams, who goes on the road in the “Hand” disk, and new talent Sonny Cotton.

WB ‘PLUS 2’ GOES FOREIGN

Hollywood—Warner Bros. Records last week pushed its “Plus 2 plan” before the foreign market by introducing it in Canada via its Canadian affiliate. WB label President Jim Conkling told BMI that all can-

AMERICAN RADIOPHONY

BILBOO MUSIC WEEK

SNIDER SAYS SAYS HOTT SALE GREET FIRST ‘PLUS 2’ DISK

Hollywood—Initial sales reac-
tion to Warner Bros. Records’ “Plus 2” singles innovation is “magnificent.” label President Jim Conkling reported to BMI that WB has moved more than 300,000 copies of their “plus 2” singles since release, featuring the Everly Brothers’ new recording of “Don’t Blame Me” and “Magnificent Margarita” and “Louise” and “Wab党史 Bock “Disk is still selling, Conkling said.

Conkling’s “Plus 2 plan, first revealed to the industry by BMI on August 28, has supplemented the lagging singles market by offer-

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“EXTRA COSTS. YOU’LL GET THE BIG...NEW...DATA-DACKED SPECIAL ISSUES OF...”
**Columbia Files Suit vs. Heritage Library, Inc.**

Major Claims: Conspiracy Against Firm And Members of its Exec, Sales Staff

NEW YORK — Columbia Records Distributors Inc. announced this week that it will file a lawsuit in New York Supreme Court against Hammond Industries Inc. and Heritage Library Inc., and a number of the personnel associated with the Columbia Phonodiscs, Inc., a Columbia subsidiary engaged in superphono selling and rental activities. The two firms and their personnel were charged with engaging in a conspiracy to retaliate against Columbia's Phonodiscs, Inc., employees.

**Goldrich Gortkov SORD Policy Blast**

WASHINGTON — A statement recently issued by Stanley Goldrich, vice-president of Capitol Records Distribution Corporation (BMG), August 30, regarding certain policies of the Society of Record Dealers (SORD) in its clampdown on phonograph Salesmen, has caught the attention of the Columbia Homemade Library. In one of the briefest statements ever made by the company, Mr. Goldrich took SORD to task for its recent action.

"I am writing to report," Mr. Goldrich said, "that I have received a number of complaints from members of our staff who are employed by Columbia Homemade Library. These complaints concern the recent action of SORD against phonograph salesmen. I have spoken directly to each of these individuals and have found their complaints to be well-founded. I am writing to you to seek your assistance in resolving these issues.

"Columbia Homemade Library has a long history of fair treatment of its employees. We believe that our employees should be treated with respect and fairness. We are committed to addressing these complaints as quickly and effectively as possible. We are working closely with SORD to ensure that these issues are resolved in a manner that is fair to all parties involved.

"I appreciate your assistance in this matter. I look forward to hearing from you at your earliest convenience.

"Sincerely yours,

Stanley Goldrich"
East Berlin Record Shops Packed With Red, Other Hot Merchandise

By OMER ANDERSON

BERLIN—Communist East Germany is suddenly stockpiling its disk shops with unheard-of quantities of records, with the result that it is experiencing what is presumably a print glut.

According to recent reports from East Berlin and East Germany, this phenomenon is occurring in the Communist half of the city because of the arrival of the Western disk operators, which have already created a substantial increase in the number of disk shops and in the variety and quality of the records available there.

In the recent past, the German government has been very strict in regulating the number of disk shops, which are mainly limited to the city of East Berlin. However, with the arrival of the Western disk operators, this restriction has been lifted, allowing the opening of more disk shops and a greater variety of records.

The situation is especially noticeable in the East Berlin area, where the number of disk shops has increased significantly. In fact, it is estimated that there are now over 100 disk shops in East Berlin, compared to a mere 20 a few years ago.

Another factor contributing to the increase in disk shops is the fact that the German government has allowed the importation of records from other countries, including Western Europe and the United States. This has led to a greater variety of records being available in the disk shops.

The situation is not limited to East Berlin, as other parts of East Germany are also experiencing a record boom. For example, in Dresden, the capital of the Free State of Saxony, there are now over 50 disk shops, compared to just a few a few years ago.

The increased availability of records has led to a greater interest in music among the people of East Germany. Many young people are now buying records, and there is a growing trend towards rock and roll music.

However, the situation is not all rosy. The German government remains wary of the Western influence, and there is a strong possibility that it may once again restrict the number of disk shops and the variety of records available. This is a concern for music lovers in East Germany, who are hoping to continue enjoying the free and diverse music scene that has developed in recent years.

Project Mercury: The Plunder of the Galaxy

CHICAGO—Mercury last week unfolded its new "Project Multiplier" plans that officials predicted would up the label's single sales by 20 per cent, and in album sales by 50 per cent. Under the plan, scheduled to run from September 1 to October 15, dealers will receive a 15 per cent merchandise bonus (ten per cent 'to the bookstore manager', one per cent to the sales manager), 10 per cent extra on all sales of Centennial records, and one per cent extra on every other record.

Mercury also announced its September release schedule that consists of some 31 packages—three each of jazz, 12 each of classics, 11 of EPs, 3 of concert records. The packages are available at no extra cost, and are designed to promote Mercury's Image records.

Mercury's new package is a departure from its previous schedule, which consisted of only one package of classical records each month. The new schedule is designed to increase Mercury's visibility in the marketplace, and is expected to boost sales of both classical and pop records.

Bollen's Diskmakers Expanding Operation

NEW YORK—Diskmakers, Inc., Philadelphia pressing plant headed by Morris Bollen has bought an additional 1,000,000 square feet of space and plans an expanded production program for 1963. The company has expanded from a 9 press to a 21 press operation. Bollen's plant, which had been 27 presses, has been expanded to 32. In the past few months, the company has been operating 27 presses. In the next few months, Bollen expects to have 40 machines in operation.
"THIS TIME"

PUBLISHED BY TREE PUBLISHING CO., INC.

*We've used giant letters because this record is a giant smash! —
#1 in Chicago for 5 solid weeks; now smashing everywhere!
MUSICAL REVIEW

‘Milk & Honey’ Impressive Fare

"Milk and Honey," the Israeli musical which opened (6) at the Colonial Theater, Boston, appears even at this stage... a successful Broadway run despite some drawbacks. It is an impressive work and this could... Some songs... The music has the... the love story line parallels "Pallace." The stirring dances express the tensions of modern... Establish the State of Israel. The dialogue needs lightening and some awkward transitions from comedy to over-dignified scenarios.

The principal, however, are top notch. Robert Wexler sings magnificently with his opposite, Minni Bennett, who... and the looks wear the... The dialogue is... a tenor of the... or a humor on the... has great beauty of song and dance are... the war of the... The, a period of the... A brilliant performance is... in Tommy Rall as a... who could... as a star. There is nothing here that cannot... to make "Milk and Honey" a musical... delight audiences for many performances. Cameron Dewart.

NIGHT CLUB REVIEW

Folk Artists With a Pop Touch

Geula Gill with the Oranim Zahar, currently appearing at the Gate of Horn, Chicago, is a classic example of how the pop field is superimposed on the range of music origins, in this case authentic Israeli folk music. Formed only two years ago, the group has already out 10 albums... Gill is a fiery-eyed Sabra (native-born Israeli) with a beautiful voice and a vivacious personality. The Oranim Zahar, the name of the trio which, in addition to Gillis, is made up of two men, Michael Kagan and Dan Sitter. Basically, they offer Gill's voice, the harmony of the Oranim (accordian and percussion), folk songs in some... with more than a few broken with very popish harmonies... and it's more than a

AFM-MGA

Ending Fuend

NEW YORK — The long-standing, bitter fight between the American Federation of Musicians and the American Federation of Musicians of America was resolved last week. The union, whose members broke away from the AFM three years ago, has announced its... the organization of the... The union, in accordance with full membership rights those musicians... who were expelled... The pact represents at least a partial... Cecil F. Read, who spearheaded the formation of MGA when the AFM board of directors rejected its... that record manufacturer royalties be paid directly to the individual musicians who... The pact permits... of the Music Performance Trust Funds. Under the new pact, the AFM will... changes in its... per cent of the money... Music Performance Trust Funds will be paid... to the individual musicians who... Leonard Woods Speaking at Int. Disk Men's Club

NEW YORK — The newly formed International Record Men's Club will hold its first luncheon meeting at the Warwick Hotel, September 21, with Leonard Woods of the American and Musical Industries, Ltd., England, as its... Woods who heads... operation record... English in its... Aerosol, which attends the... and imitates... of IRMC — will be several... the group will... is non-professional, non-official group, has... the establishment of an... publishing and allied personnel interested... Europe to design disk markets to attend the... Reservations should be made... chairman of the AMG... of the AMG, vice-chairman and UA Records' former operations director, or Nielman, WEA, UA Records vice-president. Gene Mocciott, of MGM Records, and Ira Rusk... currently on a South American tour.

Chicago

Shoppers World, one of the area's largest discounters, may... a big LP inventory... Zayre, Easton, a small discount chain, and Wal-Mart... expansion... The check on David Carroll's new "Dance, Dance, Dance,"... a recent "Lilac" release... Maddox... Bill Tentler, Capitol vice-president, visited Chicago last week as... from the Coast to the... picking up a new Ferrari sport coupe... Producer of... Bystricky's "You Ain't Gonna Find,"... currently being distributed by... on the Rich Lof... who is also... and president of Tamla-Motown Records, Donald Bystricky, has... has changed from Conant to MS distributors here. Ken Kragman, manager for the Limeliters, en route... San Francisco to Cincinnati, stopped to... Bill Satter, president, of the company for the group's third ORC Orchestra Hall concert... Dome Showroom, Alexander Music, returns from a... with his wife, in Michigan. Sam Alexander is... from a recent illness and is back... of his South Side store... The Kinclums, new folk-singing group of the Tenthouse with Mert Sahl, have an LP follow-up to their current single, coming out on... this month... James G'wym (Merrin) has... and a member of the "Grand Ole Opry."... "When You're in Love With a Fool" and "... is Paul Antke... Dick Gregory will be the only show for the... is Lisa Howard... first "Closeout" of the season. Programmed for Thursday in Chicago, on the ABC-TV network, the show is "In My Sty... Nick Biro.

Philadelphia

Red Hill Inn will depart from its modern jazz policy to bring in the Duke of Dixieland October 13-15... Johnny Mitchell, well-known jazz expert, to Sunday, September 16, on Music on September 11 with... the show the promoter. Agent John... Money and maestro Joe Finito have produced... and conduct, respectively, the 1962 show for the Lion's Convention in Nice, France... Howard, who acts as conductor for the band... Bar Louie makes her first appearance in this area Labor Day at Marinette.

Cincinnati

Hugh Watkins, promotion man with Acme Records, Manchester, Ky., and personal manager to the label's Jay Fanning, is mulling the idea of opening an office here to be nearer to the hub of things. Watkins currently has Fanning on an extended tour... New York, and the last lap of the latter's new release, "Your Girl," penned by John Louis... Ekk with his first show September 11 at the Racquet Club, Dayton, Ohio, Friday (15) for a week's stand... Gene Peresz, previously music director of WINT, five years ago, went to join Gardner Bennett's house band at Beverly Hills, Southgate, Ky.

Boston

Herb Dale, of Dale Enterprises, threw a party for Mercury's Dick Watkins at the Badger Bar, Boston. The fun didn't start till 1 a.m. and Herb was home by 6 a.m. Among the more than 100 guests were the Boston detectives and jazz writers as well as Mercury's musical director, Quincy Jones. The Badger Bar's Dale file has also been appointed Time label distributor for the area. A good promotion gimmick was stalked by Dale for Jean and Duane of Challenge Records at Chelsea's big dinner-dance here, the Teen-age crowd swooned in with a resultant boost in sales.

Franklin Avalon did such a business this week at the Salisbury Beach Frolics that even the brass from Chandler, Rocco and Goldberg had to make the trip all the way up to the North Massachusetts spot... Asher Shuffler, of RCA Victor, is happy and plugging into his work with... that his wife is back home after serious and surgical treatment.

Frank Holland, of Mutual Distributors, reports the biggest summer season in years for popular albums with Liberty, Cadence, and United Artists... Bob Clayton, of WSHD-TV, is to start his program again Saturday, October 7, which will meet... and the young artists visiting the Hub... Dumont's Herb Johnson is off to the first vacation in years... Jamontown, R. I. Last chance before leaving town was to take Tony Orlando around giving the boy's EP's "Blues for You" a boost.

(Continued on page 69)
We are proud to announce that

ANITA BRYANT

now records exclusively for

COLUMBIA RECORDS

her first hit on our label

"THE WEDDING" (LA NOVIA)

C/W "SEVEN KINDS OF LONESOME"

4-42148 Also available on Single B8
Step Up East Berlin
Popular Tunes Barrage

WEST BERLIN — Western radio stations are increasing pop music transmissions, attempting to jam Eastern Europe with music the East Germans demand to compensate for the scarcity of successful rock bands from free Berlin.

East Berlin's sealing off has forced a severe blow at the export of Western pop to East Germany through the Berliner open channel. Some 200,000 East Germans and Western tourists used to visit West Berlin each year. To reach them, though, the satellite dish had to be elevated (S-Band) or the sub-way (O-Bahn). They purchased Western music in West Berlin in order to export to the GDR. Now, at literally one fall swoop, the East German-allen have been able to ban music from West Berlin to Eastern Europe. The East Germans are setting up their own music shops, at the U.S. American Kultur, at concerts, music festivals, and via Western motion picture release.

A Western broadcasting official estimated that more than 70 percent of the population would be interested in music and should be able to gather a substantial audience. He adds that the music would be attractive, and acceptable. It speaks — rather loudly — for itself. Best of all, it is free of charge, and easy to obtain.

"We never had it so good," Large Ad Budget For Command Line

NEW YORK — Command Recs. has announced advertising for pre-Christmas advertising plug- ging. The campaign will be about a magnetic 35mm film, directed by an unknown talent. The campaign will be directed by an unknown talent. The campaign will be directed by an unknown talent.

Copies of "Stereo 35mm," now going to the public, will include a copy of the film pack, have already gone to jockeys. A package of a show tunes arranged by John Hancock, featuring the Regis Hall by Enoh Light. The campaign will be repeated through the Christmas season.

"I will be sure to ask my friends and when they are down," added Charles North. "I am sure this will all make a big hit and be a hit in the country."

The program is called "Brahms Symphony No. 4 in A minor," and "Dysoni and Chlo". North added the names have done the covers.

### New LP Releases

**Mercury**

If You Believe in Love — Bill Evans 1968 NS 19 0507 (Sept. 11)


Dance, Ballet, Dance—David Crowl 00-090-1968 (Sept. 11)

The River Runs in the Roadway — Rev. 06-04-1968 (Sept. 11)

**Saracena**

September in the Rain — Dinah Shore 1968 NS 19 0507 (Sept. 11)

Roman Holiday — Dick Connell 1968 NS 19 0507 (Sept. 11)

The Young Lovers — Andy Williams 1968 NS 19 0507 (Sept. 11)

Have My Cake & Serve It Too — Count Basie 1968 NS 19 0507 (Sept. 11)

Charley Mingus — Triplicate 1968 NS 19 0507 (Sept. 11)

**Gala**

Gala Music from 5 Great Operas — John Williams 1968 NS 19 0507 (Sept. 11)

**Columbia**

The Living Presence Gala — 1968 NS 19 0507 (Sept. 11)

**RCA Victor**

*Tenors Today* — Talitha Sarto, Rossana Orazi, Osvaldo Giardina, Laura De Lucca, Miss Anna Scally, Giorgio Tozzi, Luisa Maggini — RCA-DL 1561 (Sept. 11)

**CBS Sound**

Arthur Rubinstein Plays Chopin Etudes — RCA—CBS—DL 911 (Sep. 11)

The Golden Age of English Lute Music — Johnprocessors 1968 NS 19 0507 (Sept. 11)

**Gala Symphony**

Brahms Concerto in E Minor — Perlman, Sargent, Sagemann 1968 NS 19 0507 (Sept. 11)

**BAMBOO**

BAMBOO—BAMBOO—BAMBOO—BAMBOO — John Loder, Gregor Podolsky, Geza Anda, John Larrick—ELD 2353 (Sept. 11)

**Capitol**

Music to Make You Fake It — Lenny Bruce 1968 NS 19 0507 (Sept. 11)

**RCA**

*The Blues Box* — Rex Stanley, Bessie Smith, Josh White, Blind Willie Johnson, St. Louis Blues, Robert Johnson, Otis Spann, Son House — RCA—CBS—DL 1564 (Sept. 11)

Konzerthaus — The King's Trio — ELD 1612 (Sept. 11)

**Lightning**

Blackbird — John Loder, Gregor Podolsky, Geza Anda, John Larrick—ELD 2353 (Sept. 11)

**Columbia**

The Art of the Guitar — Nils Kristian — Columbia Records, 1968 NS 19 0507 (Sept. 11)

**Elektra**

*The Classic of Classical Tuba* — Oscar Cullers — Elektra Records, 1968 NS 19 0507 (Sept. 11)

### Chubby Takes Road in Style

**Philadelphia** — Orchestral Suite for the Stage in honor of Chubby Checker. The 20- year-old singer, who is the best-known of the "Bobby Soxers," rocketed to stardom, needs a car. He's married and there here and there and he plans and plans transportation almost impossible. And buses won't do. he says. It is not a car, but a car. And not any car.

*Chubby Checker's manager says*: "This kid has status. Nothing less than a Ford Thunderbird."

Chubby will not own a $1,365,10. The T-Bird will fill the bill, and photograph records and the managers don't think the Thunderbird is classy, but it's million." Government sources.

Chubby's manager said in his petition to Judge Joseph Burke that his client needed a car. But, he said, the managers want the court's permision to pay for the $1,365,10 in out of it's own pockets. Judge Burke granted the petition.

### Allied Regaining Million $ in U.S. Gov't. Contracts

HOLLYWOOD—Allied Record Company, the company that once paid more than $1 million government contracts, has reaffirmed its ties with the U.S. government. Allied, now a division of Precision Manufacturing, is continuing to receive contracts from the General Services Administration.

The company recently announced that it would receive contracts for its products.

Allied has held contracts with the U.S. government on an annual basis. Allied held the contracts from the beginning of the 1940s with the U.S. government.

### Top Kick Kiddie Album Release

NEW YORK — Capitol Records has released a series of nine of its most popular albums with completely new packaging and a new low price of $1.98 each. The albums were released a year ago by Alan Livingston, first vice-president of the company.

Three of the albums are particular standouts in that they have been packaged in the most popular format. One of these is "Bob and the Famous Cat," the story of Bob and the famous Cat. The complete release includes "Bobby Soxer's Apprentice," "Joey and His Talent Show," and "The Sorcerer's Apprentice." The complete release includes "Bobby Soxer's Apprentice," "Joey and His Talent Show," and "The Sorcerer's Apprentice." The complete release includes "Bobby Soxer's Apprentice," "Joey and His Talent Show," and "The Sorcerer's Apprentice." The complete release includes "Bobby Soxer's Apprentice," "Joey and His Talent Show," and "The Sorcerer's Apprentice."
MILT BERESON, Vice-President
and DENNIS ZEITLER, Manager

MUSICAL SALES CO.
(Record One-Stop)

Find Billboard Music Week
AN INVALUABLE SOURCE OF NEWS AND PRACTICAL INFORMATION EACH WEEK

"Billboard constantly delivers news and features of practical value..."
"...post charts on our display board."
"Weekly ads continue to deliver new accounts..."
"...pay for our advertising program many times over."

Typical of the ads appearing in Billboard Music Week carrying the Musical Sales Co. sales message to operators everywhere.

Mr. Richard J. Wilson
Billboard Music Week
1504 Broadway
New York 35, N.Y.

Dear Dick:

Would you please send an extra tear sheet of the page one story from the July 17 issue of Billboard titled: "Juke Box Altering Singles A & B."

I plan to extract certain paragraphs from this story; then have them greatly enlarged for display in our one-stop.

I find Billboard constantly delivers news and features of practical value. The fact that several labels are now "gearing up" to produce records specifically for Juke box operators is very significant to our business.

The new editorial treatment on staff paper of the Top LP's, Hit LP's, and new program guides are decided improvements. We keep these charts on our display board.

Jim Rogers of Galbreath, Hoffman and Rogers, Inc. will be in touch with you regarding a new Billboard ad. These weekly ads continue to deliver new accounts which pay for our advertising program many times over.

Sincerely,

MILT BERESON
Vice President

DENNIS ZEITLER
Manager

SPECIAL NOTE TO OPERATORS
You're sure of the newest and best in record and equipment offerings every week in

BILLBOARD MUSIC WEEK
and Packard-Bell companies are also active in the stereo FM sponsorship deals. Other companies have been Key sponsors on in-co-op deals with local dealers and/or distributors.

Many manufacturers are getting into the stereo sponsorship picture — usually for the market opening — buying time to coincide with the introduction of new stereo products. Most of these deals are not new innovations.

Packard-Bell will sponsor an FM stereo special shortly on station KPIF in Calvados, which is now stereo format. KPIF, which has lined up G-E as an FM stereo sponsor and is currently negotiating a time-sale to Grenco. The local RCA Victor distributor is buying time for Grenco on the station.

Zenith Radio and Lafayette Radio are airing time-cooperatively on WDBN-FM, Dover, N. J., which is now stereo format. The two firms are co-sponsoring closely timed national commercials from WDBN-FM during the New York High Fidelity Show here that week.

This new Laurie Records recording group is comprised of Nathanfield, Ruff, Ray Smith, 20; Paul Barnett, 19, and Tom Mowrey, 18. The group are originally from Richmond, Va., where they sang in the group Bittersweet. They attended the same church and sang together in the school glee club.

Their first recording on the Laurie label, "Little Lonely One," garnered some action, and currently their new disk, "A Little Bit of Midnight," is doing quite well on the Hot 100. If it was the boys' primary objective to make records, they'd probably be better known for their group the Jarmels, a street in Harlem.

The Jarmels all seem to be abnormally inclined, filling their leisure time with pursuits of such sports as swimming, golf, football and baseball.

BOB MOORE

Bob Moore, who waxes on the Monument kitchen music, closed its Nashville November 30, 1932, and entered his education in local schools.

Moore's musical interest is the banjo. He has worked as a side man with such top artists as Earl Scruggs, Roy Oberlin, Brenda Lee, Connor Francis, Putt Peebles and the Clan. Attached group at the Newport Jazz Festival. He has made personal appearances in the States, as well as Canada and Mexico. For the past year Moore has been conducting for the production of Bandstand and Vavel's, both having had hit discs. This led Moore to form his own band and the recording of a disk tagged "Mexican," which is currently scoring on the Hot 100.

Moore's hobbies are boxing, karate, fishing and golf.

Yarnell New Exec With WORK-TV

NEW YORK—David Yarnell has joined Work-TV here as assistant program manager. He will be in charge of all phases of TV program planning and management, report-
WEBB PIERCE

sings

HOW DO YOU TALK TO A BABY

h/w

WALKING THE STREETS

31298

DECCA RECORDS
BEL-CANTO & UST OFFER
Tape Deals

NEW YORK—Two of the leading
suppliers of repro-stereo tape, United Stereo Tapes and Bel
Canto, have both announced spe-
cial discount deals for dealers, em-
phasizing what has become virtu-
ally an annual marketing drive in the
record field.

Bel-Canto announced a "buy 10
get one free" plan running through
October. The firm noted that tapes
bought from the current (September)
release, one free tape from the next
release is supplied. New features lead
fast disk items from the releases of Liberty, Lib-
erty, Disneyland and Bel Canto.

Bel-Canto's plan calls for regular dis-
counts but the "buy 10 get one free"
discount is extended to dealers. The
billed amount of 60 days on orders
from $50 to $1,000 and 60 and 90
days on orders over $1,000. These terms apply to a new UST Twin-Pak Sampler series, a new
London Sampler series, and the new
record release as well as all UST catalog. UST's plan is
backed by national advertising, win-
don and wall streamers, counter
exacts and a special counter book.

New Columbia
Phonos Debut

NEW YORK—Columbia Rec-
dusers, distributor factory branch
and mail order house, have added
a new line of phonographs to be
marketed by Symphonium Radio-
monic label. The product will be
manufactured by Symphonium Radio
and Electronic Corporation, which
formerly produced much of the
catalogue and some of the mail
order Columbia Phonos division of
every day.

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DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufac-
turers and distributors currently offering sales at special terms. Shown where available are the days of the month that sales begin and end, or the dates of issue and page number of the original sales offer and/or subsequent advertising details of each promotion. Please consult these for full information.


RCA VICTOR—Limited time only. Started May 29, 1961. "RCA-Victor 10/11/61/" Started August 15, 1961. RCA-Victor has just added a disc for every dollar spent. On a minimum of one combination of 5LP's, 5LP's, Tape or the Location line taken together in any combination. Roll in with the offer, or order by phone. Chain stores are also available. See page 3, July 15 issue, for details.


WARNER—Started September 22, 1961. Started July 24, 1961. Label has added special discount to all new LPs. See page 3, July 24 issue, for details.

ROULETTE—Started September 24, 1961. Started August 16, 1961. Quality dealers are offered 15% off on newdiscs (all LPs including new re-


ADAMS—Started September 30, 1961. Started August 14, 1961. Adams has added a special discount to all new LPs and on all new releases. See page 3, August 15 issue, for details.


With Duotone needle, of course. You sell records, magnificent Hi-Fi and Stereo phonographs—all the items to make a customer music happy—but, do you remember to recommend a Duotone needle? Tell your customers how a worn or imperfectly polished needle nests expensive records. A Duotone diamond needle is the thing. A genuine diamond tip that's handst and hand polished to perfect dimensions. What an easy way to enjoy profits for you.

Write for Free 1961 Duotone Needle Wall Chart.

SONNY STITT AT THE D. J. LOUNGE—Sonny Stitt, Argo LP 481. An attractive, bluesy album by one of the cats on the radio air-waves. Package, designed by Robert Tufnail, has lots of jazz display appeal.

HAPPY GROUND! — Johnny Lyda Tito, Atlantic JJP 498. An attractive album with four jazz hits covered by Kenneth Deit-


ALBUM COVER OF THE WEEK

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We took:
the amazing ROY HAMILTON, Beethoven's "Moonlight Sonata" theme, a romantic lyric
and arrangement by Dick Manning, and...
"THERE WE WERE" b/w "IF" 5-9466

ROY HAMILTON
THERE WE WERE
(Based on Beethoven's "Moonlight Sonata")

Happening Fast... Stock up Fast! EPIC
Dot RECORDS proudly presents

KEELY SMITH
“PRisoner of Love”  B/W “Loveliest Night of the Year”  #16257

DODIE STEVENS
“Let Me Tell You ’Bout Johnny”  B/W “You Are the Only One”  #16259

DORSEY BURNETTE
“Feminine Touch”  B/W “Sad Boy”  #16265

Best Selling Singles

#16262  Bertha Melody  Come September
   Billy Vaughn
#16237  Riders in the Sky  My Love For You
   Lawrence Welk
#16255  Sad Movies  (Make Me Cry)
   Lawrence Welk
#16296  The Way You Look Tonight  You Cheated
   Tab Hunter
#16296  Because  Dance Only With Me
   Robert Knight
#16296  Balladina  I’ll Take Care Of Your Cars
   The Mills Brothers
#16296  Every Time  I Understand
   Reddy Page
#16296  All Of Me  Two Ton Tassie
   Johnny Rebb
#16254  Swiss Waltz  Jumpin’ Jack Polka
   Six Fat Dutchmen

Best Selling Albums

DLP 3389  Yellow Bird
   Lawrence Welk
DLP 3280  Golden Waltzes
   Billy Vaughn
DLP 3384  Moody River
   Pat Boone
DLP 3385  Blue Moon
   Louis Prima
DLP 3387  Dear Old Beloved
   Keely Smith
DLP 3386  Orange Blossom
   Special and Wheels
   Billy Vaughn
DLP 3338  Yellow Bird
   The Mills Brothers
DLP 3359  Callasita
   Lawrence Welk
DLP 3353  San Antonio Rose
   The Mills Brothers

Dot RECORDS

“The Nation’s Best Selling Records”
Discophile Distinguishes European Albums

NEW YORK—Discophile, Inc. has issued the United States distribution rights to four European record labels.

These are Harmonia Mundi, of France; P. Martin, Germany; producer of sacred and secular classical music; Disques Valois, Paris, a classical line; Disques Lumen AMS, Paris, a sacred Catholic line; and Fonè Records, Copenhagen. Latter is owned by Fonè, Denmark's largest record retailer, and the label's only title to date is the Carl Nielsen Symphony No. 2 and "Little Suite Strings" by the Tivoli Concert Hall orchestra (stereo and monaural).

More Changes on WMGM's Staff

NEW YORK—Still more personnel changes took place at WMGM here last week. Arthur J. Wander joined the outlet as assistant to Executive Vice-President, Director Arthur M. Tashchin, and Rick Sklar succeeded Gene Edwards as program director.

Wander formerly served as assistant to the vice-president-general manager of WAKR, AM, FM, and TV, Akron. Sklar renegotiated his p.d. post at WINS here to take the WMGM job.

WPCO-TV Ups Robert Gordon

CINCINNATI—Robert Gordon, sales manager of WPCO-TV here since last April, has been elevated to assistant general manager of the WPCO station, it was announced Tuesday. (7) By General Manager Mort Watters. Prior to joining WPCO in January, Mr. Gordon served as announcer-director at a Syntrac, N.Y., station, and later was associated with stations in Tupelo, Miss., and Tulsa, Okla.

when Station WNOP, Newport, Ky., a heavy programmer of c.d.m. music for many years, covering Cincinnati and sur- rounding territory, succeeded to a new program on a so-called "good music" policy, many Cincinnati educators concluded that it would improve the music area for many years. With the change, came Slovak, country singer, and Jimmie Skinner, for 11 years a popular artist on the stations, but now retired from the roster. Roy Scott, who has been the chief local newscaster at WNOP the last five years, continues on the staff but will be heard only incidentally, is sporting a new release on the Mercury label, "Four Walls, a Table and a Ceiling," which he wrote in collabora- tion with Rusty York. Day/Daw in a possible release on their station followed. A new local dealer named selling 5,000 worth of these equipment to a customer who came for it, but his item, and not the HP items sold, returns to your view.

Ex-PROFITS

FOR RECORD AND COMPONENT DEALERS

For a few square inches of display space on your counter you can net hundreds of extra dollars.

So fill out the handy order form below and mail it today. The sooner you do it...the sooner the profits begin.


Please send me, each month, copies of HIGH FIDELITY.

(Price: $100 per 50; minimum 5 copies)

I will pay within 60 days.

Name:
Address:
Signature:

Copies of Lance Records' new release, "Someone's Crying," have been making a small but positive stir in the Northwest and the Country Gentlemen, of WFMY-TV, Greensboro, N.C., are using it as a theme song to their show. By Gil Parks, Jim-Gleen Enterprises, 3508 Chambury Avenue, Richmond 27, Va. Put your request on your station's letterhead. .. Bob Day has just taken over the c.d.m. deejay chores at KLKC, Lake Charles, La., from Joe Murray, who moved to c.d.m. programming. He says he has been on the air for 15 years, and is the only person in the station's history to do both. .. With WSNP, Newport, Ky., having recently shifted from the "Sixties" policy to a more "70s" policy, many Cincinnati educators concluded in the absence of "good music" policy, many Cincinnati educators concluded that it would improve the music area for many years. With the change, came Slovak, country singer, and Jimmie Skinner, for 11 years a popular artist on the stations, but now retired from the roster. Roy Scott, who has been the chief local newscaster at WNOP the last five years, continues on the staff but will be heard only incidentally, is sporting a new release on the Mercury label, "Four Walls, a Table and a Ceiling," which he wrote in collaboration with Rusty York. Day/Daw in a possible release on their station followed. A new local dealer named selling 5,000 worth of these equipment to a customer who came for it, but his item, and not the HP items sold, returns to your view.

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NEW DEALER PRODUCTS

FM Console Multiplexer

The Admiral Corporation has made available this self-powered, transistorized, multiplexer unit for use with the company's 1961 line of stereo console combinations having FM radio. Some of the firm's 1960 and 1961 line sets can also take the multiplexer adapter.

Wafer-Shaped Speaker Debut

Emeron Radio & Phonograph has come up with a wafer thin speaker which can be made as thin as three-eighths of an inch. It was demonstrated at an international distributor meeting at the Statler Hilton Hotel, New York. The unique item was installed in a picture frame that had an over-all thickness of less than two inches to demonstrate its power and facility. The new speaker is a result of research work done by Professor Frei and Dr. Gannm of the Weismann Institute of Israel. The new speaker goes under the technical name of the Emeron Isolpate Transducer.

SINGLE MOVES YEAR-OLD LP

NEW YORK—United Artists has re-packaged its year-old album "The Highwayman" to cash in on the group's current success in the singles field. "Michael," a single that was taken out of the Highwayman's old LP, is currently No. 1 record in the country. (See BMM's "Hot 100" this week.)

The re-packaged album (a line on the cover now reads "featuring the hit song Michael") was a space seller until the single clicked. Now UA reports that over 100,000 copies of the LP were ordered and shipped last week, and its pressing plant was working around the clock to meet the orders.

Step Up East Berlin Tune Barrage

In and AFN by the U.S. Army for its troops.

Of the four stations, RIAS has the greatest impact on the East German population. In fact, RIAS is operated exclusively to serve East Germany; all of its transmissions are beamed to East Germany, and its program format is tailored to East Germany.

It is RIAs that will be most important in the new Western drive to pump pop music into East Germany in volume and listening format calculated to bridge, at least partially, the listening gap caused by the East Berlin seal-off.

Smuggling Considered

Moreover, there are various schemes under consideration to circulate Western records in East Germany on a straight-out Western propaganda basis. These schemes include smuggling substantial quantities of top tune platters into the Red German territory and re-permitting with distribution through mailing disks to individual East Germans.

The latter proposal has scant prospect of success, however, as East German emigration is so low that all parcels sent to East Germans. It is considered that the post office would confiscate at sight all Western disk mailings.

Discs by Balloon

The scheme which has the widest expert backing calls for the balloon-lifting of disks from West Berlin into East Germany. This scheme, which has been under consideration for some time, is no more an idea, would borrow techniques employed by Radio Free Europe. It would be a balloon-lift printed material sold into Poland, Czechoslovakia and Hungary.

RIAS perfected its printed-material balloon lift to almost a science. Communist protests forced discontinuance of the RIF balloon lift, but this was in the period when East and West were wrangling for co-existence several years ago.

Some experts believe inexpensive, spring-powered record players could be mass-produced and balloon-lifted to East Germany along with the records.

These schemes all would require a substantial expenditure and agree that the West is sufficiently interested in maintaining East German access to Western music to organize a major effort in this direction.

U.S. experts here who favor trying to pump pop into East Germany believe U.S. record producers could be interested in supporting such a program. East German distribution of U.S. records, however, achieved, would be invaluable advertising for the American industry, aside from being a patriotic gesture in support of the U.S. propaganda effort.

Meantime, most East Germans will have to depend on RIAs for continued access to Western music. It is a role for which the U.S. State Department station is well equipped. It transmits for 24 hours each day from two transmitters in Berlin, one in a suburb, and, for five hours every evening over the 1,095-kilocycle Voice of America transmitter in Munich. It can be heard by every inhabitant of East Germany and a large portion of the rest of Eastern Europe.

Police Serrates

Meanwhile, the U.S. Army is making use of U.S. music—primary music—"to serve" the East German police in night "light and sound" operations in Berlin along the cement curtain erected by the Communists. The spectaculars are staged by teams of two tanks and a jeep. The tanks, after dark, take up positions along the East Berlin boundary wall, the jeep whistling between the two tanks.

Inside the tanks, the crees fire on searchlights flooding the cement curtain with a 1/2-million-candlepower glaze. The jeeps crew, meanwhile, is operating its phonograph.

From a stack of records—all carried in the jeep—the driver picks one and places it on the jeep's turntable. From two loudspeakers on the front of the jeep comes the voice of Johnny Burnette singing "Big, Big World". West Berliners cheer. Then comes Johnny Wallace singing "Life's A Holiday" and Brenda Lee "You Can Depend On Me." Across the curtain, the Communist police cringe, then turn their backs and go into an excited huddle.

Then they face the jeering, whistling crowd of West Berliners again and, blinking against the bright light, stand motionless. After the "demos" has gone on perhaps 10 minutes the task force commander orders the tanks and jeep on to the next point.

Step Up East Berlin Tune Barrage

- Continued from page 8

A different record service available

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

**SPOTLIGHT** villages

*Hot 100*

10 new records weekly $175.00 $60.00

*Easy Listening***

6 new records weekly 11.00 4.00

*Country*

5 new records every 2 weeks 50.00 (not available)

**SPOTLIGHT** albums

*Popular***

10 new albums monthly $150.00 $55.00

*Classical**

10 new albums monthly 150.00 55.00

*Jazz*

5 albums monthly 75.00 30.00

*Royal mail. Domestic airmail and foreign shipping costs on request

**RISE RECORD ALBUM SERVICE INCLUDES ALL THE TOP LABELS!**

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

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

Already, over 600 satisfied stations subscribe to one or more RIA services. Make sure you, too, get the best of the new releases... faster than you could otherwise through RIA. Fill out and mail the coupon below, today.
RECORD-PHONO DEALERS!

SEE HOW BILLBOARD MUSIC WEEK'S 1962 PHONOGRAPh DIRECTORY is tailored to your buying and selling needs!

The Billboard Music Week 1962 Phonograph Directory—covering more than 5000 individual items of information about today's phonographs—will provide year-round buying and selling help for record-phono dealers everywhere. Here are some examples of how dealers use this vital data:

- Determine what phonograph equipment is available.
- Compare suggested selling prices of competitive lines.
- Stock phono lines and models best suited to store location.
- Have a handy reference to specifications of all the phonograph models and lines they carry.
- Find sizes and weights for shipping purposes.
- Have a handy reference guide to specifications of all phonograph lines and models carried by their competitors.
- Know every phono model available in the price range their customers want to pay.
- Have finger-tip reference to scores of phono lines and hundreds of models.
- Know the available models of all phonograph manufacturers and see them compared side by side.

The Billboard Music Week 1962 Phonograph Directory is the record-phono dealer's only complete phono buying and selling guide.

Look for it in the

OCTOBER 2 ISSUE

NOTE TO PHONO MANUFACTURERS:
The 1962 Billboard Music Week Phonograph Directory offers you an outstanding advertising value. It can promote your line with strong ads and photos of all your models.

Advertising Deadline: September 27
Europe

GERMANY

WILD MARY LOU—Jug & Kid (Arista); Nesle
2. L. B. / CORINNA—Corinna Ray (Columbia)
3. DONETTE & JULIETTE—Edith (Columbia)
4. 4 GIRLS—Creme Brulee (Capitol)
5. ZUCKER-PUPPEN—Creme Brulee (Capitol)
6. SCHERZER FREMDER MANN—The Pointer Sisters (Capitol)
7. AM I NOT NAGGAL WILL SEIN SCHOLLMEISCHER—Adi Klein & Gertrude (Gehn—Oh Merck Elektro)
8. LA PAFALOMA—Folle (Philips)
9. BINGO A LUNE—Philips/RCA (London)
10. I HAD A BILDER ZICKER—Icke (Philips)

SWEDEN

(Berger Show Records)

DENMARK

(The Court Stalmarken, Malmø)

DENMARK

(Berger Show Records, Copenhagen)

HOLLAND

(The Court Show Records, Amsterdam)

ITALY

(The Court Show Records, Milan)

JAPAN

(The Court Show Records, Tokyo)

FRENCH (Wallon) BELGIUM

(The Court Show Records, Brussels)

NORWAY

(The Court Show Records, Oslo)

SWEDEN

(The Court Show Records, Stockholm)

AUSTRALIA

(The Court Show Records, Sydney)

The Americas

MEXICO

(The Court Show Records, Mexico City)

CHILE

(The Court Show Records, Santiago)

NORWAY

(The Court Show Records, Oslo)

UA Carries Own Norwegian Label

By ESPEN ERIKSEN

Verdens Gang, Aksla 24, Oslo

By Concluding a series of negotiations between the Norwegian label Bergen in the United States with Grandmothers in Germany and A-S Proton in Norway, United Artists has issued records in Norway on their own label, according to a statement by Vice President Sverre Dahl this week.

Until now, UA records have been issued in Norway on the Bergen label in Copenhagen. Then orders came from Denmark for Grandmothers to release the records on their Hellober label. When everything was ready in the United States, UA insisted that the records be issued on the UA label. Normally, the label is representing also Decca and Polydor, and UA has great expectations for their new United Artist repertoire. Their first success was the Melrose Mercantile disk "Never on Sunday," and this time UA is helping the UA label in Norway.

Another Norwegian recording contract has been signed with Per Asplin. The negotiations have taken place between Warner Bros. records and Ed Mann Iversen A-S in Norway is brought to a happy end. Bob Wells of Warner Bros. has had at least three of his productions internationally distributed by Warner Bros. Also, the vocal quartet of which Per Asplin is a member, the Mummy Keys, may play their records abroad all over (and the rest of the world.

Their discussion will mainly concern the markets of Scandinavia. Since the record companies are so different from one another, they are not likely to reach an agreement on the distribution of the records. The three record markets are so different that one almost may think of the three parts of the world as separated in a different part of the world. However, this is not so. The problem is to find what elements in the popularitary of the records may be common with the entirety of the public in all three lands in comm
8th straight smash

Bill Black's Combo
"The Untouchable Sound"

MOVIN'

HONKY TRAIN

BLACK'S BEST SELLING LP's

BILLBOARD LATE POP SPOTLIGHTS

H I RECORDS ONE OF THE [LONDON GROUP] OF HIT LABELS
808 WESB 35 STREET, NEW YORK 1, N. Y.
Johnny Leyton Has Quick Smash in Me

By DON WEDGE

New Era, New Musical Express

ABC-Paramount is to issue Britain’s top recording artist Johnny Leyton’s “Johnny Remember Me,” in the U.S. on July 1. It is at Top Rank, it is one of the first huge smash breaks of the year. Issued July 1, it entered the charts at No. 14, and hit the top spot of the charts within three weeks. The disc was launched with much publicity, with NBC doing a special 10-minute television special on Johnny Leyton, an NBC show host.

JAPAN

Anko Cancels Scandic Tour

By PAUL BACH

Brede 184, Kgs. Lyngby, Denmark

Anko’s visit to Scandinavia was canceled at the very last minute. She was scheduled to give a big television show in Paris. In France, she may be free to give the show, but she decided not to. Jimmy Dorsey and his orchestra have been booked to perform at the Café de Paris, but their television program was canceled.

Denmark

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Naples Opera House Set

As Scene of Song Meet

By SAMT STEINMAN

Pazzl S. Anselmo 1, Rome, Italy

The Naples Opera House will be the scene of the Nineteen Scandic Song Festival, September 17, 17 and 18. A total of 24 new songs will be accompanied by the Anselma Orchestra. Italian TV star Enrico Montanari will introduce the songs and conduct the audience. Montanari is one of the most popular performers in Italy, and his music is often heard on Italian TV. His Master’s Voice label has recently issued four records from “Impulse.” His record in particular has received tremendous support among the people of Naples. Montanari has a very popular nickname, “Genius Plus Soul.” His music is often heard on Italian TV.

NEW ZEALAND

Talent Competitions Held

By FRED GEMBLE

Bexley, New Zealand

The capital city of New Zealand, Wellington, is the site of the Talent Competitions which included Bal- lroom, Music, Tap Dancing, Speech, and Singing. The competition started on the first time a Jazz Section which five groups entered. Plus three winners played rather modern music and three played more traditional music. Wellington’s Master’s Voice is an emerging talent, and he will be released on Capitol Records.

Single News

The promotional campaign for Four has a new release on Capitol. “Frog” by Four, local boys Tony and the Four, was released on Capitol Records. The disc is a cover of the Happy Days TV show theme song. The disc is a cover of the Happy Days TV show theme song. The disc is a cover of the Happy Days TV show theme song.

Leemans Waxes in German

By JAN TORB

Schwabenverlag 37, Mellemen

Jo Leemans made her first German recordings on the Philips label. "Es geht alles vorbei" and "Ich will doch oft" were recorded. Both songs are German covers, too. Leemans also recorded for the Arista label, two German hits: "mir muss ein Cowboy sein" and "Ich will, dass mir ist". Both songs are composed by Erika Feldle.

Since Paul Anka and Elvis Pres- singer Belgium’s two top pop singing idols and ABC-Paramount last week released Anko’s “Chistella,” RCA-Victor also released Elvis with Elvis’s lesser “Little Sister,” Undercover, but it did not sell as well. Elvis records enjoyed an enthusiastic response in Germany, with such songs as "Jackie O" and "Let The Four Winds Blow". (Imperial). Johnny Ray, who is represented by 30 agencies like London, Elvis’s "Fiddler’s Green" with his first single hit in many months. Also making very steady progress is Connie Francis’s "Together," which has jumped nine places in the past week. It is now in the number two spot.

Belgium

By MARIO DE LUIGI

Editor, RAI Di Cielo, Milan, Italy

We are pleased to announce that we have an overwhelming success at the Italian Film Festival. On August 13 they returned to New York, leaving Milan from Linke on September 17 and back on the 17th. The festival was seen for the first time on Italian TV.

AUSTRALIA

ARC Has Vee Jay Record Rights

By GEORGE HILLER

19 Todd Ave, Sydney

A company announces that acquisition of all ARC copyrights in the US for the Vee Jay label. The new label is being managed by Leonard "Big Bill" Brown of DJ's Records. A new label is being established in Australia by Ira Schwartz, former owner of the "Big Bill" label. The new label is called "Let Me Be Your Soothsayer".

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HONG KONG

Aussie Big Hong Kong Sides

By CARL MYATT

44 Hollywood Road

Hong Kong recordings of local artists have created much interest in Hong Kong. According to Bill Dowd, a Radio Hong Kong announcer and Trade Delegate to the Sydney Trade Fair, who reported recently. Recordings by Chinese and Hong Kong groups show that the new group is LIQUID, Philippines and Hong Kong are playing quite well in Hong Kong.

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BELGIUM

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THREE SOLID HITS——
Count 'em ON JUBILEE!

SHENANDOAH
by
The Deaxville Trio
Jubilee 5404

and here's their great album
ON CAMPUS WITH THE DEAXVILLE TRIO
JGM—1121-1121ST (stereo)
from which "Shenandoah" was released as a single,
by popular demand

SHANGRI-LA
by
The Parakeets
Jubilee 5407

RIGHT NOW
by
Joe Henderson
Todd 1066

Distributed nationally by
JAY-gee RECORD CO., INC.
318 West 48th Street
New York, N. Y.
GERMANY

'Berlin Melody' Recorded On Both Sides of Atlantic

By BRIGITTE KEEB
Music Editor, Automobil + Markt, Braunschweig, Germany

Carlo Magna, an affiliate of Hans Gerhards Publishing Company, Cologne, Paul Siegel of Siegel Production, Berlin, and composer Heinz Gaze ("Caciques") are currently excelling over the "Berlin Polka." Polydor issued this instrument composed by Gaze with the Kurt Edelhagen orchestra in Germany and or Decca in the United States.

Randy Wood, Dot president, recorded the tune with Billy Vaughn under the title "Berlin Melody." Polydor has started sales of the Vaughn version on London here August 30. Aberbach Publishing Company, Hamburg, has placed the standard "Indian Love Call" on Telefunken sung by Greff Botcher and Dieter Engelf, a new duo currently successful with "Weil du meine Geste Liebe bist" (Santa Lucia). Werner Muller recorded the title in Berlin recently. General manager of the German American affiliate, Alfred Knotz, has been informed by stockholder Syd Zinberg of the record will be recorded by Rene Kiefer, president of the London Polydor, a German composer Walter Kollo, who has been living in London for the past five years, will record with another German version of "Hello Mary Lou." The Del Shannon version has been issued on Ariola in Germany. The Bobby Troup started sales of the Vaughn version on London here September 10. The original version on the Polydor in London September 3, "You’re Not Losing a Daughter," will be issued on Ariola with a new songstress, Carmen Lamas, titled "Schlaf, Schatz, Schlaf." The Hans Slawski Publishing House, Hamburg, has placed the Italian No. 1 hit, "Elegia a Gianello di Sabbi" with Te~lee in a record store in Germany on the original Telefunken or Decca.

Conni Stevens picked out tunes for her first German recording. The first one, the evergreen "Liebesleid," has already been recorded with Werner Muller in Berlin on Telefunken.

Elne Sings German

Norman Grafe, Ella Fitzgerald and the chief of the German distribution firm, Bernhard Mikulski, spent a few days in Berlin, and then flew to England, where they will give concerts with Russian and international song repertoire in all big Soviet towns, accompanied by the orchestras of Radio Moscow. His films "Gittern der Liebe" (Guitars of Love) and "Strassen-Schwaden" (Street Swingers) were listed on place no. 9 on the foreign film best-sellers, and his songs have been elected No. 4 on popular foreign artist in that country.

A sensational sales result is reported by Polydor distribution of Deutsche Grammophone, a new LP "Freddy Auf Hoher See," featuring the project of Bobby Troup. Within the first four weeks after release, 35,000 copies have been sold. This means an absolute climax in the pop LP sales field during the last years in Germany.

EIRE

Pye Wagons Speed Delivery

By KEN STEWART
Dublin Evening Mail

Pye Records now operating from their Dublin offices, under the direction of their newly appointed manager, John Woods. His predecessor, J. Kavanagh, has joined Pye in New Zealand. The van service, as present operating in Dublin only, may be extended to other parts of the country before long. This service should greatly speed up delivery. Slow delivery is one of the Irish markets major headaches. Although sales of Pye albums have increased in Ireland, there has been talk of a change in the market.

Bing Crosby, currently filming in England, spent a day in Dublin last week. He has three years' hell wind up his singing career. Bing was due to play in a charity golf match on September 15, but at the time of writing this had been postponed.

MEXICO

Victor to Release Hot Connors Disk

By OTTO MAYER-SERRA
Editor, Audiomusica
Apartado 8666, Mexico City

Last month, at year's end, the series "Tighten Up" with Victor in its hands, the ABC has been the most successful in the history of the genre. It is devoted in Spanish under the title "La Estructura de una Historia," has received by the Mexican public and the critics of radio, television and newspaper. Victor is now shopping TV-disk appeal before packed houses in Mexico City and two night clubs. Shortly, RCA will bring out a single, in which Connors recorded "Thank You," a new song by Russian composer "Love-est-til." RCA's ranchero singer Julio Cesar recorded "En Chopita que se" (The Giggling Girls of Santa Cruz and Brazil's top song "Amor de Navidad," the latter in calypso- rhythm. RCA's record sellers Dino and Alberto Vasquez recorded "Cinderella" and "Here Comes Your Man Brother," in Spanish, their first LP released by the Mexican publisher since the first LP released by the Mexican publisher since the first German LP released in Mexico. The RCA's top-selling artists for three months with "Enchanted." The trade calls the RCA new LP "all the rage." The RCA's new LP "all the rage." The RCA's new LP "all the rage.

MEXICO

Puerto Rico

Rafael Munoz Dies at Age 61

By TONY CONTRERAS
26 Cortadita St. Santurce, P.R.

Rafael Munoz, beloved Puerto Rican bandoneonist of the New York and New Haven orchestra, died at his home on Saturday, September 7. He would have been 61 years of age three days later.

Munoz had been an accomplished musician (trumpet, saxophone, flute) playing his instrument for over 20 years. He was born in San Juan, Puerto Rico, New York in the 20th century. Munoz formed his band, Los Moritos, in the 1920s. His bandmates included many of today's leaders of Latin dance bands: Nicas, Morenos, Pedro Torres, Miguelino Miranda, the Gonzalez Brothers, and cellist Jose Luis Momoro.

Munoz was also among the founders of the Puerto Rican Music Education and its first president.

Munoz and his orchestra were among the groups that toured the United States and Cuba throughout the 1920s. It was nothing unusual to see a muerto today playing for the Puerto Rican band, an old band, or a local hotel balcony, or even a local stage, or even a children's dance to the strains of bolero "Clavichaus" by Munoz.

He recorded for several labels during his career, with the old Escombro Orchestra are on the RCA Victor catalog. The RCA Victor catalog is among the biggest selling labels in the world. Munoz was the founder and director of the famous Choir and Glee Club of the University of Puerto Rico.

Puerto Rican cumpladonista, resident of Mexico. This is a co-production by Munoz and his son, Rafael Munoz, Jr., a professional vocal and another son, Munio. Also a third son, Munio, Jr., a leading guitarist and composer, has been a member of the band. Munoz Jr. is a member of the band, and the director and founder of the famous Choir and Glee Club of the University of Puerto Rico.

Rossita Quijanoz, a resident of Mexico. This is a co-production by Munoz and his son, Rafael Munoz, Jr., a professional vocal and another son, Munio. Also a third son, Munio, Jr., a leading guitarist and composer, has been a member of the band. Munoz Jr. is a member of the band, and the director and founder of the famous Choir and Glee Club of the University of Puerto Rico.

Nippon Victor entered into a new long-term business relationship with Zenon Gakki (All Tone Instruments)'s parent company, manufacturer of musical instruments. The relationship with Zenon Gakki will double the current monthly production capacity to 40,000 units by the end of the year, with electric pianos and organs added to the line.

Nippon Victor will undertake all the manufacturing for Zenon Gakki and is expected to make some investment in the very near future.

A new look in the October 1 issue of October 1 issue of L.P. featuring Frank Sinatra, Ella Fitzgerald and Johnnie Ray, was also included by Victor.

Clair West and others with music from films in which the late Gary Cooper starred, "Casablanca," "Love is a Many Splendored Thing," and "Hospital." Vinyl records of Gary Cooper will be included in the newly released Healing United Nations Peace Force "Voice of America" series.

"Rafael Munoz" by Victor to the tune of the late Ernst Heinemeyer.
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PICKWICK INTERNATIONAL, Inc., Pickwick Building, L. I. C. (O), N. Y.

*Other popular Pickwick labels include Cricket Children’s Records, Family Hour, Bronze, International Award Series, Off-Broadway and Design-Compatible Fidelity.
Top LP's by Category

To help dealers buy and control properly display LP's, and to help buyers determine what is available, we present here the 200 Best Selling LP's by category. These LP's, released in 1961, are listed in order of sales success. These LP's are among the best sellers in the industry. To enhance your cataloging efforts, these LP's are on the charts nine weeks or less.

Vocal LP’s

**TITLE**

| #1 Elvis (Elvis) | #2 Jim Reeves (Jim Reeves) | #3 Mickey Gilley (Mickey Gilley) | #4 Jim Reeves (Jim Reeves) | #5 Jim Reeves (Jim Reeves) | #6 Jim Reeves (Jim Reeves) | #7 Jim Reeves (Jim Reeves) | #8 Jim Reeves (Jim Reeves) | #9 Jim Reeves (Jim Reeves) | #10 Jim Reeves (Jim Reeves) |
|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|

**INSTRUMENTAL LP’s**

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**Comedy LP’s**

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**Classical LP’s**

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**Hymnals**

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**Highlights**

- **VOLCANO**
  - *Elvis Presley* (Elvis Presley)
- **SUNSHINE**
  - *Johnny Cash* (Johnny Cash)
- **SONG OF THE WEEK**
  - *Billie Holiday* (Billie Holiday)
- **SPOTLIGHT ON THE WEEK**
  - *Chuck Berry* (Chuck Berry)

**NEWS:**

- *Bill Haynes* (Bill Haynes)
- *Elvis Presley* (Elvis Presley)
- *Bob Hope* (Bob Hope)
- *George Burns* (George Burns)

**SPOTLIGHT ALBUMS OF THE WEEK**

- *Dion and the Belmonts* (Dion and the Belmonts)
- *The Four Tops* (The Four Tops)
- *Leiber & Stoller* (Leiber & Stoller)
- *Jimi Hendrix* (Jimi Hendrix)
- *Bob Dylan* (Bob Dylan)

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GOOD BUY! "YOUR LAST GOOD-BYE" FLOYD CRAMER
THE POP WORLD'S FAVORITE PIANIST COMES IN FIRST
AGAIN! FULL-COLOR SLEEVE, AVAILABLE IN COMPACT 33
AND 45 RPM. #7907. ORDER IT NOW. RCA
RCA VICTOR
The most trusted name in sound
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<th>Hot 100 - A to Z (Publisher-Licensed)</th>
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<td><strong>1</strong>  3  3  MICHAEL</td>
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<tr>
<td><strong>2</strong>  6  23  31 TAKE GOOD CARE OF MY BABY</td>
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<td><strong>3</strong>  7  15  21 MY TRUE STORY</td>
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<td><strong>4</strong>  8  10  12 HURT</td>
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<td><strong>5</strong>  4  5  6 YOU DON'T KNOW WHAT IT'S LIKE</td>
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<td><strong>6</strong>  2  1  2 WOODEN HEARTS</td>
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<td><strong>7</strong>  11  19  26 DOES YOUR CHEWING GUM LOSE ITS FLAVOR</td>
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<td><strong>8</strong>  14  28  33 WHO PUT THE BOMP IN THE BUMP</td>
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<td><strong>9</strong>  15  26  1 LITTLE SISTER</td>
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<td><strong>10</strong>  10  11  14 AS IF I DIDN'T KNOW</td>
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<td><strong>11</strong>  16  29  49 CRITIN'</td>
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<td><strong>12</strong>  21  32  42 THE MOUNTAIN'S HIGH</td>
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<td><strong>13</strong>  23  34  46 WHEN WE GET MARRIED</td>
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<td><strong>18</strong>  24  35  48 A LITTLE BIT OF LOVE</td>
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<td><strong>22</strong>  54  33  76 BIG COLD WIND</td>
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<td><strong>23</strong>  41  52  78 MORE MONEY FOR YOU AND ME</td>
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<td><strong>24</strong>  29  31  34 I'LL NEVER SMILE AGAIN</td>
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<td><strong>30</strong>  38  42  56 IT'S GONNA WURE OUT FIRE</td>
</tr>
<tr>
<td><strong>31</strong>  23  48  55 LET ME BELONG TO YOU</td>
</tr>
<tr>
<td><strong>32</strong>  44  59  69 JIMMY WITHERSPOON</td>
</tr>
</tbody>
</table>

| **67**  YOU MUST HAVE BEEN A BEAUTIFUL BABY | 2  |
| **68**  KISSIN' ON THE PHONE | 2  |
| **69**  LOVERS' ISLAND | 5  |
| **70**  I'M GONNA BE A ROCKSTAR | 13 |
| **71**  I WANNA BE A LIVEBAND | 16 |
| **72**  EVERY BREATH I TAKE | 4  |
| **73**  LET THE FOUR WINDS BLOW | 16 |
| **74**  TRANSPORTER | 13 |
| **75**  SEAS OF HEARTBREAK | 16 |
| **76**  JEREMIAH PEACOKE'S POLY UNATTERED | 4  |
| **77**  HILLBILLY HEAVEN | 4  |
| **78**  THE ASTRONAUT | 4  |
| **79**  MAGIC MAN | 4  |
| **80**  MISSING YOU | 4  |
| **81**  PRETTY LITTLE EYES | 4  |
| **82**  WATER BOY | 4  |
| **83**  ROLL OVER BEETLEjuin | 4  |
| **84**  MY BLUE HEAVEN | 4  |
| **85**  HIT THE ROAD JACK | 4  |
| **86**  BABY, YOU'RE RIGHT | 4  |
| **87**  BABY, YOU'RE SO Fine | 4  |
| **88**  WIZARDS OF LOVE | 4  |
| **89**  WAKE UP LOVING | 4  |
| **90**  SWEET LITTLE | 4  |
| **91**  MUSIC, MUSIC, MUSIC | 4  |
| **92**  HOW AND FOREVER | 4  |
| **93**  STARLIT | 4  |
| **94**  TAKE FIVE | 4  |

| **95** 5 33 5 1 DON'T WANT TO TAKE A CHANCE | 9  |
| **96**  KEEP ON DANCING | 4  |
| **97**  LONELY STREET | 6  |
| **98**  I'M TELLING YOU | 8  |
| **99**  LET'S GET TOGETHER | 2  |
| **100**  REJOICE | 2  |
| **101**  SAD MOVIES (MAKE ME CRY) | 2  |
| **102**  THE WAY YOU LOOK TONIGHT | 2  |
| **103**  BRISTOL STOMP | 2  |
| **104**  ROMEO | 2  |
| **105**  STICK SHIFT | 2  |
| **106**  DONALD, WHERE'S YOUR JORDAN | 2  |
| **107**  CINDY | 2  |
| **108**  A LITTLE DOG CHEDDAR | 2  |
| **109**  BRIGHTEST, FINEST PINE | 2  |
| **110**  YOU'RE THE REASON | 2  |
| **111**  I (Love You) FOR SENTIMENTAL REASONS | 2  |
| **112**  THE CASH CASH | 2  |
| **113**  HUMAN COURAGE | 2  |
| **114**  MY DREAM COME TRUE | 2  |
| **115**  I DON'T LIKE IT LIKE THAT | 2  |
| **116** SWEET SWEET | 2  |
| **117**  PLEASE ME, POSTMAN | 2  |
| **118**  I LOVE HOW YOU LOVE ME | 2  |
| **119**  WELL, WELLA | 2  |
| **120**  ANNIVERSARY OF LOVE | 2  |
| **121**  CYCLONES | 2  |
| **122**  I CAN'T TAKE IT | 2  |
| **123**  (HE'S THE GREAT IMPOSTER | 2  |
| **124**  POOL STOMPIN' (Part 1) | 2  |
| **125**  YA YA | 2  |
| **126**  PITTER PATTER | 2  |
| **127**  IT'S YOUR WORLD | 2  |
| **128**  IMPOSSIBLE | 2  |
| **129**  SIGNED, SEALED AND DELIVERED | 2  |
| **130**  I LOVE YOU, TEL EL SHO | 2  |

| **131**  BUBBLING UNDER THE HOT 100 | 2  |

101 THIS TIME | 2  |
102 UNDO | 2  |
103 PLAY | 2  |
104 LITTLE RED | 2  |
105 I'M GONNA BE A ROCKSTAR | 2  |
106 BABY, YOU'RE RIGHT | 2  |
107 BABY, YOU'RE SO Fine | 2  |
108 WIZARDS OF LOVE | 2  |
109 WAKE UP LOVING | 2  |
110 SWEET LITTLE | 2  |
111 MUSIC, MUSIC, MUSIC | 2  |
112 HOW AND FOREVER | 2  |
113 STARLIT | 2  |
114 TAKE FIVE | 2  |
115 DON'T WANT TO TAKE A CHANCE | 2  |
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117 LONELY STREET | 2  |
118 I'M TELLING YOU | 2  |
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121 SAD MOVIES (MAKE ME CRY) | 2  |
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123 BRISTOL STOMP | 2  |
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141 CYCLONES | 2  |
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144 POOL STOMPIN' (Part 1) | 2  |
145 YA YA | 2  |
146 PITTER PATTER | 2  |
147 IT'S YOUR WORLD | 2  |
148 IMPOSSIBLE | 2  |
149 SIGNED, SEALED AND DELIVERED | 2  |
150 I LOVE YOU, TEL EL SHO | 2  |
COMING SOON! the most EXCITING ALBUM of the year with music from the GREATEST PICTURE of the year!

PLUS OTHER MOTION PICTURE AND BROADWAY HITS!

MUSIC FROM THE MOTION PICTURE
FERRANTE & TEICHER
CAMELOT
CARVIVAL
FANNY
GIGI
AROUND THE WORLD IN EIGHTY DAYS
THREE COINS IN THE FOUNTAIN

UNITED ARTISTS ALBUM
UAL 3166(MONO)
UAL 6166(Stereo)

THE PROUDEST NAME IN ENTERTAINMENT
729 SEVENTH AVENUE • NEW YORK 19, NEW YORK
### MONOURAL LP's

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist, Label</th>
<th>Week(s) on Chart</th>
<th>Previous Week's Rank</th>
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<tr>
<td>1</td>
<td>20TH CENTURY JUKEBOX</td>
<td>20th Century, Epic</td>
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<tr>
<td>2</td>
<td>TUMBLING TUMBLING TUMBLING FINGERS, FINGERS, FINGERS</td>
<td>King Records</td>
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<tr>
<td>3</td>
<td>BOY! BOY! BOY! BOY! BOY! BOY!</td>
<td>ABC-Paramount</td>
<td>15</td>
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<tr>
<td>4</td>
<td>SOMETHING FOR EVERYBODY</td>
<td>Epic Records</td>
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<td>5</td>
<td>TASHA SHAKE</td>
<td>Atlantic</td>
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<td>6</td>
<td>STARS FOR A SUMMER NIGHT</td>
<td>Capitol</td>
<td>15</td>
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<td>7</td>
<td>FLYING THE JAZZ</td>
<td>Dream Records</td>
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<td>8</td>
<td>THE BAND FROM MIDDLETOWN</td>
<td>MCA Records</td>
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<td>9</td>
<td>THE SIGN OF THE TIMES</td>
<td>United Artists</td>
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<tr>
<td>10</td>
<td>THE SONG OF MUSIC</td>
<td>Columbia</td>
<td>15</td>
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### STEREO LP's

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<th>Week(s) on Chart</th>
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<tr>
<td>3</td>
<td>THE BAND FROM MIDDLETOWN</td>
<td>MCA</td>
<td>15</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>STARS FOR A SUMMER NIGHT</td>
<td>Capitol</td>
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<tr>
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<td>Columbia</td>
<td>15</td>
<td>9</td>
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</tbody>
</table>

### Other Notes
- For week ending September 17, 1964.
Mr. Dealer: This is it!

Dot RECORDS

1961 FALL CATALOG PROGRAM

THE BIGGEST

PROFIT MAKING RECORD PLAN

BUY NOW AT A DISCOUNT AND TAKE 6 MONTHS TO PAY OF 1961

On a 100% Return or Exchange Guarantee!

HERE'S HOW IT WORKS

1. Select from the entire Dot catalog of LP and EP record albums, including current releases.
2. Order from your distributor no later than September 30.
3. Buy nine albums—get the tenth album free.
4. Six months of dated billing.
5. Pay 1/6 each month for 6 months. First payment due October 15.
6. Guaranteed 100% return or exchange on all merchandise purchased under this plan.
7. Merchandise cannot be returned until end of dated billing period.

ORDER NOW
<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist/Song</th>
<th>Label</th>
<th>Notes</th>
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<td>IN MY OWN QUIET WAY</td>
<td>Johnny Costa and His Orch.</td>
<td>SLP-3167</td>
<td>(Mono) SLP-3167</td>
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<tr>
<td>FIESTA IN GRANADA</td>
<td>D'Arque and The Vicente Martinez</td>
<td>SLP-2582</td>
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<tr>
<td>SOUTH PACIFIC BLOWS WARM</td>
<td>Bob Crosby and His Robsects</td>
<td>SLP-2518</td>
<td>(Mono) SLP-2518</td>
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<tr>
<td>CROSS COUNTRY SUITE</td>
<td>Buddy De Franco</td>
<td>SLP-2009</td>
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<td>THE MOVIES SWING</td>
<td>Jackie Cooper and His Combo</td>
<td>SLP-2518</td>
<td>(Mono) SLP-2518</td>
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<tr>
<td>LONNIE DONEGAN</td>
<td>Featuring - Do Re Mio</td>
<td>SLP-3184</td>
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<td>GUITARRA EXOTICA</td>
<td>George Cortes</td>
<td>SLP-3184</td>
<td>(Mono) SLP-3184</td>
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<td>BOB CROSBY'S GREAT HITS</td>
<td>Bob Crosby</td>
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<td>THE HOUSE OF BLUE LIGHTS</td>
<td>Eddie Costa</td>
<td>SLP-3206</td>
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<td>WHAT'S MY LINE</td>
<td>John D'Angelo</td>
<td>SLP-3183</td>
<td>(Mono) SLP-3183</td>
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<td>THE FAMED SONGS OF NOEL COWARD AND IVOR NOVELLO</td>
<td>Noel Coward and Ivor Novello</td>
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<td>LIVIN' WITH THE BLUES — BARTERA DANE</td>
<td>Barbara Dane With Earl Fatha</td>
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<td>Bob Crosby and His Robsects</td>
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<td>DON, DICK &amp; JIMMY</td>
<td>Don, Dick and Jimmy</td>
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<td>PORGY AND BESS</td>
<td>Bob Crosby and His Robsects</td>
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<td>TEQUILA</td>
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<td>A VISIT WITH THE FONTANE SISTERS</td>
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<td>FIELDS &amp; DREAMS</td>
<td>Frank Fields and His Orch.</td>
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<td>RITA FORD MUSIC BOXES</td>
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<td>LET'S HAVE A PARTY</td>
<td>Irving Fields</td>
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<td>JACK FINA PLAYS BOOGLIE WOOGIE</td>
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<tr>
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<td>GREAT HITS IN BOOGIE WOOGIE</td>
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<td>GILBERT &amp; SULLIVAN RESTyled</td>
<td>Jerry Dean Singers and Mammy Album</td>
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</table>
“FIRST NIGHT” GLAMOUR BUILDS PLAY!

NEW TOP TALENT AMI “100”

POTENT PLUGIN FOR THE LOCATION

Headliners of the music and entertainment world help you boost location revenue when you feature their names, record jackets and song titles on the selector panel of the AMI “100.” And you do the choosing from the wide range of selections now available on 33 1/3 rpm stereo singles.

Programming with the AMI Top Talent “100” is completely flexible!

STEREO ROUND!

Exclusive AMI Stereo Round brings full-range stereo beauty to every patron, without the use of remote speakers. No other coin-operated phonograph provides this major advancement.

Another Star Performer
THE AMI “200”

Genuine diamond stylus standard equipment on both “100” and “200” models.

See Your AMI Distributor or Write
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18 S. Michigan Avenue, Chicago 2, Ill.
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by every measurement of reader and advertiser value

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

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New York · Washington · Great Barrington · Cincinnati · Chicago · St. Louis · Hollywood
TOP MARKET BREAKOUTS

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

NEW YORK
- I CAN'T TAKE IT
  Mary Ann Fisher, Seg-way
- I DON'T LIKE IT LIKE THAT
  Bobbi Lites, Gone
- IMPOSSIBLE
  Bobbi Lites, Gone
- YA YA
  Lee Dorsey, Fury

CHICAGO
- I LOVE HOW YOU LOVE ME
  Paris Sisters, Gregmark

LOS ANGELES
- YA YA
  Lee Dorsey, Fury
- SWEETS FOR THE SWEET
  Drifters, Atlantic

PHILADELPHIA
- BACK TO THE HOP
  Danny and the Juniors, Swan

SAN FRANCISCO
- DRUMS
  Kenny Chandler, United Artists

CLEVELAND
- (HE'S) THE GREAT IMPOSTOR
  Fleetwoods, Dalton

SEATTLE
- I LOVE HOW YOU LOVE ME
  Paris Sisters, Gregmark

NEW ORLEANS
- A VERY TRUE STORY
  Chris Kenner, Instant
- YA YA
  Lee Dorsey, Fury
- BERLIN MELODY
  Billy Vaughn, Dot
- RIDERS IN THE SKY
  Lonnie Williams, Dot

ATLANTA
- JUST OUT OF REACH (of My Two Open Arms)
  Solomon Burke, Atlantic
- YA YA
  Lee Dorsey, Fury
- SWEETS FOR THE SWEET
  Drifters, Atlantic

MINNEAPOLIS-ST. PAUL
- BAD MOVES (Make Me Cry)
  Lennon Sisters, Dot

BEST BUYS IN RECORDS

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

POP

*YOU MUST HAVE BEEN A BEAUTIFUL BABY, BOBBY DARIN....
(Emid, ASCAP) by 852

YEARS FROM NOW, JACKIE WILSON....
(Marvin, BMI) by 852

EVERY BREATH I TAKE, GENE PITNEY....
(Aiden, BMI) by 852

* JEREMIAH PEABODY'S POLY UNSATURATED QUICK DISSOLVING fast action pleasant tasting green and purple pills
RAY STEVENS....
(Leader, BMI) by 852

*THE ASTRONAUT, JOSE JIMENEZ....
(Bill Davis, ASCAP) by 852

C&W

*I WENT OUT OF MY WAY, ROY DRUSKY....
(McCord, BMI) by 852

R&B

*BRIGHT LIGHTS, BIG CITY, JIMMY REED....
(Comet, BMI) by 852

Reviews of New Singles

The pick of the new releases: Spotlight Singles of the Week

Conner Francis
- HOLLYWOOD (Acuff-Rose, BMI) (2:29) — CHR (MY)
- DREAMBOAT (Acuff-Rose, BMI) (2:49) — Here are two song sides by the fast-selling throat. Both tunes are country-flavored items penned by John D. Loudermilk. "Hollywood," which has a slight edge, is a bluey rhythm-rocker with good tenor-sung lyrics. Flip is a relaxed blue ballad. Standout performances. MGM 13203

Adam Wade

Floyd Cramer
- HANG ON (Cigma, BMI) (2:45) — YOUR LAST GOODBYE (Cigma, BMI) (2:23) — Two more power-packed items from one of the top-flight keyboard man. First is a lively up-beat tune featuring a highly unusual rhythm. Second is a poignant ballad which, like the first, spotlights plenty of fine Cramer piano work.

Judy Garland
- ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY (Harms, ASCAP) (2:09) — ZENZ ENZ THE STRINGERS OF MY HEART (Harms, ASCAP) (2:17) — Two dynamic tracks from the songstress "Judy at Carnegie Hall." Both sides feature the girl's expressive and expansive voice, and both can be expected to garner wide airplay.

Little Caesars and The Romans
- MEMORIES OF THOSE OLDIES BUT GOODIES (Marviska, BMI) (2:38) — FEVER (Lola, BMI) (2:45) — Caeser and the group put two good sides back to back here. First is a follow-up to their recent smash same in the same teen genre. The second side is a relaxed treatment of the Little Willie John hit that also scores.

HeLEN Shapiro
- YOU DON'T KNOW (Edward B. Marks, BMI) (2:43) — The British Flame, BMI) (2:33) — Two mostly contrasting sides from one of the hot new acts of 1962. The first, a semi-light R&B that has a lot of razzle dazzle, and the second, a hard-driving song which, like its title, is a real melange of styles.

The Majesties
- OASIS PART II (Czar, BMI) (2:10) — Here's a side with drums pounding with trailing harmony, Wild guitar and assorted other colorings which needs a lot of airplay.

Country

The Lonely Brothers
- HOW'S THE WORLD TREATING YOU (Acuff-Rose, BMI) (2:39) — IT HURTS ME MORE (The SECOND TIME AROUND) (Tree, BMI) (2:36) — Two fine sides, with the first—so far the marks the debut of the new coupling team of Bouleff's Bryant and Cottn Atkins—a strong, emotional ballad with pop overtones. The flip is more in the traditional groove and solid for that market.

George Hamilton IV
- TO YOU AND YOURS (Tree, BMI) (2:41) — Hamilton turns in a powerful hunk of country plucking on the tellin' country ballad. Two old sweethearts are getting married but to other parties. From the album "To You and Yours." Watch this one. It has a chance. RCA Victor 7934

Hank Snow
- I KNOW (Pamper, BMI) (2:53) — THE RESTLESS ONE (Hank Snow, BMI) (2:53) — Two mostly contrasting sides by the great Canadian country chanter. On top is a warm ballad, delivered in meaningful tones. Flip has a "train" styled rhythm and it's in the traditional groove. Either way here.

RCA Victor 7933

Continued on page 54
"BACK TO THE HOP" and "THE CHARLESTON FISH"

BY DANNY and the JUNIORS

Swan 4082

PHONE: Howard 5-3700

1703 Jackson Street
Philadelphia, Penna.

SEPTEMBER 11, 1961

BILLBOARD MUSIC WEEK

"IS SWINGING WITH 2 BIG SIDES!"

THE pick of the new releases:

**SPOTLIGHT SINGLES OF THE WEEK**

Strongest sales potential of all records reviewed this week.

*Continued from page 53*

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**SPECIAL MERIT SINGLES**

The following records have been picked for outstanding merit in their various categories because of the appearance of The Billboard Music Staff, who deserve applause.

Pap Pop Talent

LOU RAWLS

**THAT LUCKY OLD SUN** (Robbins, ASCAP) (2:07)

**IN MY HEART** (Capps, BMI) (2:23)

**STRONG SALES POTENTIAL**

POPULAR

DEL AND THE ESSENTIALS

**DOWN IN THE SWING OVER MON-MAY**


JERRY LEE LEWIS

**LET THE Last Days for Mona**

- A smash hit on the airwaves, this record features Lewis on the infectious rhythm of "Roll, Call, and Roll." (Mona, ASCAP) (2:30)

SANDY NELSON

**Let There Be Drum-EMPIRE**

- A record of this week's most exciting instrumental, it features Sandy Nelson on drums and percussion. (Empire, ASCAP) (2:24)

RITCHIE ADAMS

**From a Heart to a Heart-DUL- TONE 1011**

- A fresh Latin rhythm made popular by Ritchie Adams, this record features a Latin rhythm with a driving beat. (Dulcie, ASCAP) (2:24)

BILLY ALLEN

**What Took You So Long—Arma**

- A classic rhythm of the week, featuring Billy Allen on an interesting instrumental arrangement, blending horns and a guitar, a classic rhythm and blues song. (Mona, ASCAP) (2:28)

CARL DORRINS JR.

**I'm Just a Believer—DECCA 3132**

- A classic rhythm of the week, featuring Carl Dorrins Jr. on an interesting instrumental arrangement, blending horns and a guitar, a classic rhythm and blues song. (Mona, ASCAP) (2:28)

**FOLK**

**DINAH**

- Dinah Washington's new album features a wide variety of musical styles, the hit single, "Dinah," and several other popular songs. (Decca, ASCAP) (2:07)

**ANNIE**

- Annie Ross's new album features a wide variety of musical styles, the hit single, "Annie," and several other popular songs. (Decca, ASCAP) (2:07)

**SPECIAL MERIT SINGLES**

**YOU LET ME IN**

- A classic rhythm of the week, featuring you on an interesting instrumental arrangement, blending horns and a guitar, a classic rhythm and blues song. (Mona, ASCAP) (2:28)

**CROSSING**

- Crossing's new album features a wide variety of musical styles, the hit single, "Crossing," and several other popular songs. (Decca, ASCAP) (2:07)

**ROOS**

- Roos's new album features a wide variety of musical styles, the hit single, "Roos," and several other popular songs. (Decca, ASCAP) (2:07)

**JONES**

- Jones's new album features a wide variety of musical styles, the hit single, "Jones," and several other popular songs. (Decca, ASCAP) (2:07)

**FOLK**

**ARMS**

- Arms's new album features a wide variety of musical styles, the hit single, "Arms," and several other popular songs. (Decca, ASCAP) (2:07)

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FARON YOUNG'S BACKTRACK
C/W
I CAN'T FIND THE TIME
NO. 4616

CAPITOL RECORDS

SELLING EVERYWHERE
**Honor Roll of Hits**

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

**RECORDINGS AVAILABLE**

(For Selling Record Listed in Bold Face)

<table>
<thead>
<tr>
<th>Name</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>Michael</td>
<td>Highwayman</td>
<td>United Artists 2016</td>
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<tr>
<td>True Story</td>
<td>Jive</td>
<td>1956</td>
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<tr>
<td>Hurt</td>
<td>By J. Ceremony</td>
<td>Mercury 3441</td>
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<tr>
<td>Good Care of My Baby</td>
<td>King Oliver</td>
<td>Aloma 100</td>
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<tr>
<td>Wooden Heart (I Miss You)</td>
<td>King Oliver</td>
<td>Aloma 100</td>
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<td>Rosie and the Tomcats</td>
<td>Beauty Lewis</td>
<td>Harlem 1937</td>
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<tr>
<td>You Don't Know What You're Gonna Get (Until You Lose It)</td>
<td>Henry D. Byrd</td>
<td>Republic 100</td>
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<tr>
<td>10 Without You</td>
<td>Johnny Tipton</td>
<td>Columbia 1940</td>
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<tr>
<td>When We Get Married</td>
<td>Benny Goodman</td>
<td>Decca 1937</td>
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<tr>
<td>Put the Bomp (in the Bomp, Bomp)</td>
<td>Barby Mertz</td>
<td>Decca 1938</td>
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<tr>
<td>Little Sister</td>
<td>Duke Farnum</td>
<td>Columbia 1938</td>
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<td>I Felt Like I Saw</td>
<td>Inky Davis</td>
<td>Decca 1940</td>
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<td>i Fall to Pieces</td>
<td>Harry Stewart</td>
<td>Columbia 1940</td>
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<td>Cry</td>
<td>Roy Orbison</td>
<td>Mercury 1940</td>
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<tr>
<td>The Mountain's High</td>
<td>B. Johns</td>
<td>Decca 1940</td>
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<tr>
<td>Marie's the Name</td>
<td>Duke Farnum</td>
<td>Columbia 1940</td>
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<tr>
<td>I Just Don't Understand</td>
<td>Mel Torme</td>
<td>Columbia 1940</td>
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<tr>
<td>School Is Out</td>
<td>Decca 1941</td>
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<td>A Little Bit of Soap</td>
<td>B. Russell</td>
<td>Decca 1941</td>
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<tr>
<td>Big Cold Wind</td>
<td>Master Eight</td>
<td>Decca 1941</td>
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<td>Don't Bet Money Honey</td>
<td>Frankie and John</td>
<td>Decca 1941</td>
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<tr>
<td>Amor</td>
<td>Roy Hallison</td>
<td>Decca 1941</td>
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<td>More Money for You and Me Medley</td>
<td>Medley-Various</td>
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<td>I'll Never Smile Again</td>
<td>Both Lewis</td>
<td>Columbia 1941</td>
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<td>Last Night</td>
<td>Master Eight</td>
<td>Decca 1941</td>
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<td>Amor</td>
<td>Roy Hallison</td>
<td>Decca 1941</td>
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<td>Big Gleam</td>
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<td>More Money for You and Me Medley</td>
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<td>Never Smile Again</td>
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<td>Last Night</td>
<td>Master Eight</td>
<td>Decca 1941</td>
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<tr>
<td>Souza on Review</td>
<td>Eastman Wind Ensemble (Fanned)</td>
<td>Mercury 1941</td>
</tr>
</tbody>
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**SPECIAL albums of the week**

The pick of the new releases:

**Strongest sales potential of all albums reviewed this week:**

- Continued from page 32

**Bach Organ Favorites**

K. Peters Biggs, Columbia 7S 3651 (Stereo & Mono)

- This album of "Bach Organ Favorites" should be whiffed off the shelves in great haste since it's a real gem! The playing is impeccable and the organ sound resounding and vibrant, as is befitting a Bach Organ Favorites. The organ is housed in the Bach House in Princeton at Harvard University where this package was recorded. Selections include the Eternal Father, Toccata and Fugue in D minor as well as "Purcell in G Minor" and "Purcell in G Minor."

**Belling:**

Norma 3125

Maria Callas and Various Artists, Angel 3651 C

- This album of "Maria Callas and Various Artists" is another outstanding La Scala production, under the knowing hand of conductor Tullio Serafin, and features the singer in her usual role as which she made her American debut in 1954. The recording also features Franco Corelli, Christa Ludwig, Nico Zaccaria, Edita Vincello and Chris de Pelle. A performance of some of the best of the great Gershwin songs with a 30-page booklet of English-Latin libretto and notes on the work and the artists.

**Rubinstein: Chopin E major:**

Arturo Rubinstein, RCA Victor LD 2054-

An outstanding production. Here are two of the most popular works of the Polish composer, and in a manner that's bound to appeal to piano music lovers. The Rubinstein name and performance in itself is a guarantee and the set is a veritable one. Beyond this, there is an affable brochure enclosed with the set. It's a historical story of the Chopin legend. Connoisseurs will certainly grab for this set over most others available of either work.

**Brahms: Concerto for Violin and Cello:**

Hefetz, Plusgursh, RCA Victor LD 2153-

With artists of such high caliber as Hefetz and Plusgursh, how could it be otherwise? Pathetique, there is no question of meeting the technical demands of the master, the maestro masters of Beethoven's master, the maestro masters effortlessly capture the full romantic and lyrical qualities of the Brahms double concerto. Alton Wallis, conductor, also contributes to the well-integrated performance. There are other excellent renditions, but this album, one of RCA Victor's 25th anniversary series, is certainly one of the best interpretations available.

**Country & Western Low Price**

The Southern Caneboll

Hank Snow, RCA Camden CDL-680-

A great-liked priced package, with only an average price, in this field should drive that the disk contains a batch of great performances, some of the tunes being the Jammies' most beautiful traditions such as "Blue Eyes on a Rainy Day." Others, like "Southern Caneboll" and "There Wasn't an Organ at Our Wedding," are also powerful.

**Tale of Peter Rabbit:**

Vivien Leigh, Budding 14344-

Parents will be more attracted by the name, Vivien Leigh, than by the letter, but, the letter should be eminently happy with this delightful telling of the children's classic and beloved, one that has not been dead to death on disks. Miss Leigh tells the story of Peter Rabbit with a voice that is as musical as the story is directed by the well-known masquerade, Cyril Ormrod. An excellent production with a simple, effective cover.

**Stereo Action Goes Hollywood**

Marly Gold and His Orchestra, RCA Victor L-3281 (Stereo)- A companion piece of sorts to the recently released "Stereo Action Goes Broadway" set by Dick Schory, this set is an all-out effort to combine the versatile arranging skill of Marly Gold, employing three interesting instrumental ensembles in playing his songs from the Hollywood movies music melle, Spatial and movement effects are highly realistic and should command plenty of attention. Die-cut cover can also get its share of interest.

**Band**

Sousa on Review

Eastman Wind Ensemble (Fanned), Mercury 7R 0284

- A fine collection of march band music written by John Philip Sousa. The Eastman wind ensemble swings into the martial spirit of the music with much enthusiasm. The playing is lively and the selections are top-flight. Among some of the 12 tracks are "Golden jubilee," "The National Game," "Pride of the Wolverines," and "The Rifle Regiment." (Continued on page 50)
The Record that Started it all
THE ORIGINAL!
A NEW STAR
SUE THOMPSON

"SAD MOVIES"
(Make Me Cry)
Written by John D. Loudermilk

"NINE LITTLE TEARDROPS"
Hickory 1153

Hickory Records
3310 Franklin Road
Nashville 4, Tennessee
• Reviews of New Albums

Continued from page 56

**STRONG SALES POTENTIAL**

I HAVE DREAMED

Terry Moore & Monmart—This star's expressive, tuneful
tunes come across as the emotionally charged em-
peror of romantic standards and melo-
drama. The instrumentals are well-
played and dramatic in their own right.

THE KIRBY STONE FOUR AT PIANO PLAYS COOL

Columbia CS 4464 (Steele & Monmart)—Kirby Stone
four should get a kick out of this in-person perfor-
mance at Chicago's Plaza 41 Club. The act is assisted
by the group's well-known repertoire complete
with their simple stage setup. Another
highlight is the group's vocal harmonies.

MODERATE SALES POTENTIAL

THE MILLS BROTHERS GREAT SONGS OF 40s & 50s

Dot DLX 2556 (Steele & Monmart)—No one can
match the Mills Brothers in their top selling
recordings of the '40s and '50s. Their
harmonies are as tight as ever, and their
performances are as emotional as always.

FABULOUS SONGS OF THE 40s & 50s

Steele & Monmart—Steele's deep voice gives
this album a special touch. The arrangements
are well-executed and the performances are
consistent throughout.

ALOY HENRY REY: HIS GREATEST HITS

Dot DLX 2550 (Steele & Monmart)—Rey's
collections of his greatest hits are always a
success. This album is no exception, with
Rey's powerful vocals and memorable
arrangements.

FIREHOUSE FIVE PLUS TWO LP

Artie Shaw—This album features some of Shaw's
most well-known and popular pieces. The
arrangements are unique and the performances
are top-notch.

LP REVIEW POLICY

All albums reviewed by Billboard Music Week are
reviewed by our staff. Our reviews are
independent and unbiased. We strive to
provide the most accurate and helpful
reviews to our readers.

SPOTLIGHT SPOTLIGHTS

Have you noticed any strong performances of
selected albums that have been reviewed during
the week and are available to the Top LP
charts? FOUR-STAR albums are those with
strong sales potential. All Spotlight and Four-Star
albums are also highlighted by the full Reviewing
Panel, and descriptive reviews are published
for them.

HAYLEY MILLS

'LET'S GET TOGETHER' SHOW, 
single released by Polydor in 1961. 

Copyrighted material
LISTEN...
THEY'RE PLAYING
OUR HIT SONG

LESTER LANIN PLAYS THE MADISON AVENUE BEAT
(58 radio & tv commercials—fun to guess which is which—great for dancing)
Did we say commercial? You bet we did! The most commercial Lanin album yet and really catching on. Loads of publicity already working for you. Cash in on the 15% discount in effect till Sept. 16th. And while you're ordering (LN 3796/BN 603*) ask your Epic distributor about the exciting Lanin window display contest.
**NEW RELEASES**

**DRIVE ME HOME**
WEED'S AUTO
NEED YOUR LOVE SO BAD
Willie John Law

**SE-X-SHIN**
TOM T. TOWNE
I'M TOTALLY BOUND
Teddy King 12432

**I LOVE YOU, YES I DO**
JUST YOU AND ME DARLING
James Brown 5547

**YOU GOT THE RIGHT IDEA**
MIND YOUR OWN BUSINESS
Eugene Church 5454

**GEE GEE BABY**
IT'S Nice I Told You Again
WALK GINNY WALK
Lanny Johnson 3000

**DRAG CAST OFF**
ALL MERCHANTS AVAILABLE
HAM-MIL TRADING CORP.
1320 N. Broad St., Philadelphia 21, Pa.
Phone: Tipton 3-0925

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**FULL SPEED AHEAD**
HIT THE ROAD JACK
RAY CHARLES

**AWFUL HIT**
I WON'T ASK YOU
b/w Darlena
TONY ROSSINI

**JUST BE SURE**
OUT OF REACH
OF MY TWO OPEN ARMS
SOLMON BURKE ATLANTIC

---

**REVIEWS OF NEW SINGLES**

*Continued from page 54*

WALTER ALFORD
Glow Baby---*** Baby Boy---GAMUT 274

FREDDIE EPPI
*** You Better Look at Yourself---BROOKLYN 275

EDMUND ROB & HIS ORCHESTRA
*** I'm in the Heart of Texas---*** My Old Kentucky Home---LON 219

THE MILLS BROTHERS
*** You Can Take Care of Your Own---*** I'll Take Care of Your Own---DIN 209

LARRY STANTON
*** You Must Love Noise---SAPEN 204

JOLIET MARVEL
*** Because I Want You---*** In My Heart---DIN 210

THE ATLANTICS
*** Real Men---*** Everything In Goin' All Right---KING 211

BILL KEEN
*** In The Louisiana---*** Don't Call Me---LESLEE 1322

MICKEY GILLES
*** You Ever Love---*** Valley of Tears---SARRA 118

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**STRENGTH SALES POTENTIAL**

SPIRITUALS

ARGO SINGERS
*** That's How I Know Jesus---*** Jesus Knows Sure--VJEE 905

SWAN SILKTONES
*** I'm All Over My Way---*** I'll Be Over My Way--VJEE 904

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**HIT THE ROAD JACK**
RAY CHARLES

**LOSER**
I WON'T ASK YOU
b/w Darlena
TONY ROSSINI

---

**PARIS NIGHT**

COUNTRY & WESTERN

JIM HARDEN
*** That's From Away From My Angel---*** No Sunshine GIRL-EVE 201

THE COUNTRY GENTLEMEN
*** Just When the Sun Comes---*** I Know I've Got You-CHARLOTTES 05:58

CRAIG MARSHALL
*** Just Doin' Back---*** I Know I've Got You-CHARLOTTES 05:58

---

**UNHAPPY PERSON**

CHUCK (TQDO) MO

EL DREWCKEN
*** Mr. Crank---*** Rockin' Bum---ARCTIC 170

BROOKHOUSE
*** Don't Let Me Go---*** I've Seen Better Days---HARRIS 203

B. ROBINS
*** I Know---*** That's All I Am---MINT 230

CHARLES JAMES
*** I Need Love---*** Underwoman Blues---HAC 932

DARYL MURPHY
*** I Know---*** Love Yourself LON 184

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**LIMITED SALES POTENTIAL**

THE AERONAUTS
*** Last Night---*** Try It Again---TRIAL 3212

VAL EVERSOT
*** It's All Right---*** For We Know---VAL 201

THE PROSPECTORS AND JOANNE
*** The Wayward Wind---*** The Wayward Wind---MGM 102

MARTY MCDERMOTT
*** Last Love---*** Queen 2000

JIMMY ROOKE
*** The Best---*** The Best of Both---CUBA 1492

CHARLES JAMES
*** I Want---*** Rockin' Chair---ZAL 100

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**CAUCASIAN RELEASES**

**COUNTRY & WESTERN**

DICK ROBBINS
*** I'm Married---*** The Girls Were Angry---RCA 254

HAPPY HARVEY THOMPSON
*** lonely---*** Hold On To Me Darlin'---ALLSTAR 721

BOB WHITE
*** Live---*** The States Walked In---EML 320

THE JADES
*** What Made Magda Miss---*** ADDISON 1445

RORY GALLAGHER
*** That's What Makes Men---*** CHAS 100

BRENDAN WALL
*** One of These Days---*** But You Never Know---BRENDAN 2016

JIM SOUTHERN
*** Talkin' to Angels---*** Where Is the Moonlight---RALL 192

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**MUSIC AS WRITTEN**

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**PITTSBURGH**

Cee Cee Joy, local songstress whose latest Columbia release is "Drinlin' Around," has been booked into Connie Costello's Beverly Hills club late this month... Andy Williams is "Drinlin' Around," has been booked into John Peter's Holiday House October 20 for nine days, with Connie Francis set for the same club November 13. Andy Griffith, who will be closing a national tour for Capitol here, will begin the United Fund Drive dinner that night over all Pittsburgh TV and radio outlets. The Lineup will feature an all-star cast of Broadway stars. September 20 under the auspices of Henry Fordham, Ferre Pittsburgh songwriter Sammy Myers report that the Everymen have taped his item, "Mention My Name in Shadybogs," for Warner Bros. Lenny Martin and Lou Guarino report that Maxy Joe's future specials will be released nationally by their own Robin label instead of through Liberty Records. Her next will be "Take a Word" backed with "Jumpin' Jack" for releases next week... Dick Blanchard, the Channel 4 "Handstand" host, a.d.rt. the Val, a quintet from nearby McKeesport, at the local Recording Service Studio. They have taped a script, Bothered and Bewildered" coupled with "Aye, Aye, Aye." Dick Williams spent a day here, September 5, plugging his new Capitol LP, "Two Sides of Love," and was hosted at a Penn-Western cocktail party by Capitol branch manager, Roger Kirkner.

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**CADEMON SETS FIRST LP DEAL**

NEW YORK — Cademoton Records, well-known Kingpin in the popular folk field, has introduced its first dealer bonus plan—calling for one free disk for each 10 purchased—in its history. The move is designed to cash in on the upcoming annual migration of students back to school and college. Program has started Friday (1), disks runs to September 30. All merchandise in the catalog is available under the deal.

**NO POSTAL HIKE ON RECORDINGS**

WASHINGTON — The re- newed possibility last week of a action on a bill to raise postal rates will not affect the first dealer bonus plan—calling for one free disk for each 10 purchased—in its history. The move is designed to cash in on the upcoming annual migration of students back to school and college. Program has started Friday (1), disks runs to September 30. All merchandise in the catalog is available under the deal.
Sales are soaring... and here's the reason why. MERCURY captures the whole, wide, wonderful world of sound and reproduces it with dazzling fidelity. And MERCURY has the names... names like Clebanoff, Cugat, Carroll, Quincy Jones, Mooney, Fennell... playing the best in contemporary music. Be sure you have the entire PPS library in stock. Your customers will keep asking for them.

only Mercury gives all 3!

*Stereo releases PPS-6000 series—stereo PPS 2000 series—monaural

- Pete Rugolo. Ten Trumpets and 2 Guitars. PPS-4006/PPS-2016
- Frederick Fennell Conducts Gershwin. PPS-4004/PPS-2006
- George Barnes. Guitar Galaxies. PPS-5002/PPS-2001
- Best-Cathcart. Dixieland Left and Right. PPS-6009/PPS-2009
- The Clebanoff Strings. Exciting Sounds. PPS-6012/PPS-2012

*Quincy Jones. Around the World. PPS-6014/PPS-2014

Hal Mooney. Woodwinds and Percussion. PPS-4013/PPS-2013

David Carroll. Latin Percussion. PPS-6000/PPS-2000

Pete Rugolo. 10 Trombones Like 2 Pianos. PPS-6001/PPS-2001

David Carroll. Percussion Orientale. PPS-6002/PPS-2002

Viva Cugat! PPS-6003/PPS-2003

Richard Hayman Conducts Pop Concert in Sound. PPS-6010/PPS-2010

Mike Simpson. Discussion in Percussion. PPS-4004/PPS-2004

Richard Hayman. Harmonica Holiday. PPS-4002/PPS-2005

Frederick Fennell Conducts Victor Herbert. PPS-4007/PPS-2007

David Carroll. Percussion Parisienne. PPS-4008/PPS-2008
This is the valuable 8½ x 11, slick-stock reference work used months on end by all record buying and exploitation elements of the music-record industry and featuring the popular . . .

ARTIST BIOGRAPHY SECTION

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

PLUS ADDITIONAL FEATURES OF INTEREST.

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

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

THE SEPTEMBER 18
Spotlight on
RECORD PROGRAMMING
Featuring
Today's Top Record Talent
Reprise Artists Boost Prestige

Continued from page 3

Columbia Files Suit

Continued from page 3

Disk Execs Voice Disappointment

Continued from page 1

Judkins Warns Majors to Stabilize

Continued from page 3

White Ford Buys

Continued from page 3
in its more than 100 outlets throughout the East and Midwest.

Eager for Conclusion

Distributors here are eagerly awaiting the final conclusion of the matter so that they can start selling their lines directly to White Ford. The discount chain's disk volume is expected to increase by 25 to 30 percent over the previous year.

As revealed during Thursday's court session, White Ford has already sold over 500,000 records, and is expected to sell over 1,000,000 in the next 90 days. The firm adds more than 200,000 records per month to its inventory, which is now valued at $75 million. The firm is expected to double its sales in the next year, and is planning to expand into other areas.

The Galaxy disks are recorded by the greatest artists of today, and are available in all record stores. They are made up of a variety of styles, from rock and roll to pop, and are priced at $0.38 each. The release is expected to be a great success, and distributors expect it to be a major hit.

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Ad Tests for French Movie Juke

PARIS—France's new Scopitone film juke box is receiving exhaustive tests as an advertising medium as well as entertainment device. Scopitone plays a 16-mm, film instead of disks, and it is simple to interweave advertising with the discs and recording appropriate announcements so that the audience, cleverly inserted, can enhance, not detract from, the entertainment value of the film. The thinking here is to exploit Scopitone for "theme" and "commercial" advertising—advantaged by its general availability, especially to music and full-color cinematic treatment. Scopitone pictures will run for a minimum of 36 hours and the bet is strong that the French firm will have the juke box on the streets very soon. The motion picture juke box went on sale in France early this year, and it has caught on rapidly. Around 1,000 sets have been sold on the Continent. It is replacing television sets in some cafes and bars, and if the insertion of advertising is successful it promises to remain on TV altogether because of its revenue-generating advantage.

Locations for Only One Operator

HAMBURG—The Hamburg State Superior Court has decided that contracts between operators and local and state authorities and do not infringe federal antitrust legislation. A Hamburg location, after contracting with an operator for the placement of a juke box and payot machines on his premises, then negotiated a similar contract with a second operator. In due course such boxes and payments owned by the rival operators were in play on the premises. When the first operator took the location proprietor to court, the defendant claimed he was merely promoting free enterprise and competition "in the American manner." There was nothing in the contract, he contended, that was not in line with one man's machines, he contended. Moreover, the proprietor claimed he was fostering free enterprise by enabling the two juke boxes to engage in "free and open competition." It was in the customer's interest, he contended, that they should be permitted to patronize machines that played the same music for the same price. The court is considering the appeal by such logic. It held that premises obviously are reserved to a single operator and that fact is implied in the operator-location contract, even where not stated explicitly.

Star-Crossed Lovers Catch Lira

VERONA, Italy—Romeo and Juliet are coming lira for the city. The city's largest coin-operated tape machines installed at the reputed tomb of Juliet and under the famous balcony produce more revenue than any other tape machine in Verona. The coin-operated phonograph coin machines in the city. The tape machines tell the story of Romeo and Juliet with appropriate theatrical effects. The machine at Juliet's tomb plays rates rated as "in Juliet's tomb, plots last the drama." It is not unusual for tourists, especially Americans, to play the tape three times and four times. The balcony tape also is a favorite, especially the main Romeo and Juliet story, it is located under the very balcony which supposedly inspired Shakespeare's play.

German Coin Trade Recruits Youth

HAMBURG—West Germany's coin trade is recruiting youths for training as coin machine technicians. A critical shortage of technically trained repairmen has developed in Germany, particularly in coin machine trade. Operators are forced to withdraw an ever larger number of machines from service because of difficulty in maintaining proper route service and making emergency repairs. The technicians problem is complicated in Germany by the rigid examination which craft workers must pass—the so-called "Meisterprüfung" in radio and television handicraft. This examination guarantees that the technician is an expert, a master of his craft. But some hard-pressed operators would be willing to settle for less, a competent repair man but not necessarily a master. The master German electronics technician is required to be familiar with an even 500 types of phonographs, games and puzzles. The average repair man is required to have at least four years practical experience before he becomes really proficient by German standards.

Common Market Impact on Europe

PARIS—Impact of the European Common Market is being felt sharply by French producers as the "supermarket" picks up momentum. While French production formerly accounted for over 90 percent of the legitimate market (not counting machines illicitly introduced through smuggling routes from Antwerp, the Free European paradise), this share has now dropped to around 80 percent. West German imports are pressing French-made machines for the coin box market. French-made German imports include U.S. machines produced in West Germany. Precise figures are not available, but it is said that 50 percent of coin box machines are produced in West Germany and count as German machines for Common Market purposes. Tariffs already have been lowered by 30 percent within the Common Market (West Germany, France, Italy and the Benelux States). A further 20 percent slash is in the offing which December, which will hit the heretofore highly protected French manufacturers proportionately.

Bilby swMMR WEEK

COIN MACHINE OPERATING

HERE IS PROOF THAT BOWLER GAMES GO GOOD in bowling locations. Some of the other diverser machines may be seen in the rear of the photo. The Game Room is open 24 hours a day at Willows Grove Park Lanes, the largest bowling alley in the world with 116 lanes. David Rosen, Inc., has 80 pieces on location.

WILLOW GROVE, Pa.—The largest bowling alley in the world, spread here a few weeks ago and David Rosen, Inc., of Philadelphia, has landed the coin machine concession.

Willows Grove Park Lanes has 116 lanes plus three restaurants. Room has three game locations with the 160,000 square foot building in addition to vending machines along the 800-foot main corridor.

This "concourse is just like a sidewalk at the seashore," Rosen said. "We have 15 cigarette machines and 10 candy machines stationed along it. That way the people bowling don't have to walk too far. There is a battery of machines every 100 to 150 feet."

80 Pieces

In all, Rosen has 80 pieces of equipment in the plushing building. He feels that is the limit and no matter how good business gets there isn't room for more.

Of the three game locations, the main one is the Game Room. This is in one corner of the building and is enclosed by glass on the two sides facing the outside.

"This is so people can see what the room looks like while playing and by that will tend to come in and play," Rosen explained, "We have a door leading right in from the outside as well as one coming in from the bowling alley concourse.

The equipment in the Game Room runs the gamut. There is everything from photo machines, pin and Los Alamos bowlers. Rosen was asked how the game bowlers were received in a bowling alley.

Bowlers Do Well

"The youngsters play them while their parents are enjoying the real alley," he said. "It is a good place for them to learn the game. We find that bowlers do real well in bowling locations."

The Game Room will be open 24 hours a day with an attendant on duty at all times.

Another spot in the building area. Five coin-operated pool tables were installed there and on opening day there was a line waiting to get in. "We have said he was going to put two more tables in.

This area is just inside one of the main entrances from the parking lot. It is finished in stone and is very attractive. The other game area is in a section called 'The Hutch,' an eating place.

Kiddie Nursery

Another of the features of the giant bowling alley, which was years in the planning, is a nursery for children while parents are bowling. There will be a nurse on duty at all times. Rosen said he is considering adding some kiddie rides in this room.

To show how much traffic there is at the lanes, the candy machines were emptied on opening night.

Rosen has four men working full time at the lanes.

BILL HALTS USE OF COIN SLUGS

WASHINGTON—The House Wednesday (64) passed and sent to the Senate a bill which would make the use of coins in all "lawful" gambling illegal, with penalties ranging up to $1,000 fine and a year in jail. Apparently, the measure would cover vending machines, juice boxes and the like, but those not covered in the Johnson Act.

YOU DON'T KNOW WHAT YOU HAVE GOT (Until You Lose It) AND SO CLOSE TO HEAVEN

RAI DONNER Ben R. L. 478

OTR DINNER Monument 407

LENA SCOTT Canadian-American 137

CANDY MAN

PHAL ANNEX 325 Pennsylvania 1529

DONUT MONEY MONET 457

STARLIGHT, STARLIGHT

FAT DOMINO Impala 741A

KISSIN' ON THE PHONE AND CINDERELLA

PAK BAILLARD and THE NIGHTHAWGS King 922

LET THE FOUR WINDS BLOW AND NOTHING BUT GOOD

SOME HEARTED MAN

KEEP ON DANCING AND FRANK YANKLE AND THE NIGHTHAWGS King 625

DOUBLE-PAY DISKS

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

Review for additional information on double-play disks.

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Cold War Turns Wet in Berlin. June Location as East & West Squabble

By OMER ANDERSON

WEST BERLIN — Hasso Georgcy’s cafe, the Heidelberger Krug at 28 Heidelbergerstrasse, has put the julep into a line of cocktails for the cold war. Hasso has been operating the Heidelberger Krug for almost a decade, and for most of that time he has had a phonograph on his bar top and he’ll play it.

In the photographs, he has paid off handsomely. His customers have money to spend, and they spend it at Hasso’s drinking beer, munching pretzels, and listening to his julep.

Right on Border

There is just this blemish on Hasso Georgcy’s private paradise. His cafe is smack up against the border, and if you are a West Berliner, you are in West Berlin, but when you step out on sidewalk you step on to Communist territory. Before August 13, the day the Reds sealed off the border, you could have gotten away. Nobody even was aware the boundary skirted Hasso’s delectable. But on August 13 this point became crucial.

The locals say it makes no difference. But Hasso thought they were delusional. When they started building the concrete block that now is there, he thought they magnanimously allowed Hasso a thin strip of sidewalk so his customers could come and go along Heidelbergerstrasse.

Close Quarters

But the Москва’s mind was made up. They turned the wall up to within 31 inches of the front door of the cafe, thereby making entry and exit possible but difficult. But not impossible.

Worse still, the Communists made it point clearly that the toilet, inches of ingress and egress belonged to them, and they were merely doing Hasso a favor because of the total non-protestant kind of life that he was running.

He was informed not to let too many people coming and going on the sidewalk, nor let his patrons utter offensive (to the Communists) remarks, and not let to let the julep box be used for the playing of anti-Communist music.

A violation of any of these conditions, Hasso warned, would constitute a "provocation" and grounds for reprisals.

High Wire Fence

To underline their point, the Communists erected a high wire fence behind the wall and between the fence they stationed six of their police carrying guns and grenades with fixed bayonets.

This setup stood up a long fire hose to a hydrant. When several of the patrons stepped onto the sidewalk and stood there watching the muskets over the fence, they were doused with the fire hose, the water cascading into the hapless Hasso’s premises.

The patrons fled—without paying their tabs.

Correction

Hasso took corrective action. He placed a canvas curtain in front of the doors, waterproofed his premises, and he required that patrons pay when they arrived. And he announced that patrons who congregated on the sidewalk would not be admitted in the future.

But Hasso overlooked the julep box. Electronics experts among his anti-Communist patrons hit on the idea of using his phonograph as a public address system to heckle the Reds across the way.

First, they substituted for his regular stock of singles a series of custom-cut anti-Communist 45s. In due course the patrons began playing these plastic discs. The Communists were furious all the more so because the wags had advanced the volume on the julep box.

Canvas Curtain

The Commies reinforced the fire hose, but it was only partially effective because of Hasso’s canvas curtain. The Communists cops then brought up a truck-tram full of water cannon and invested Hasso a last warning.

Hasso removed the offending discs from the phonograph and sealed it with a lock. His technical patrons rose to the challenge, however. They managed to do a clandestine rewinding job, which permitted them to use the phonograph as a public address system to broadcast Lenin’s voice concealed in the men’s room.

Since this plainly was to be a single-shot prank, the pranksters bided their time for the ultimate moment. This came when Walter Ulbricht, the first German Communist chief, inspected East Berlin’s central cafe.

Word reached Hasso’s cafe just after work one evening that Ulbricht might appear on Heidelbergerstrasse. The proprietors were alarmed, and Ulbricht did in fact appear. The music cut out on Hasso’s julep box and the conspirators took over.

Hassisch, you’re a pig, they shouted. You’zet just a worse fate than Hitler. We’ll wrap you in your own barbed wire and throw you into the fire.

Cafe Police

Then the Communists banged out loose, knocking down patrons in its path and blasting a gong behind the bar counter. Hasso hastily ejected the patrons and called the police.

What happens now, even Hasso doesn’t know. “Everybody in West Berlin knows me, including me, and that’s my problem,” he explained. “But still I would like to have a police force that could control those of my customers. I can’t operate a julep business without a julep box. That’s my dilemma.”

A survey shows there are at least 12 other cafes situated either along the sidewalk on the winding boundary with sealed-off East Berlin, all 12 having similar boxes.

None of them—so far—has been put in Hasso’s dilemma. There are Communist politicians who hate the Communists as customers.

Following extensive interviews with GEMMA, ZOA Eye Other Developments During Stalemated Royalty Discusisons

the fire hose, the water cascading into the hapless Hasso’s premises. The patrons fled—without paying their tabs.

Bally Co. Begins Quantity Shipments Of New Flying-Fin Bowling Machine

BALLY BOWLER

CHICAGO—Bally Manufacturing Company last week began quantity shipments on its new Bally Bowler, which is introduced to the trade and at last spring’s Music Organ- eers of America convention in Miami Beach, Fla.

Full-finned caps that fly in any direction and are the only known genuine four-digit number, are the game’s big features. Scoring is by official bowling rules, and up to six can play.

The bowler has a completely modernized cabinet and alley, heavy-

bowl, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machine, bowling alley, bowling equipment, bowling supplies, bowling tournament, bowling transport, bowling unit, bowling machi

GEMMA, ZOA Eye Other Developments During Stalemated Royalty Discusisons

The German trade is erasing inter-

The German trade is erasing inter-

Germany’s attitude toward extending royalty concessions to include music played on phonograph machines (now exempt from such payments).

If Congress lifts the phonograph’s immunity, this action would influence GEMMA to step up its royalties drive in Germany, GEMMA being expected to cite any such Congressional action as confirmation of its own attitude. But Congres-

sional refusal to change the copyright law would tend to have the reverse influence, persuading it to moderate its demands.

On small pins is a factor at-

tached to observers to recent dis-

parities encountered by SACEM. SACEM, faced with spending too much money on administration and investing the society’s funds in real estate and bank stock.

This criticism is even more es-

tions without parliamentary criticism centered on GEMMA. Its effect has been to alert the German society in a general wave of public hos-

ility which appears to be in the making.

Finally, GEMA and ZOA are marking time in their negotiations for a clearer forecast of German economic conditions. Some econ-

omists are forecasting a tapering of German economic growth; some econ-

omists insist that the position of the German publisher will decline still further before it bottoms. The Operators Position

Robustly but a definitely

GEMA is being cautious.

A notable of the operator’s steadily work-

ing position is the fact that although the argument, however, that the operator’s right has been exaggerated and that, in general, the trade is merely consolidating its amazing boom of the last decade.

It is argued that once these gains are consolidated, West Ger-

many will revert to a new bomb mark-

et in this view West Germany’s publishers (the present count) is only a modest beginning, and there is no reason why the box count

graph is a mortal threat to the dance orchestras. GVL’s survey showed that, while julep boxes had increased to over 50,000 (the late count is 60,000), the number of per-

sonal sound boxes grew proportionately. Night clubs and restaurants, according to the sur-

vey, are switching from bands and orchestras to julep boxes.

The operators reject such arguments out of hand, claim-

ing they are specious and sheer sophistry.

Some Encouragement

From the operator viewpoint, the last week’s phone calls may be a hopeful portent. While its current stalemate is the failure of the GVL, the performing rights organization, to press its demands for royalty payments paralleling those made to GEMA.

GVL had circulated a survey in-

tended to show that the photo

"21 Times More Circulation

The world’s widest circulation center of the music industry"

FULL PAID CIRCULATION

OF THIS ISSUE OF BILLBOARD MUSIC WEEK

"The ONLY complete source of the music industry's news."

4.9 million total circulation

1.87 million audited paid circulation

1 million sales

September 11, 1961

BILLBOARD MUSIC WEEK
Florida Bulk Vending Operators Faced With Enforcement of Machine Taxation

MIAMI—Florida bulk vending operators are hoping the tax will be enforced at all. In addition, municipalities are prohibiting bulk vending machines. Coral Cites, for example, requires an annual $100 license for operators, $5,000 for every penny machine, and $2,000 for every nickel machine. In South Miami, the operator's fee goes for $10, with a $1 and $2-per-machine fee for penny and nickel units. In North Miami, the fee goes for $10 and $2 to $5.

Dade County (Miami) officials have announced that all bulk machines without tax stickers next month will be confiscated. Other counties are expected to follow Dade’s lead, unless the Attorney General rules that bulk gum machines fall under the food category. The Florida Bulk Vendors Association, formed last year with seven members, is now down to two members, Folz Vending and C. S. Finley Company. According to Paul Feingold, I.C. president, the State's 50 bulk operators have over 10,000 to 15,000 penny machines. He said that if these operators had paid the $100 initiation fee and their $5 monthly dues, the FBVA would have raised a sufficient war chest to press for a ruling.

The NVA has retained Gregory Pahudes, a Miami attorney who is representing the local operators; but funds for start court action are still lacking.

Reconditioned & Refinished NORTHWESTERN 49’s

Solitary delivery—machine is returned to you in a service truck while you wait. Available in St. Louis, Chicago, New York, Boston, Los Angeles, Houston. Shipped anywhere in the United States. Guaranteed when ordering. Only $5.00 each. In lots of 10 or more, only $4.50 each.

Send for list 2110 of new and reconditioned machines. Terms: 2/3 down, balance C.O.D.

Rake Data Machine Exchange
609 A Spring Garden St., Philadelphia 23, Pa.
Wharton 5-2675

go with PLASTIC HEAD RINGS

There is a new heat wave sweeping the vending machine industry. Everyone is getting hot over the looks of our head rings. Here are some of the latest designs: The Dandy Line has 100 cent ring, with 25 cent cuts, plus 25 cent cuts. Whatever you want, we can do it. Let us know your requirements for the latest, head rings.

The Finger Band is a hit! It is the perfect compliment to the hard rings. It is available in assorted colors.

Order from your dealer or direct.

$5.00 per M

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BRC Co., Inc.

MEMBER AMERICAN VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

NICE MANDELL

THE SUPER SIXTY

Capsule Vendor

The ultimate in quality Capsule Merchandising. Vends any item which may be placed in a capsule. Sc. 10c and 25c. With QUICK-TACH at slight extra cost.

BIRMINGHAM VENDING COMPANY

220 Second Avenue North, Birmingham 4, Alabama

Phones Fairlax 4-7256

(Continued on page 70)
Credit Atlanta Bulk Expansion To Hot Charm & Capsule Sales

ATLANTA — Charmes and capsules are to blame for a quick expansion of bulk vending, according to one expert in this trading area of over a million.

Whereas intense summer heat, hovering over the 95-degree mark for as much as a month at a time, was a definite limiting factor in vending confections, Charms and novelties do not suffer from such a constraint, and can be displayed and sold year-round in the hottest weather without damage.

Among the most evident results of this sort of thinking has been the appearance of many more 10-cent vending machines than 5-cent or 1-cent capsule-charm varieties. The emphasis is on the novelty items which appeal to children, including rings, bracelets, necklaces, identification bracelets, miniature cigar lighter, miniature flashlight, toy paws, Manufactured sound effects, etc. All are given the advantage of display possible inside the globe, with emphasis on color, and novelty.

Many of the new bulk vending throughout Atlanta and its environs have been installed by photography operators seeking to diversify their operations. An estimated one-third of the photographic operators in Atlanta are currently buying bulk machines, all of which are reporting moderate to excellent returns in the process.

Because there were relatively few machines operating in Atlanta, bulk operation became logical. And now bulk vending on a diversified basis have found it necessary to buy brand new machines, primarily double and four-machine stands. Bright new appearances, plus the year-round appeal of charms, has eliminated much of the local-season developing problem, typical operators assert, few of them finding any resistance whatsoever from location parents on the idea of putting in a battery of brand-new bulk vending.

First National Bulk Expanding Service

DENVER — First National Vending Service is expanding operations in the Denver area, with triple-head bulk vending stands located in the middle of the 10th and 10 cent stands in suburban shopping centers on approximately 20 locations in such stands as Woolworth, Krispy Kreme, Kreges, etc.

Under the terms of the contract between both of the various companies and First National Vending Company, complete fills are distributed on a regular basis, every three days, and charged by the host store.

AMC SANITARY VENDOR

The Finest for Vending Floor Products

1c, 5c, 10c, or 25c Operation

H. B. HUTCHINSON, JR.
1704 B, RESERVATION RD.
Pine Bluffs, ARK.

We handle complete lines of machines parts & supplies
Next Massachusetts Operator
Meet May Be the Group's Last

BOSTON—The Music Operators Association of Massachusetts are scheduled to meet early next month, at which time the matter of dissolving the organization will be considered, according to Cyrus P. Jacobs, the president.

Jacobs pointed out that the meeting is of vital importance to all the members since the action will be a final one. Reason for the move is the growing interest, locally and nationally, of the annual ball auction, which has affected a number of members of MOAM.

Jacobs is of the opinion that the group has served its purpose and that it would be in the best interest of the present situation, since it has been virtually inactive in the past year.

He paid tribute to the men who attended the group, and to the past presidents, the late James Gerald Early and David J. Baker of American International Bowling Corporation.

MOAM ran successful annual ball auctions for many years, fought against restrictive legislation and spent a large sum of money in attempting to save the hash jive box fees scheduled.

Under present conditions, however, Jacobs stated that he believed the group had served its purpose and was no longer necessary.

Folz Paint

machine, with no need for frequent touch-ups, reprint, or need of machine exchange, such an apparatus is often the case.

The Folz finish, combined with atmospheric wood shelves, supported by wrought iron rods, stands in the center of the cockpit at about 60 feet and purchased at low prices. The Folz of the plane's wreckage about 20 feet from the Folz's comment, "I really lucked.

Westchester Guild Resumes Meet Sked

WHITE PLAINS, N. Y.—After a summer layoff, the Westchester Operator Meet and a regular monthly meeting schedule at 8 p.m., Monday (18) at the American Legion Hall here. Meetings are scheduled for the third Tuesday of each month.

While no general membership meetings were held during the summer, the board of directors did meet regularly. WOG members will attend the New York State Coin Machine Association convention at the Laurel Country Club, Monticello, N. Y., September 29 to October 1.

Lucky Bob Fabian

Ankles Plane Crash

CHICAGO—Robert Fabian was doing a bit of stunting in his private plane when the wings fell off.

The 33-year-old Atlas Music Company salesman said he had flown from St. Louis to Chicago and was on the plane at about 1,000 feet.

He pulled the rip cord on his parachute and unfastened his safety belt, but just then he ran into the wing tips of another plane, causing the plane's wreckage about 20 feet from the Folz's comment, "I really lucked.

Encouraging waitresses to suggest and sell phonograph music to their customers is a long-term expenditure, according to the manager of the restaurant.

Denny—The waitress in this photo looks as though she is taking a dessert order from her customer.

Actually, however, she is joining in the fun of the annual ball auction, making musical selections which will be played immediately on the juke box at the rear.

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MILWAUKEE MENTIONS

Ery Hecht, United, Inc., celebrated his 25th wedding anniversary last week. During the year the company has been featured on the northern part of the state report business at a low rate.

One of the reasons the recent shutdown of Camp McCoy which has affected the coin route that takes in the Sparta, Tomah and La Crosse, Wis., territory.

Stop-ins at the Radio doctors downtown one-stop headquarters, according to Stan Glassman, included Niles Gleen and Bob De Rosa, Fred de la Guerra and Lou Lapin, and local disk jockey Eddie Kay and Cliff of Mitchell Novelty Company. Gerald Bornick, who helps his dad operate the Barnett Music Company, has received his notice for Uncle Sam. His military service has required him to complete his six months of training and is in the stand-by reserve.

Six staff members of the Milwaukee Automobile Company will attend the annual National Auto Dealership Golf Jamboree, Wednesday (13) according to Clarence Smith. Charlie Stanke has joined the staff of the Hastings Distributing Company, Stanke is a veteran of the coin machine business. He started in 1949 and formerly was with the Harry Chidler firm.

The first full meeting of the Milwaukee Coin Machine Operator's Association is scheduled for Monday evening (11), at the Ambassador Hotel, according to the President Sam Hastings. New officer girl at Milwaukee Automobile Company is Patricia Heins. Benn Gimian.

DETROIT DOINGS

Joseph Solvak, who operates a route of pool tables and shuffleboard boards with headquarters in Huronville, reports business very slow, with the public very reluctant to spend money because of fear of war auto strike. He has dropped his kiddie ride business, formerly operated by his son, who is now on the circuit. He has dropped his kiddie ride business, formerly operated by his son, who is now on the circuit. Hal Reeves.

OUT OF MINNESOTA WAY

Wallace L. Huffman, 63, who headed the Huffman Novelty Company for a number of years in Minneapolis, Minn., he was one of the oldest operators in Minnesota. Survivors are his widow, Irene a son, a daughter, and three sisters, Mrs. C. Goodell, Hoffl, Minn., Mrs. E. Pearson, Wauwatosa, Wis., and Mrs. Thomas Palaide, Dubuque, Ia.

The J. Jim's Record Shop, St. Paul one-stop, vacationed at Brainerd and Winn, Minn., and then spent a few days in Minneapolis and Minneapolis, and his wife were in for a Minnesota Twins baseball game. Other operators in the Twin Cities were Johnny Gallow, Menominee, Wis., and Earl Porter.


The next meeting of the Electrophone Operators Association is scheduled for Monday evening (11), at the Ambassador Hotel, according to the President Sam Hastings. New officer girl at Milwaukee Automobile Company is Patricia Heins. Benn Gimian.

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Williams Coin Exports Show Rise Over '60

CHICAGO — Export and domestic sales of Allied Coin Electronic Manufacturing Company are up between 15 to 20 per cent in the first two months of the current period last year, according to Jack L. Weinman, president.

Baige said that export shipments have enjoyed their biggest boom in the European area, and that this is the first time in Williams’ history that the firm has been in full production during the early summer months.

Baige credited increased general acceptance of Williams games on the part of the trade as one of the major factors behind the new sales activity. He said the company is now up to date on new orders and will be able to ship them on schedule.

Abandon Memphis Coin Tax Program

MEMPHIS—County Tax Assessor George C. L. Mannan last week announced that a resolution was adopted in April whereby he intended hitting the amusement industry hard with an extra 4 cent property tax on coins. It was announced that this tax was to be levied on coin machines throughout the county.

Mannan admitted that he had not been in Memphis for 20 years, and was not familiar with the coin machine industry. He said that the tax would be a severe blow to the city’s amusement industry.

The tax was said to be a major victory for coin machine operators in the city, who have constantly fought off threatened tax increases.

In April, Mannan met with the industry as he announced that he was considering levying a 4 cent property tax on coin machines. The tax would have cost the amusement industry an estimated $25,000 per year.

Dakar Seen as the New Coin Biz Hub

Dakar, Republic of Senegal—A new array of coin-operated businesses is taking root in the capital city of Dakar. These include coin-operated cafes, bars, and clubs, as well as coin-operated laundry and dry cleaning services.

The new businesses are part of a larger trend in West Africa toward coin-operated services, which are seen as more efficient and less expensive than traditional methods of providing these services.

The coin-operated services in Dakar are being introduced by a local company, Coin Hub, which has a system of coin-operated devices that can be used for washing clothes, showers, and other services.

The company is also working on developing a mobile coin-operated laundry service, which will allow people to wash their clothes at home or in their workplace.

SBA Music Week

The Musical Sales Co.

The Musical Sales Co., Baltimore 1, Maryland

BEST FOR GAMES

Les Angeles—Private funeral services for Stanley Turner, veteran music machine engineer, were held here Tuesday. In recent years he had been a coin machine engineer with Todd-AO.

Turner originally entered the music field with the Cahnraitdown stastics of the Orchestra. About 1934, he joined the Turner on the West Coast as a service instructor. He was awarded an honorary degree in 1949.

Turner is survived by his wife, Irene, and two married daughters.

Joe Ash says...

CONTACT ACTIVE PINBALLS

The Largest Distributor of Pinball Games in the World!

Active Amusement Machines Co.

198 W. Randolph St.
Chicago 1, Illinois

"Profit-Makers" from Chicago Coin

* HOOP BASKETBALL
* PRINCESS BOWLER
* PRO BASKETBALL
* TRIPLE GOLD PIN

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

See American Radio History

SEPTEMBER 11, 1961

BILLYBARD MUSIC WEEK 71
Tops in quality at low, low prices.

RALLY BEAUTY CONTEST... $5.
RALLY BEACH QUEEN... $25.

UPLIGHTS
Games Inc. Wildside... $565.
Games Inc. Double Del... $525.
Games Inc. Super Wildside... $490.
Games Inc. Trilov... $375.
Games Inc. Little Sunshine... $550.
Games Inc. Crown Mambo... $455.
Games Inc. Red Arrow... $375.
Games Inc. Clean Plate Kid... $275.
Games Inc. Bell Sorrento... $125.
Games Inc. Bell Giorno... $105.

ARCADE
Rally Jet Shuffle Bowler... $155.
Rally Tournament Bowler... $145.
Rally Lucky Alley... $110.50.
Rally Trilov... $92.
Rally Super Bowler... $165.
Rally Jolly Bowler... $125.
Rally Classic... $110.50.
Rally Top Scorer... $125.
Rally Shuffle Bowler... $75.

MUSIC
Warfield 1700... $1015.
Warfield 1800... $145.
Warfield 2100... $1075.
Warfield 2500... $1950.
Speed Record Program... $45.
Warfield 2000... $1215.
Back-Ole 14A8 Empire... $895.
Back-Ole 14A5 Empire... $845.
Sola-Ole Yama-Dei... $225.
Sola-Ole Yama-Dei... $225.

EFFICIENT FILING SYSTEM
SPED TO SERVICE ON PARTS

PHOENIX, Ariz.—Making it easier for operators themselves to point out necessary parts for game repairs is one of the things that marketing manager John Hicks of the A.M. Benson Company, distributor of various Wonder Novelty Company products, told Roy Garrison, president, who has more than a quarter of a century of operating experience behind him, at the recent meeting of operators in Phoenix. For operators more than 10 years ago, when he developed a display case system in which larger parts for both phonograph and juke boxes are shown in glass case counters, with green felt shelf lining, extremely reminiscent of the display system used by tire companies. This made it possible for the operator in doubt as to the number of a part, to simply point it out in the case. Where extremely small, often costly, turnover items are concerned, however, visibility plays a less important role. For that reason, the big Phoenix distributorship has installed 216 metal drawers, in bank after bank of small cabinets, directly behind the service counter. Keyed storage of screw, bolts, small relays, rubber parts, keys, lock parts, etc., is done.

The cabinets and drawers are done in dark green, with an easily readable number on the face of each drawer. Thus, an operator who is running a dozen varieties of pinball machines, for example, can quickly locate which drawers carry the parts which he needs more often to keep each pin game in best working order, and simply gives the clerk behind the counter the appropriate number.

In no other area is service more important than in the service area. This is due to the fact that the outside salesmen are remiss in returning to service orders, especially if the job is small. To get around this problem, the company has instituted a new service plan, whereby every service order is sent to the service department and a new number is assigned to it. This number is kept on the order until the order is completed.

The service department has a new service desk, and a new service book, which shows all orders on file. The service book is kept at the service desk, and is checked daily by the service manager. Each order is checked off as it is completed, and the service book is kept in order.

A.M. Benson Company, 2052 East Grant Road, Phoenix, Arizona.

FRANK THOROWALD, three-floor installation in the air-conditioned mall of the North Denver’s Lakeside Shopping Center is racking up record grosses. Mothers can shop anywhere along a 150-foot frontage and still watch their youngsters on the rides, as the entire area is glassed in.

Shaffer Music Co.
849 N. High St., Columbus, Ohio

Services, Macaboo, Ltd., Columbus, Ohio

MUSIC

SPECIAL 6-POCKET POOLS
$150.00

PURITY

ALUMINUM DE-GREASED DISCS
FOR STANDARD AND HARVARD

SHELLFORD METAL TYPE INC.
1318 N. WESTERN AVE.
CHICAGO 26, ILL. U.S.A.

CALL OUR PARTS SERVICE DEPT. FOR ANY YEAR'S NEEDS

FLAT RATE POOL DESKS
FOR STANDARD AND HARVARD

PURITY DISTRIBUTING CO.
4025-25 N. WESTERN AVE.
4023-45 W. NORTH AVE.
CHICAGO, ILLINOIS

BETTER SALES ON POOL POOLS

FRANK THORWALD’S three-floor installation in the air-conditioned mall of the North Denver’s Lakeside Shopping Center is racking up record grosses. Mothers can shop anywhere along a 150-foot frontage and still watch their youngsters on the rides, as the entire area is glassed in.

MRS. NATHAN G. BRENNER, newly elected president of the Women’s Auxiliary, Gentiles Memorial Hospital, looks over the operation of the hospital’s by the Rev. Joseph L. Crowell, first vice-president; Mrs. Nathan Gottlieb, second vice-president, and Mrs. William Kaufman, third vice-president. Some 150 women from the Western suburbs attended the organization’s first meeting.

CANDY VENDORS

JUNIPER 8-1814

M. S. GISSER

SALES MANAGER

Cleveland Coin Machine Exchange, Inc.

1225-27-29 E. 9th

Cleveland, Ohio

When answering ads...

Say You Saw It in
Billboard Music Week
Variety and Newness Are Keys To Success for Fla. Beach Arcade

LONG BEACH, Fla.—There is no better arcade merchandising than continuous replacement of machines, according to Roy Churchwell, who operates one of Florida's largest amusement arcades at the Long Beach Casino here.

Churchwell, a veteran of more than 20 years in amusement machine operations, has several unique advantages in his prime spot in the Gulf Coast resort city. First, all traffic entering onto the white sand beaches, into a fair and a carnival area, actually flows through the arcade. His 80-old machines are located in a large building which serves as a gateway to the beach from the boardwalk.

This means that whether the customer's interest is swimming, dancing, a Ferris Wheel ride, a shooting gallery, or other amusements, he is thoroughly exposed to amusement machines in the process of merely entering.

Tourist Traffic

With as many as 16,000 people logged through the gates on a single day, Churchwell profited steadily from this exposure. He, in fact, has had the opportunity to introduce amusement machines to people who actually had never seen coin-operated machines of this nature before. Included have been foreign travelers, people from the rural areas of Florida, Georgia, and Alabama.

Most of his traffic, however, is made up of tourists, with plenty of time, who are ideal amusement machine prospects.

To keep them entertained, particularly because most of the tourists of this area return after season, Churchwell runs his machines on an extremely short-time basis. There are a few old-time exceptions, but for the most part he has an entirely new line-up of amusement machines to greet his board-resort visitors every year.

The Florida operator selects his machines to cover all wide-age levels and interests. For example, the headline for the 1961 season is a Hello Kitty Ride, actually an advanced kiddie ride, with controls, and actions similar to a vibrating helicopter, done up in brilliance Air Force colors and spotted in the center with a graceful Hawaiian flower.

Intense interest in helicopters has led to just about as many adults giving it a try as children. Because the beach does attract children of all ages, there are probably more kiddie rides at this point than anywhere in Florida. No less than 10 dine-operated machines are provided, including Merry-Go-Round, Rocking Horses, Stage Coaches, Rocket Ships, cars, airplanes and the like.

Novelty Machines

There are plenty of novelty machines, as well all of which were chosen because they are not likely to be seen anywhere along the North Atlantic beaches. Curiously enough, in which contestants use the joystick but have no task to drive a light plastic ball into the opposite goal.

Because this machine has heavy glass plus windows, and a set of standard automobile windshield wipers to keep the glass clear, it naturally has a high visibility value intensified by the water action.

Back up such unusual pieces of equipment as this are some of the old standbys in a new dress, such as a bulleider digger, cranes, etc.

Target Guns

There are more than a dozen types of target-shooting games, ranging all the way from a tommygun machine to familiar styles of pistols and automatics for firing at conventional targets.

Up at the front of the arcade is a five-ball Horserace (Williams) game, one of the most expensive pin games which Churchwell has ever purchased, but which has quickly repaid its cost in attracting play from those who don't want to walk on the dance floor, or enjoy typical carnival fun.

There are some 24 other pin tables, a wide variety of novelties, and skill games, bowlers, and variety novelties to keep even the most bored visitor entertained.

Coin Changers

Churchwell obligingly provides coin changers at each end of the covered arcade building, and profits from the fact that lining the walls in either direction are restaurants, a coffee shop, a gift and novelty shop, plus a service counter which also makes change.

Churchwell picks his new games with an astute eye toward the age gamut represented by his customers, traders in machines, and has carefully lost their patrons of newness, and immediately does away with any machine which shows collections below expectations.

PR Program

Despite the fact that no direct funds are budgeted to promotion of his arcade, Churchwell benefits from an extremely heavy public relations program carried out by the Long Branch chamber of commerce at every opportunity. Long Beach is promoted by direct mail going out of State, by extensive billboards, by recommendations from the Chamber of Commerce, Visitor's Bureau, etc.

"Keeping it as attractive as possible for everybody, "Churchwell stays strictly away from any sort of game which infers gambling, often refinishing a machine which has been in service only a few weeks and maintains a tight preventive maintenance program which guards against profit-leaking or breakdowns at the height of the season.

Although he gets excellent service from distributors in nearby Panama City, Churchwell keeps an experienced eye on all machines, refinishes and touches up many of them on the spot. There is a full-time canvass on all damage, and in case machines, sweeping the floors and washing down all of the heavily used equipment at least once a week.

With this sort of attention to eye-appeal, it isn't surprising that Churchwell's machines show collections well above the national average quoted for each type, and enough that most of his manufacturers have gone out of their way to visit "poor man's Miami" and see how Churchwell operates. Invariably, the manufacturers go away impressed.

GOLF TIME, new golf game being produced by Phillips Amuse- ments, Inc., Bloomington, Ill., enables players to shoot nine holes for a dime, 18 for a quarter. Up to four can play. A plastic cover protects the green, and a sweep arm cleans the green after each shot. A single game can be completed in about 90 seconds.
Georgia Op Finds Larger Location, Owner Shares Money for All

ATLANTA— Phonograph operators who are troubled with volume-dwindling problems should make more use of their turntable merchandising assets which are available to them, according to Sam Knot, of Knot Music Company, here.

The collection drop, which had bolstered the entire joke box operating industry throughout the South since the beginning of 1961, has apparently passed Knot by—primarily because he is getting an impressive amount of location owner co-operation in the matter of building play.

Knot feels that the old axiom, "You've got to spend money to make money," is just as true in joke box operations as in any other connection. Consequently, he has been locating his machines on a 50-50 basis, simply because he will get twice as much interest from location owners by doing so.

Equal Partner

Even though the going commission split in the Atlanta area is 60-40 Knot makes no attempt to put over this of percentage. Instead, by making his location owner practically an equal partner, he points out that he does so on the expectation that the location owner will do a worthwhile job of building volume.

Likewise, the Georgia operator makes extensive use of shift money by identifying quarters and dimes with dots of bright red paint—an acrylic plastic paint which won't wear off easily. Enough shift money goes into every location to make sure that the joke box can play all day if necessary.

In a typical location, on the main street of a small South Georgia town, a popular tavern named Ivy's, it is nothing unusual for $4-5 to go into the joke box in a single day, to keep it going during all hours, except, of course, when there are enough customers on hand to keep the coin box ticking.

Keeps Promise

All of the promises in the world, where co-operation in suggesting the joke box, polling customers for their choice, etc., won't do any good if the location owner forgets his promise as soon as the operator is out of sight. If, however, half of the returns from every dollar going into the machine are his, the location owner will make good on promises.

It is as simple as that, the Georgia operator declares, and he can back up his statement by showing higher returns from average locations, consistently shelled by the location owner and his personnel, than those produced in better spots by operators who are paid on the 60-40 basis.

Knot knows that he has first-class good will from his location owners, and he doesn't hesitate to capitalize on the fact. It isn't unusual, as a matter of fact, for a location owner, keeping track of the play mating, to call in and express disappointment over specific records which are not getting results.

Knot welcomes such criticism, will dash out immediately to look into the situation and rectify it with other selections. By keeping this up on a continuous basis, he sees his location owners about three times as often as in the usual case, changes records approximately one-third more often, and, most important, collects more from each spot.

New Location

An ideal example of what good location owner co-operation is came last January, when a location owner of several years standing telephoned Knot with the news that a chance acquaintance was opening a new tavern and restaurant in an Atlanta suburb.

In contacting the prospective location owner, the Georgia operator found that the latter had been told by the first location owner of the larger commission, in such enthusiastic terms, that he had turned down three other proposals from a line of number of operators, each of whom was obviously willing to make some significant concessions in order to gain the spot.

"Good will must be a twoway proposition," Knot said, "and there is no better way of building it than to let the location owner show a better return for his own efforts in merchandising music."
Internal Revenue Service Figures Show Increase in Tenn. Coin Games

NASHVILLE, Tenn.—The number of amusement machines in the State and gaming units in private clubs, such as the American Legion, increased 142 to a total of 2,066 for the fiscal year ended August 31. This report comes from O. M. Martin, chief of the Collection Division for the U. S. Internal Revenue Service.

Martin said total taxes collected by the Federal Government for the fiscal year just ended was $698,586, compared to $515,335 for the last fiscal year.

No Breakdown

Martin said the tax breakdown does not specify how many pin balls or amusement machines were licensed, nor how many of the gaming units are in private clubs. Martin said most of the tax money came from operators of amusement games. Federal tax on these is $10 each annually.

Martin said the increase is in the number of machines, jumping from 1,944 last year to 2,066 this year, indicates a healthy growth in the industry, a sound, growing economy and is indicative of future prosperity and expansion.

Rock-Ola Kit Spots ‘Star’ Juke Artist

CHICAGO—Rock-Ola is introducing a new Features Star Play Stimulator in kit form for its Princess phonograph, enabling operators to highlight the star vocals or orchestra on the juke box program.

The kit is priced to sell for under $20 and can be installed in minutes, says Rock-Ola advertising executive, Ralph Wycoff.

Basically, the kit consists of a styrene plastic slip-in sign that has space for a promotion jacket or record sleeve of the featured star. Color-matched stars are also provided for affixing to the title strips. Customers can check the title strips to see which tunes are available by the star.

Wycoff says the sign can be changed as often as the operator feels it is necessary and virtually any jacket or sleeve can be used in the sign.

Jack Cohen Wins Trip To Miami; AMI Pays

CHICAGO — Jack Cohen, J-C Music Company, Cleveland, wins an all-expense paid trip for two in Miami, courtesy of A. C. Automatic Service, Inc. Cohen is the third winner since A. C. Automatic kicked off its monthly contest-drawing at last spring’s Music Operators of America convention. All purchasers of an AMI phonograph are eligible.

The distributor who submitted Cohen’s name was Monroe Coin Machine Exchange, Cleveland.

WE NEED

BALLY LOTTAFUN

We’ll pay $300 cash for every one you’ve got.
We also need and will pay cash for the following:

Wurlitzer 1700, 1800, 1900, 2104, 2200
Seeber—Need every model—A through G
AMI D-80, E-80, E-120
ROCK-OLA 1455, 1448
Mills Panoramas
Bally Bingos, Skill Score and Skill Roll
Williams Tom Strike
Gottlieb & Williams Five Balls
WE HAVE OVER 100 USED, GUARANTEED VENDING MACHINES . . . LARGE ASSORTMENT OF ARCADE EQUIPMENT.

PHONE COLLECT

REDD DISTRIBUTING CO., INC.
126 Lincoln Street, Brighton 35, Mass.
PHONE: Algonquin 4-4094—CAB2 "Redd"

GIVE TO DAMON RUNYON CANCER FUND

TOTAL PAID CIRCULATION
OF THIS ISSUE OF BILLBOARD MUSIC WEEK
21,478

BILLBOARD MUSIC WEEK

GOTTIEB'S 2 PLAYER

Lancers

Proven Player Appeal! Performance! Profit!

No doubt about it—Lancers has everything it takes to attract more play, more coins, 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 playfield—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

1140-50 N. KOSTER AVENUE • CHICAGO 31, ILLINOIS
It's Always Pleasurable to Operate Gottlieb Games!
NEW INVENTION STARTS!

Amazing Swivel-Action Pins

Photograph shows true bowling performance of new Swivel-Action Pins. Ball drives No. 9 pin sideways to hit No. 3 pin, which in turn will take out No. 6 and No. 10 Pins. BALL BOWLER full-round pins fly in any desired direction, depending on angle at which ball hits pins or pins hits pins, exactly as in real bowling. Action is one hundred per cent mechanical, no response to impact of ball against pin or pin against pin—without electrical roll-over—without magnets—without dangling chains. Hit pins are cleared off the alley with the snappy speed of real pins on a real alley—resulting in fast play, fast earning power.

SCORING is by official bowling rules.

BALLS (1 supplied with each bowler): hard rubber, 4½ in. diameter.

DIMENSIONS: 15 ft. long, 41 in. wide. Length may be increased to 21 ft. or 36 ft. with easily added 5 ft. alley sections.

STANDARD COIN MECHANISM is 15 cents a game, 2 games for a quarter, but is readily convertible to straight dime play.

HIGH-SPEED TOTALIZERS, proved perfect in thousands of Bally games, are standard equipment.

AUTOMATIC BALL-ACTION is fastest, smoothest ever built into a bowling game.
NEW BOWLING BOOM!

ENSURE TRUE BOWLING THRILLS!

No Roll-Overs! No Magnets!

REALISTIC BOWLING ACTION built into BALLY BOWLER the result of two years of engineering to produce a revolutionary new pin-mechanism with full-round pins that fly in any desired direction, depending on angle at which ball hits pins or pins hit ball, exactly as in real bowling, without electrical roll-overs on alley without magnets—without dangling chains.

Hit pins are cleared off the alley with the snappy speed of real pins on a real alley—insuring fast play, fast earning power.

Built for Heavy Duty!

The new BALLY BOWLER Swivel-Action Pin, speedy, positive pin-setter and jam-proof ball-return are built to take the punishment of continuous heavy play—and proved by automatic life-testing to three years of average location action.

Smart New-Look Styling!

Designed by a prominent industrial designer, BALLY BOWLER combines rich walnut tones and pleasing pastel colors with high-lights of gleaming chrome. Low, eye-level cabinet with strikingly simple glass and streamlined alley win a welcome in every type location.

Smooth, Quiet Operation!

Special noise-absorbing composition under the BALLY BOWLER floor, rubber-lined ball-return track and smooth, precision action of pin-mechanism assure extra quiet performance.

Top Earning-Power!

No coin-operated bowling-game ever gave players the real bowling performance—the realistic leaves—the true bowling satisfaction built into BALLY BOWLER. Location tests prove that BALLY BOWLER attracts new players, opens new locations, puts new life in present locations, boosts bowling collections to new highs. Get in on the ground floor of the new bowling boom. Get BALLY BOWLER now.

"Next thing to real bowling!"

BUDDY BOMAR

Buddy Bomar, nationally recognized as one of the greatest stars of bowling, says, "BALLY BOWLER is the next thing in real bowling and gives players the most realistic bowling action I've ever seen in a coin-operated bowling game."

BALLY BOWLER

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago 18, Illinois
MAKING A NAME FOR ITSELF ALL OVER THE MAP

WURLITZER 2500

THE INDUSTRY'S TOP EARNER

All you have to do is look at it, listen to it and you'll know why the Wurlitzer 2500 is racking up new earnings records. Couple maximum take with minimum service and you've got the Ultimate in Automatic Music.

THE WURLITZER COMPANY EST. 1856 NORTH TONAWANDA, N.Y.