SINGLES SALES CLIMB ON COAST; STORMS, STRIKES HIT OTHER AREAS

BULGARIAN IRE BANS WESTERN MUSIC & DISKS

VIENNA — Bulgaria has prohibited the importation of American disks and sheet music in English. It is now required that all music imported into Bulgaria or performed in the country have lyrics in Bulgarian or Russian only.

The ban is contained in a directive issued by the Ministry of Internal Trade. It states that no music may be played publicly in either disk form or sheet music form, which has not received prior approval from the Ministry of Information. The ban comes as an answer to the request of music enthusiasts in Bulgaria.

RCA Victor, Bell Vie for Cartridge Tape Lifeline

NEW YORK — The battle of tape cartridges was joined in earnest this week with this city the focal point of the initial skirmish. Both RCA Victor and Bell Sound Division chase the New York High Fidelity Show as the initial media for reaching the public with a sales message on new lightweight, compact players.

At the show, RCA introduced its new stereo and monaural tape cartridge units. RCA's 7-in. disc played the merchandise at the Music Show in Chicago last July. Victor had announced the coming of a new line as early as last May at distributor meetings in Las Vegas and Miami Beach, but only this week were the models actually shown.

Victor debuted its unit at a reception dedicating a new music lounge in the Overseas Press Club here. The company made a gift to the club of a complete home entertainment system, including one of the cartridge tape player-recorders. The new units were introduced by Marketing Vice-President Ray Saxon, assisted by Dick Hamilton, man of product design for the Victor Division.

The three machines demonstrated weighed in at about 13 pounds each, and are known collectively as the Flight Line group. The Forefoot stereo player carries a suggested list of $169.50 and will feature a compact tape cartridge. A system of patch cords and jacks enables the set to play through a separate stereo high fidelity system or through a radio or TV set. It is effective to the two channel amplifier to become a pre-amplifier, a second amplifier — be it in a radio, TV set in a two channel system — to be used.

The set does not contain its own remote speaker unit.

Wesley Rose Files Against Everly Bros.

NASHVILLE Wesley Rose has filed a breach of contract suit and an injunction proceedings action against the Everlys. The suit was filed in Chancery Court here last week, and a hearing will be held on the case on Wednesday (20). Stilt is being handled by Harold G. Corbett of Ornstein & Arrow.

Rose says in his suit that he had a personal management and public relations relationship with the Everlys which started on May 6, 1957, and was to run for five years, or until May 5, 1962. Rose claims that in January of 1963 the boys told him that they would no longer abide by the pact. He says that he tried to get in touch with them many times during the next few months but that they failed to communicate with him.

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Paid Circulation This Issue, 21,517
Disk Makers Concerned Over Singles Price Cuts

By BOB ROLONZ

NEW YORK—The slash in the sales price of singles in New York over the past few weeks has not as yet caused an exodus of producers or manufacturers for a better wholesale price. While the cutting was sparked by Sun Goody's 56-cent price for singles, Kove, A & R, S. Klein, and the May chains have reduced their resale price of singles to 66 cents, and both S. Klein actually sold singles at 65 cents for a few days last week.

Since the chains usually pay about 54 cents for a single (three single purchasers get a 10 per cent functional discount), it is apparent that they are working on a much closer margin than usual. And yet the usual trade observers believe that the chains will keep their sale price on singles at the 66-cent level for a long time.

Manufacturer Concern

Though there has yet been no effort made to get a better price from distributors, a check of manufacturers indicates that many are thinking seriously about the ramifications of the 66-cent singles on the future of singles recording, especially if the price slash spreads to other clinics. Manufacturers are concerned because, while it adds more pressure on the many that have been mounting for some time, it is in the face of competition. Although a price cut for singles is a very unpopular course with most manufacturers, there are many in the trade, including some high commercialists, who feel that a loss of singles list price, somewhere between 20 cents and 25 cents, is inevitable.

They say their reasoning on the following factors: 1. Singles sales are less per record than they were two years ago and "even the hits don't sell like hits." 2. The price of LP's are now so low in the chains and discount stores the only way is to drop prices and buy it no matter what the price is becoming less acceptable as the industry knows that the sales hit would that have sold 750,000, 500,000, even 300,000. 4. It's tough to sell a record at 98 cents when a kid can hear the disk 10 times a day on his transistor radio. 5. New launchings and singles for as low as 9 or 10 cents.

It is known that in about two months a medium-sized indie intends to bring out a new line of well-known artists, with the records listing at much more than the current 98-cent list price. It is also known that a major diskery exec, who has been pushing for a 50-cent or a 60-cent single for some time is getting more enthusiastic about it daily.

Price and Competition

Although there are scores of record execs who claim that the present competitive price structure is hopelessly broken, there are almost as many record execs who think that a price cut against a price slash is stupid. More than that, many claim, since singles recording is on the upswing with new artists for albums, and since albums are over 70 per cent of the dollar volume of the disk business, there should be a price cut, or at least not a price increase so as to develop that market.

There is no doubt that costs of action recording and cost of recording sessions have risen over the years. There are also high production costs involved in singles. But critics of the 98-cent price claim that record manufacturing costs are lower, and that if freebies were cut out of the package, substantial economies could be lowered.

It is possible that more and more dealers will slash the price on singles, just as they have done with LP's in the past, by taking a lower markup on singles, or forcing the manufacturer-distributor-dealer cut. There is also a possibility, although slight, that some manufacturers will risk a test with a lower list price on a new label ( anytime in the near future by Okeh label) to see if this type of price will have a real effect on record sales.

MAREK SEEKS MUSIC WORLD

NEW YORK—"What's happened to record music? I'm not quite sure," commented recent President, George Marek, in an off the cuff talk at the 64th annual convention of record manufacturers. Marek spoke at the formal dedication of a new music lounge at the club, the phonograph, tape and TV equipment for which RCMA funded was the donor.

The music business has become a sort of one-world commodity and that America is the center of the world. Marek told the press and membership assembled, "We have a trade paper and a daily magazine that are published from this source was in the process of a complete change. The deal was concluded—the launch of a magazine and the ceremony of the former being followed by the official announcement of the latter on a reasonable time.

MAREK SEEKS MORE U.S. LABELS

LONDON—Pye Records deal to be the last entered into with a leading independent recording development can be expected to go by—probably sooner rather than later. Acquisition will probably be allowed to go on in the U.S. by the end of the century.

The Pye deal is the second with a U.S. industry this year. In January, the Pye group reached with Aristocord Recording Co., which contains the Chess, Checker and Argo labels. In fact, a new Pye-Jazz label distributed by that firm from this source was in the process of being established. The deal was concluded—the launch of the former being followed by the official announcement of the latter on a reasonable time.

During the visit to Hollywood, Pye's American head, chiefs Benjamin Louis and Roger Tereffitz also talked with Dot and Dot label. No deal had failed to comment on their return at the closing of the session. They echoed the statement that no impropriety would be tolerated and that the company will be followed with still more enthusiasm about it.

Brad Hammond Makes a Reply

NEW YORK—Brad Hammond, president of Hammond Industries which was named in an action last week by the Federal Trade Commission, has issued the following statement regarding the action this week: "We look upon this as a 'spite' suit. It must appear evident to everyone that Columbia is taking Herbie competition quite seriously. It is our plan to let our attorneys speak for us while we concentrate on our business. We will not comment on the foreknowledge of the Columbia's most conspicuous artists in the area, Columbia included."

The Columbia suit charges that Hammond Industries had been existing as a former Columbia employees, upon the formation of Columbia Home Music Library set-up, thereby formed to destroy the business of the Columbia operation. The answer to the complaint, which was submitted September 6, was returned within 20 days of the date of service.

Command Records Sets Link With 11 Firms Abroad

NEW YORK—Esho Light, chief of ABC-Paramount's command Records, has announced the formation of Command Grand Award has set up new distribution deals with firms in 11 different countries. Command will henceforth be handled simultaneously in the following categories: England, Foren-Ceti, Italy, True- lon of Africa, Adv. Path Marconi, French, Deutsche Gramaphone, Germany, Spero of Canada, Ltd., Canada, Ltd., King Records, Ltd., Japan; Columbia Trading Com- pany, Hong Kong, Ltd., and Spain; Festival Records, Ltd., Aus- tralia, New Zealand, and Peru; Mexico.

In each case Command provides the films, music, and recordings for the while the foreign firms press their own overseas and introduce their own labels and jackets.

MERCURY EXECS IN TALKS WITH FIVE DISTRIBUTORS

CHICAGO—Some five of Mercury's distributors will meet with label representatives Thursday to form a part of a regular program of holding small meetings in an effort of a rotating basis.

The meeting this season will be held in Chicago, Detroit, Chicago, New York, Boston, and Thursday next Monday (23), to plan future recording activity.

YOU'LL BE THE BIG...NEW...DATA PACKED...SPECIAL ISSUES OF...
BIG DISPLAY
FM Stereo, Tape Top N.Y. City Hi-Fi Exhibit

NEW YORK — The New York Stereophonic Society has properly come on one of the largest public display of audio equipment of the year, with a BIG DISPLAY of leading manufacturers' equipment which is open Thursday (14) with approximately 100 manufacturers' representatives and several hundred exhibitors on the five floors of air-conditioned exhibit space. A final attendance of 20,000 is expected for the 9 display days.

For the first time, the display of the Music Trade Show last July in Chicago, again was the dominant theme. A visitor to the show of over a dozen manufacturers of multi-plex adapters, stereo receivers and amplifiers followed the floor. In addition, WLR, a FM station in nearby Garden City, was geared up to air stereo broadcasts direct from the show. Two other FM stations, WQXR-FM and WABC-FM, also were exhibitors.

AIR-MINDED
New DJ Disk Shop Built on Buy-Now-Float-Later Basis

LOUISVILLE — Veteran disk jockey Paul Cowley, WKLO, here, is opening his second local record store, on October 15, which he calls "Enter-the-disk.

A main feature of the store will be an all-night tour of the disk shop, where a full-time disk store with over 200,000 records is sold, will bring in a record number of the store's customers, and one who has put in his first full-time free-float store de- voted exclusively to the sale of records.

The new store will feature albums only, with a "classic" merchandise show, albums, boxes, and albums and packages. Cowley is going after the transit trade with a "take a gift home or we have it shipped" package to air travelers. In line with this, he has been able to acquire credit card organizations.

The store will carry open from noon to 9 p.m., peak traveling hours at the airport. An average of 250,000 people arrive and depart at the airport daily and Cowley figures that 80,000 of them get 60 per cent of the traffic. Cowley's over-all will be low. He figures that only 15 per cent of the traffic will be output and Cowley's plans on his order for more inventory, which will be kept to a minimum. In all, he expects to have a total of

Cowley anticipates that a great deal of his customers will be business men, and they will want to have an album shipped rather than carry it themselves. However, the store will also specialize in gift wrapping and stock special carry.

Some Singles in New York City Remain At Cut-Rate 56 to 74-Cent Prices

NEW YORK — The single record price structure remained virtually unchanged after Labor Day here, with prices running from the basement of the $5.00 record store. Sam Goody's to his 74-cents, now to his 74-cents, under the Alexander's and various other stores.

Goody, meanwhile, announced that his 74-cents tag now applies to all his stores in the New York area. This is the second basic price point that his business has approximately doubled since the price cut, citing an average former take of $400 a week. Referring to comments from other local outlets (BMW, September, 11, Goody summed up, "We are in the disk business, not trendy making hay while the sun shines.")

Larry Keroff, Dave Cowley, Sam Goody's competition, is reported to have not been too successful with his 74-cents, but not singles. We haven't had a single consistently selling for 74-cents at any time as to why we don't have the 75-cent price. We have a number of cost-cutting specials but not dictated by Goody's price. We have a couple of the singles but we don't like it. We all want to make money with records.

"Since we started our one-stop arrangement with Al Levine, we've been doing very well with singles. Our business is up in all our stores and this is on the basis of a regular price of 66 cents. We plan to stay right there.

"We buy, buy more for the Alexander stores in Reno Park, Queens, and the other large stores in New York. They're marked, "We're holding the line at 74 cents. The boys can enjoy themselves all they want. They want to ruin the business down there that's okay. But we're doing 20 to 30 per cent better on singles as well.

"With the price change, we're up at the 66 cents level. John Reeves, Mercury Records, here, reported that Goody deserves plaudits for his action. "I wish he could force the manufacturers to drop the price. That's the real answer. I had hoped at least one of the manufacturers would do it. This would be better for everybody that way."

THE CRAZIEST PEOPLE
A Jockey on Ice in a Shelter, Cage Or You're Worth Plenty on the Air

By JUNE BUNGY

NEW YORK — Disk jockeys last month were camping out in fallout shelters, tree houses, and ice towers; scrambling eggs on the sidewalk, walking with handcuffs, playing with model airplanes, and many other accidents—"in the name of sweet publicity for their respective out-

Dave Woods, WIPS, Evansville, Ind., and Bruce Barney, WBUF, Cleveland, Ohio, are two of the "doozy" stories told. Woods and Barney live at the West Side of Evensville, Ind., near Youngstown, Ohio, and built their own radio station, WLYT, Muscle Shoals, Ala., among the boys who took to living in the shelter for a two-week stay August 11 to test and demonstrate the ability of the individual to survival during a nuclear attack. A broadcast line permitted him to broadcast every hour during this period, and a window was provided to allow passersby to ride.

Burton, according to the shelter owner, was a survivor from a complete fallout shelter (10 feet in diameter) at a local shopping center, where he was on WFUN. During his stay, WFUN conducted a contest for the award of a $1,500 fallout shelter to a listener; the other the second place award to the winner of the contest. To enter the latter, girls had to write on their letters to the FM Defense office, entered his name in the shelter in Swedesboro, N.J., which ran for 10, at which time "a formal en- jury ceremony in which the AJJC was invited. Visitors could see him in his shelter, his wife was a helicopter pilot, and offered $500 to the listener who came the closest to the radio station. The boy was the winner of the contest and would remain in the shelter.

DeeJay Roberts would add a do- meed the shelter, his wife will be a sealed in a fallout shelter every night at tomato and a regular 6 a.m. program from the station with all the shelter-promotion—was staged in cooperation with the KYJY station.

(Continued on page 12)

Joe Higgins, Vet
Columbia Co. Exec.,
Dies at Age of 72

NEW YORK — Joe Higgins, Columbia Records executive for the past 15 years and last week (10) at the age of 72. Higgins had been with Columbia ever since the founding of the company in 1928. Columbia was taken over by CBS in 1938 to form the Columbia Records label. He was on the Columbia as a staff, and also served as Hollywood Correspondent of the New York Times.

(All material on page 76)

Eddie Harry, Golden Gloves, ASCAP—GOOD BLESS THE CHILD (E. Barks, BMI)—Eddie Harris, who hit the United States with a vengeance, is to compete for the 1960 first-pace pop winner here. "My Buddy" is played in warm spades, and the song is a little bit of a rock. The flip is a lighter, happier side with a lot of spark.

THE MARKETS

MORNING AFTER (East-Bias, BMI) (2:28)—The Mark
takes should have another big hit with this last-minute instrumental song, an instrumental and the Week. The flip is "Diana" (Faranco, BMI) (1:30).

JOKES

EDDIE HARDER (Bennick, ASCAP) — GOLDC BLING THE CHILD (E. Barks, BMI)—Eddie Harris, who hit the whole world with a vengeance, is to compete for the 1960 first-pace pop winner here. "My Buddy" is played in warm spades, and the song is a little bit of a rock. The flip is a lighter, happier side with a lot of spark.

(All material on page 76)

Hoywood Inks Liberty Pact
NEW YORK — Pinetti Eddie Hoywood, formerly with Mercury Records, has signed an exclusive contract with Liberty Records. Liberty's manager, Clyde Orie, has already recorded an album and single with Hoywood. They will be released shortly.
W. German Juke Box Plays Growing Into Top Record Exposure Medium

By OMER ANDERSON

BERLIN—A radical re-adjustment is taking place in the relationship between West German phonographs and juke boxes, a reflection of the expanded exposure of records in the box in determining hit tunes.

No longer are the operators content to offer the same old offerings from the so-called "comfort chambers" without anything else.

Operators are demanding and beginning to recognize the value of the juke boxes from the diskies.

This metamorphosis has occurred so rapidly that even the operators have difficulty comprehending the significance of their new power position in the music market.

Op is Mr. Big.

BASILICALLY, the emergence of the German juke box operator, Mr. Big in shaping this country's musical mood is the result of the rapid expansion in juke boxes. A decade ago there were only a few juke boxes in a handful of phonographs in this country. Even disk jockeys were rare and suspect breeds.

For German operators, juke boxes operate only in the evening, and while no one is watching, they rent out popular radio and TV programs music, but sparsely, as a rule. For juke boxes of that period, tunes, and American films are never seen. The diskies have not yet reached screens here to much impact.

Juke's to the Fore

This leaves the juke box as the major German musical taste-making force, a fact which has taken some time to percolate to the diskies. But for the West German phonograph, a tempo is quickening cumulatively almost relentlessly, and the music market may be in for a long journey.

There is no restriction on German juke box plugging of top tunes. And the results are plain to see—new and popular tunes in the decisions to all licensees.

"Exhibit A" for the juke box's impact is the song "Tom Dooley," which the German term "traum Heimker- Ballade.'"

German radio and TV merely merely rushed "inside," "smoothed," and "sored "Tom Dooley," to have every German declare his desire to have the song imposed on the highly Germanic sound of soaring tunes.

In contrast to the multiplicity of stations in each U. S. city, there is just one station in the German cities. German radio is semi-state-sponsored, and the news-music, broadcasting format is unknown in this country. Even disk jockeys are a rare and suspect breed.

For Germanular operators, radio operators are not only a guaranteed TV program music, but surprisingly, are not only a guaranteed TV program music, but surprisingly, are not as a rule. For juke box operators, tunes, and American films are never seen. The diskies have not yet reached screens here to much impact. For Germanular operators, radio operators are not only a guaranteed TV program music, but surprisingly, are not as a rule. For juke box operators, tunes, and American films are never seen. The diskies have not yet reached screens here to much impact.

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This One
Stage Set for Hearing Of GEMA, ZOA Dispute

KARLSRUHE — Federal Supreme Court Justice Hans-Ulrich Undrian has been appointed chairman of a panel to arbitrate the dispute between West German Union for Performing Artists (ZOA) and GEMA, the copyright organization.

Dr. Bock was appointed by Gerhard Mueller, chief justice of the West German Supreme Court. ZOA will be represented on the panel by Dr. Ferdinand Henkel, a professor of music and economics, a superior court official; and GEMA by Dr. Anton Ulmer, a law professor. Both are of Munich.

Legal counsel are Dr. Oscar Mohnitz for ZOA and Dr. Philip Moehring (no rotation) for GEMA. Arbitration is provided in the agreement between ZOA and GEMA canceled by ZOA effective last December 31. Under this agreement in event the two parties were unable to arrive at a new pact, they agreed to present the deadlock negotiations to an arbitration panel.

The basic issue to be handled by Dr. Bock's panel is that Germany provides an implied charge for the 7th music copyright. This charge is incorporated into the ZOA's Central Organization of Coin Machine Operators.

GEMA, charged that the operators entered into the original agreement and that ZOA charged GEMA undertook to perform all of ZOA's music and receiving fees to music performed by the operators. The agreement provided that ZOA was to be all-inclusive and all-embracing.

This state of affairs continued until the end of 1960, at which time, on the organization, the Gesellschaft zur Verwertung von Leistungsrechten O.G. (GEMA), its all-inclusive and all-embracing royalties for. When the operators scoffed at the GVL as interlopers, the new organization took its case to the West German Supreme Court, and won judgment against the use of the GVL as such.

The court clearly established the ZOA as the exclusive agent for copyright arbitration.

Chief Justice of the Supreme Court

The operators then called upon GEMA to magnify its royalty picture for ZOA. GEMA, however, in the meantime, to satisfy the GVL's demands of its collections from the operators.

GEMA refused to hide its payments to GEMA and refused to point backhand to have anything to do with the GVL. ZOA's case entered a long (1956) agreement with ZOA, whereby GEMA undertook to sell ZOA all performing music rights.

The operators accused GEMA, in effect, of doing something which it now concedes it doesn't own. "The rights belonging to performing artists represented by the GVL," ZOA claims its original agreement is based on the premise that GEMA owns exclusive and embracing rights for the performance of music without, in fact, GEMA, it claims, own only author-composer rights.

The ZOA, in effect, in the original agreement through which that took place December.

GEMA contends that it sold only composer-author rights, which it retained at the time of the only rights in question. Had the GVL then been in the picture, the ZOA would have been compelled to deal separately with the GVL, as they are being asked to do now, and the operators would be paid nothing more than GEMA in fact delivered.

Court Decides

Be this as it may, the series of four decisions handed down in 1960 established unequivocally the right of performing artists represented by GEMA to perform as composers and authors.

ZOA elected not to challenge the Court's decision in March to transfer all responsibility arising from the building of the new office organization to the organization to which it had thus contracted with the operators.

GEMA rejected this responsibility. It stood for increased demands for increased royalties covering only composer-author rights. ZOA offered to discuss higher payments, but only if such demands included claim of the claims included the claims.

Since last December the dispute has revolved fully around the GVL, which is threatening to take over the GEMA. GEMA has written to the operators to cease violating the playing of disks recorded by its members.

A preliminary arbitration clause in the ZOA-GEMA contract provides that the arbitration panel is scheduled to begin hearings in October and to issue its decision in January.

The operators hope to make the hearings a vehicle for a general discussion of the competing claims of musicians and U.S. counterpart, that they are being shortrows.

They blame exorbitant taxes, lack of protection, and high taxes.

ZOA states that the strategy is to convince the operators that the ZOA is going to break up and expelled to the hill.

Collect U.S. Data

Traditionally, the operators have been collecting data on the cost-price level of American operators. The data, which are now being collected and considered on the panel are expected to develop the case against the other group.

The operators are pressing for activity of any kind in the GEMA hearings. There is much grumbling among the operators that the diluters for too long have been suffering at the time of the performance of the GEMA bearers. ZOA has complained about the recording issues in the case—"the operators failed to heed the call"

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MUSIC AS WRITTEN

New York

Larry Utill's Madison Records has taken over the distribution of the label. First record of Laurel being distributed by Madison is "Hurry, Hurry Home," by Sandy Lynn. "The First Love of My Life," by the Ballons, was distributed October 12 at Warner's Club, Shawnee on the Delaware in Pennsylvania's Pocono mountains. This is Warner's annual offering of country music. James Stroud, president of Madison, says that the company should contract with Woodstock Records, Bobbi Billings, who has had a number of country hits on Madison, is expected to sign a contract with Warner's Club.

Johnny Restivo to visit New England last week to plug his latest single "Dr. Love." Anita O'Day opens New York's Village Vanguard Club and has a show beginning October 12. Dede Rae is expected in New York this week; Erisia and Evelyn play Las Vegas' Sun Room September 26. Woody Woodbury starts at Hollywood's Crescendo October 5, and "Rockbaby My Baby" just cut by Harry Hayman, who is exhibited by Milla Warlock, are reviewed as "outstanding experiements on the last week.

Chicago

Melody Records, Minneapolis, headed by Sonny Streus and Harry Luse, have opened an Uptown branch named Music City. Sonny Streus is manager of the new operation.

Bill Esser is manager of the new operation. William W. Stone brings a wealth of experience to his new post as manager of the new operation.

Dee Clark, Vee Jay's teen idol, reports for his Army induction in early October. Joe Jay Management Co. moves its recording studio, pressing plant and office to new buildins at 2707 South Kedzie Avenue, President Walter J. McElroy and company are coming to bear on press and recording plant in the country.

The new studio, which are being set up overseas for the Chicago-based label. Plans are under way for an extensive branch of the Chicago office to be set up at the new studio.

The Villa Music Store is proving a strong store at the Riverfront Hotel in West BERNOULLI, Houston. K. Earnest, who gave the Austin radio club big business a few weeks ago, will return to the society September 26. The store is under the management of the Pittsburgh Symphony Orchestra under the direction of William Schuyler. The store is scheduled to be released in the first week in October. Department of the Delta Rhythm Boys at the Villa Music Store, September 27, will visit with Pittsburgh September 27 promoting his new Liberty single, "This Time."

Cincinnati

Don dantry Dodds Stevens, in town to head the grandstand show at the Spring Fair in Cincinnati (May 14-15), was honored guest at a cocktail party at the Sheraton-Gibson Hotel Wednesday (15) hosted by local band leader-Djoker Barney Hagen, who staged and produced the fair's talent program, and Roy Madison Associates, local public relations firm. More than 100 radio, TV, and newspaper folk turned out for the affair. Decca's Carl Dobkin Jr., appears on the Dick Clark "T.V. Special" September 25 at the "New York B.B. Kwain." T. T. Butler Babbitt," "Swindoll Dolly." Jerry Allen, who formerly had his own indie label, Allan Records, in Chicago, is covering the Midwest for Del-Fi, based in St. Louis. Allen is an old Lord Nelson, and says he plans to set up offices there soon for his two firms, Maxine Artists Management and Variety Publicity.

Frank Shae, promotion man, formerly with local Columbus company, is now with the GVC in Cincinnati. He will travel to St. Louis September 18 for his first calls on other major cities here in Cincinnati. He will return to Cincinnati September 23.

Frank Shae, promotion man, formerly with the local Columbus company, is now with the GVC in Cincinnati. He will travel to St. Louis September 18 for his first calls on other major cities here in Cincinnati. He will return to Cincinnati September 23.
THE MARVELETTES

CURRENT SMASH

"PLEASE MR. POSTMAN"

TAMLA #54046

THANKS, DISK JOCKEYS, FOR ALL THOSE SPINS

CURRENT SMASH

"EVERYBODY'S GOTA PAY SOME DUES"

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TAMLA RECORDS

BOOKINGS:

SHAW ARTISTS
Nine Distributors Participate
In Unusual Marketing Deal

CHICAGO — Distribution of Fidelity and Valiant labels has been taken over by a group of nine distributors in one of the most unusual marketing moves ever to take place in the record industry.

Under the agreement, Miller sells his entire stereo Fidelity and out-
put to the nine so-called "super distributors," who in turn distrib-
ute the product to over 300 record stores and other distributors in their areas.

Each of the distributors has been assigned a specific area with the country divided into nine territories.

Participating in the plan are some of the major disk outlets in the nation: Antos Holcic, Miami; and Erika Records, Los Angeles; John Killian, New York; Tom Salamone, Salamone Music, Los Angeles; Tony Milk, Chicago; and Leon Winter, New York.

In exchange for the exclusive agreement, the distributors put up an estimated $400,000 to finance promotion and expansion of Mill-

Ter and Jimmy Westover booked the opening at the Country Club, September 13, 1961.

advantage, however, con-
tained that a record manufacturer is paying for the product and should not have to la-

The move was made several months ago and the parties still feel it's too early to make a definite evaluation, but so far, the arrangement appears to be working well and everyone is optimistic about possibilities.

The arrangement will be particularly interesting to record mar-

The belief will be similar.

Advocates of a distributor-owned dis-

istor, records and start-up money to finance a record company.

sales and production policies for Stereophonic Fidelity. That plan will continue to be determined by Miller himself, but in close concert with his nine major sales distributors.

Each of the distributors in turn will determine sales and promotion policies for their territories.

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Advocates of a distribu
JUDY AT
CARNEGIE HALL
THE NO.1 ALBUM OF THE YEAR!

A TWO-RECORD HIT! Every so often an album comes along and overnight becomes the talk of the trade—captures the very heart of the nation. Such an album is "Judy at Carnegie Hall." Here's what the critics are saying: "The top album of the year" — Bill Kennedy, Herald Express... "This is the best set Miss Garland has ever made" — Show Business Illustrated... "Do yourself a favor and buy the platter 'Judy at Carnegie Hall'
— Walter Winchell... "Superbly performed" — Variety... "This album is your front-row-center seat to a memorable evening in Carnegie Hall history — Garland's great!" — Bob Budler, Copley News Service... "If you want to hear Judy Garland at her best, try Capitol's 'Judy at Carnegie Hall'" — Evans O'Brien, Boston Herald... "This album will be treasured by Garland fans" — Buffalo Courier Express... "Judy is as much a part of the American scene as the hot dog and the Fourth of July firecracker" — Bill Laffler, United Press International... "This is the best of the Garland recordings, not only because the singer is at her best, but for the event itself" — Judith Crist, N.Y. Herald Tribune... "An album to treasure" — Philip C. Bunion, Providence Journal.

NO.1 IN BILLBOARD!
BEST-SELLING MONAURAL AND STEREO L.P. LISTING!

NO.1 IN CASH BOX!
BEST-SELLING STEREO L.P. LISTING
NO.2 MONAURAL L.P. LISTING!

NO.1 ON THE PLAY LIST OF GOOD MUSIC STATIONS EVERYWHERE!

At Special Discount Until September 30th
NEW LP RELEASES

This listing of new LPs being released to manufacturers is intended as a helpful guide for dealers and distributors. We will endeavor to list new LP releases as far in advance as practicable.

COLUMBIA
HOLIDAY SING ALONG—Your Mother and the Group—CL 3764 354 (Oct.)
KIES WHITER THAN WINE—Andy Royal—CL 3765 381 (Oct.)
ALWAYS YOU—Rockey George—CL 3549 307 (Oct.)
AN ALL-STAR CHRISTMAS—Various Artists—CL 3543 309 (Oct.)
GRAND BALLROOM—The Jamie and Mary Choral Group—CL 3540 350 (Oct.)
A MUSIC BOX CHRISTMAS—CL 3544 308 (Oct.)
A GOLDEN TREASURE OF THE GREATEST HITS—Various Artists—CL 3547 310 (Oct.)
DONNY TONK ANGEL—Rhett Kelso—CL 3531 302 (Oct.)
IT'S DELICIOUS—Sanctus—CL 3539 303 (Oct.)
The GOLDEN HORN—Billy Butlerfield—CL 3533 312 (Oct.)
The START OF SOMETHING NEW—Johnny Horton—CL 3542 304 (Oct.)

POUNTS ON JAZZ—Gold and Fiddle—CL 3549 352 (Oct.)
HIGH FLYING—Lambert, Hendricks and Ross—CL 3546 343 (Oct.)
SOFT VOICE-SINGING STRING—Linda Thompson—CL 3547 344 (Oct.)
ROBERT JOHNSON—King of the Delta Blues Singers—CL 3533 352 (Oct.)

THE SOUND OF PAUL HORN—Paul Horn Quintet—CL 3534 315 (Dec.)
WEST SIDE STORY ORIGINAL SOUND TRACK—BMG 3509 307 (Oct.)
EGO STRAGAR CONDUCTS, 1861—

1861, CL 3525 345 (Oct.)
MONSOONSHINE—"FOR SONGS GODDUN/" (Selections)—George London—Columbia Symphony and Chorus (Sankoff—CL 3529 346 (Oct.)
FRANK KEYSTONE, NUTCRACKER SUITE, OF EIN AND BETWEEN BIRTHDAYS—BMG 3520 350 (Oct.)
AMERICA THE BEAUTIFUL—Vincent Price—CL 3548 306 (Oct.)

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

CLEVER, ROMANTIC AND SWEET—OVERVIEW TO FAMILY—Ranee Hauser—Columbia Symphony (Whitebird—CL 3535 309 (Oct.)
OFFSPRING—EXCELSIOR, SHRECK—(Selections)—Ranee Hauser—Columbia Symphony (Whitebird—CL 3536 352 (Oct.)
CHRISTMAS CAROLS AROUND THE WORLD—Melrose Choral Center—

CL 3549 342 (Oct.)
CHORDS THREE WHO MEAN BACK DEAR—LARRY MCMURRY—The Empire Office and Mass Media—CL 3531 352 (Oct.)

THE SMOKE AND THE EAGLE—A Christmas Slavon—The

Empire Office and Mass Media—CL 3547 346 (Oct.)

MONSOONSHINE—"FOR SONGS GODDUN/" (Selections)—George London—Columbia Symphony and Chorus (Sankoff—CL 3529 346 (Oct.)

ZAP / RAY BLACK—SAYONARA—BMG 3509 307 (Oct.)
WE SHALL WELCOME—Gene Orms—CL 3517 350 (Dec.)

EPIC
BEETHOVEN—Symphony No. 6 in D Minor—"CHIROKA"—BMG 3514 302 (Oct.)

GLEN MILLS—"CHIROKA"—BMG 3516 356 (Dec.)
MOLDAV CONCERTO No. 16 in D Minor—BMG 3521 302 (Oct.)

RCA VICTOR
SYMPHONY NO. 2—Mozart—Los Angeles Symphony—L-M-LC 347 (Dec.)

GALINA VYSHEMSKAYA—L-M-LC 347 (Oct.)
SHOSTAKOVICH—CELESTIAL FANTASIES—NAVY—Shostakovich—L-M-LC 347 (Oct.)

STUDIES IN INTONATIONS—Lma Seidlin, violin and Orchestra Des Concerts—L-M-LC 347 (Oct.)

MY FAVORITE CHOPIN—Van Cliburn—L-M-LC 347 (Dec.)

THE LAST CONCERTO FOR TWO VIOLINS—Britten—New Philharmonia—London—L-M-LC 347 (Oct.)

CHRISTMAS SONGS—20th Century—Van Cliburn—L-M-LC 347 (Oct.)
TALKING TO YOUR HEART—Jim Reeves—L-M-LC 347 (Oct.)
HYMN THAT HAS LIVED 100 YEARS—Joy Kiddo/She-Rock—L-M-LC 347 (Oct.)

THE PEARL WHITE CITY—Rickwermik—L-M-LC 347 (Oct.)
EXCITEMENT, INCORPORATED—Ray Brown and his Orchestra—L-M-LC 347 (Oct.)

CHRISTMAS WITH CHET ATKINS—

MOCA-LSF 243 (Oct.)
BLUE HAWAII—Rick Perry—L-M-LC 347 (Oct.)

PRESTIGE-BLUEVILLE
DON'T TAMPA WITH THE BLUES—Tampa Red—CL 3569 309 (Oct.)
THE LITTLE MORE FAITH—Reverend Gary Davis—CL 3569 309 (Oct.)
CAROLINA BLUES MAN—Pete Anderson—

MOCA-LSF 243 (Oct.)
BLUE IN MY SOUL—Brown McGlass & Sonny Terry—CL 3569 309 (Oct.)

Stover Re-Elected As AFMA President
WARREN, Conn.—P. A. Stover, of Lock Haven, Pa., was elected to his second term as president of the American Folk Musicians’ Association at the organization’s fifth annual convention held here recently. Also re-elected were Howard Vokes, vice-president, New Kensington, Pa., and Larry Coop, secretary-treasurer, Trout Run, Pa. Elected to the national executive board were Ray Wolfe, Avis, Pa.; Lester Chase, Kent, Conn.; Carolyn Chase, Kent, Conn.; Eugene Fye, State College, Pa.; James Daughenbaugh, Tyrone, Pa.; and Carl Hauback, East Lewisburg, Pa.; Kenneth Butler, Riverton, Conn., was elected sergeant at arms. The executive board is slated to meet at Tyrone, Pa., September 25 for the purpose of revising the bylaws and deciding on a location for next year’s convention. A jambeere and dance were held on both nights of the convention at Warren’s Town Hall. Among the bands participating were Howard Vokes and His Country Boys, New Kensington, Pa.; Ray Wolfe and the Trailblazers, Lock Haven, Pa.; the Western Caribbees, Jersey Shore, Pa.; the Old-Time Country Boys, Milton, Pa.; the Triple A Bar Ranch Gang, Kent, Conn.; the Melody Makers, Riverheads, Va., and Perry MacNeil and His Boys, Sharon, Conn.

BMW's 'Beagle' New Trainee at King Firm
NEW YORK—Seunor Steinbich, Billboard Music Week chart department supervisor for the past three years, leaves this week for a post at King Records. He will join Syd Nathan's organization as an A&R and publicity tr because Steinbich, who produced The Beatles in the trade, will start with King October 1.
Another 2 sided smash from

BRENDA LEE

ANYBODY BUT ME

FOOL #1

PACKAGED IN THIS 4 COLOR SLEEVE FOR MORE SELLABILITY!
Jockeys Pitch for Outlets
With Wild Promo Stunts

* Continued from page 3 *

By JUNE BUNDY

JOCKEY DICTORS: Desi Arnez, Sterling, Bob McNally, Bob Connell and Tom Lammott, WMID, Atlantic City, N.J., recently wrote "Vox Jox" to praise fellow jock Larry Keene. The horse said Keene personally took over the Ocean City Exchange Club's flagging membership drive, and promoted a live stage-shootout where members enjoyed a record turnout. As a result, the Club's $2,000 scholarship quota this year, but put $4,000 in reserves. The jockeys note: "We're kinda proud of the way the lowly jockey, the guy who has absolutely no influence on those... teen-agers, can turn right around in a time of crisis, and show that jockeys can pitch in, junk and whatever else it may be called by some, is still a 'regular guy'."

In a similar public service vein, Station WHAY, New Britain, Conn., recently joined the New Britain Police Chief Arthur F. Hayward in a combined effort to raise money for the Junior Fund, beneficiaries of which are youngsters stricken with leukemias. The mayor of New Britain, Frank C. Peet, is chairman of the cold-heat remote broadcast for the exposure of new and unknown disk artists, each week; a Friday night show from the Eliot Ballroom, Cambria, Mass., and a Saturday night program from the North Ballroom, Nantasket Beach, Hull, Mass.; Larry Kane, KTRK-TV, Houston, and KDPM-TV, Beaumont, Tex., satirically for Dick Clark on the ABC-TV networks. Among American Bandstand shows, Dick Clark reviewed on March 1, marking his second consecutive year as Clark's replacement.

Don Bell, KIOA, Des Moines, Ia., was recently elected House Chairman of the Des Moines Advertising Club and has been chairman for the last two years. In addition to his deejay duties, Bell is still active as a sales manager for general investors planning, Inc.,... Ron Simms, WGRY, Rochester, N.Y., has teen-agers at his last record hop, chalking up the largest attendance at a disk hop in the city's history;... Jay Bowles, WBRR, Knoxville, Tenn., would like to be put on making it easier for local sponsors to make records, jockeys around the country. He also laments the failure of some of his smaller labels to make their disks available to more deejays.

CHANGE OF THEME: Bob (Logan Logan) Berlinger is leaving radio to launch a TV career at WMVT, an NBC outlet in Madison, Wis. He used the pot to get on the air at WOR, Milwaukee, for almost six years. More recently, he served as program director of the new West Bend station, WKIN. His last job, a Bill Mendu, ex-WESO, Southbridge-Webster, Mass., has relocated in Kansas City, Mo., Ariz., and, together with his wife, Catherine, has purchased a radio station in that area, pending FCC approval. Info is contributed by George Schindler, of Show-By-Show Records.

Program director-deejay Bobbie Barnwell, KFIV, Modesto, Calif., has a new line-up of up-and-coming jockeys. The jockeys, who work with jockeys from other stations, are:... Gene D'Accordo continues as full-time news director. At KFIV, KKH and KBX, "Fall Festival of Foreground Programming..." Dunn

(Continued on page 14)

YESTERDAY'S HITS

Change of pace programming from your librarian's shelves, featuring the disks that were the hits during the years 10 and 15 years ago this week. Here's how they ranked on Billboard's chart that week.

POP-5 Years Ago
SEPTEMBER 22, 1951
1. Don't Be Cruel, Tony Pastor, Columbia
2. My Way Will Be My Will, Tony Pastor, Columbia
3. What Will I Do, Tony Pastor, Columbia
4. It's All True, Tony Pastor, Columbia
5. For You I'll Do Anything, Tony Pastor, Columbia

POP-10 Years Ago
SEPTEMBER 22, 1951
1. Because of You, Tony Pastor, Columbia
2. My Way Will Be My Will, Tony Pastor, Columbia
3. What Will I Do, Tony Pastor, Columbia
4. It's All True, Tony Pastor, Columbia
5. For You I'll Do Anything, Tony Pastor, Columbia
RCA Victor, Bell Share Cartridge Tape Limelight

Continued from page 6

$99.95 and the Treadleitet at $129.95. RCA Victor's new bell stereo unit, introduced earlier, at $119.95, is $30 higher than the comparable Victor unit, but includes a self-contained, detachable separate speaker in the bell. The new unit weighs about 18 pounds and has a simple, attractive design. The Victor model. Both contain two microphones and both operate at 3½ and 1½ inches per second. Both companies are already coming up in a promotion of the sale of the promos. Bell is featuring a major campaign through dealers while Victor is printing a major trade ad cam-

BEST SELLING MONOAURAL TAPE DECKS AND RECORDERS

Position Issue This Issue Position Issue This Issue Brand % of Total Points 1 1 Webcor 23.6 2 2 Voice of Music (V-M) 16.6 3 3 RCA Victor 4.6 4 3 Wollensak 3.6 5 5 Others 5.6

BEST SELLING STEREO TAPE DECKS AND RECORDERS

Position This Issue Position This Issue Brand % of Total Points 1 1 Voice of Music (V-M) 20.3 2 2 Webcor 16.8 3 3 Roberts 6.5 3 3 Wollensak 5.1 5 5 Tandberg 3.6 6 4 Bell 3.2 6 4 Republic 3.2 7 6 Others 41.3

Motor Cars Set To Aquire Philco

CHICAGO — Ford Motor Company last week announced it planned to purchase the Philco Corporation, large producers of radio, television and electronics equipment. Directors of the firms are said to have agreed to terms of the transaction. No price was disclosed.

The deal is scheduled to be completed November 30, pending approval by Federal trade.

Dealers Invited To ARD Meeting

NEW YORK — The Association of Record Dealers of New York is holding its annual meeting and convention at the new Hotel Hilton on Tuesday, November 29. All dealers in the New York area are invited to attend and join the association. There will also be a special meeting called by Byrds of Bandy Record Shop to discuss "in order to get new blood into the New York association," he said.

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown are starting and expiration dates for each deal as well as the date of issue and page number of the original announcement.

Bestselling offers are featured. No additional details of each promotion. Please consult these for full information.


BURLINGTON — Started September 30, 1961. Offered 10 LPs for the price of 9 on any $10.00 order at Burlington stores.

GENRE — Started September 30, 1961. Offered 10 LPs for the price of $5.00 at any sale on $10.00 order at Burlington stores.


Byron's — Started September 22, 1961. Offered 10 LPs for the price of 9 on any $10.00 order at Byron Record World.

SHURE BROS., COMPONENTS MANUFACTURER of Evanston, Ill., has un-

SHURE BROS., COMPONENTS MANUFACTURER of Evanston, Ill., has un-

www.americanradiohistory.com
First off the shelf is a DECCA

The PALL BEACH IV $19.95
Handcrafted monaural—Four-speed meter—Turntable cartridge.

THE FERRY VS-941
Stereo manual automatic on the market.

ALSO: Ask your Dealer today about the new VISION (Model VP-30). Budget manual monaural.

NEW DEEJAY DISK SHOP BUILT

By BILLY SACHS

Pat Boyd, f.c.m. deejay at WLAV Radio, Grand Rapids, Mich., took her group to the Five Poppy Shoppe in Battle Creek, Mich., September 13 for an under- the-stars and square dance welcome to the country music show. In addition to Miss Boyd and her group, were Doris Holland, deejay at WJGH; and Bill Ketchum . . . Peter Roberts, Charlie Walker and the Country Boys, with their latest release, "I've Lost You" b/w "Red Rocking Chair," shoot your request to their station's letterhead to Pete Roberts at P.O. Box 3631, Arlington 3, Va.

Clarence Kneeland, still pleasing the country fans at WJCH, Norwich, Conn., which switched soon to its new 4,000-watt power output, writes that he always glad to receive and spin any good thing in the biggest deejay's sacred "isam," using an increasing number of "E.P. material programs," KNEeland type writings, "I'm glad the sexes included in LPs are often the type which hold their popularity longest. It will be welcome to the country fans in the area, country music in the territory. About a month ago," writes Nick Rowe from Ponder, Tex., the Snow show here and drew live from the WLS Show in show area. After many a letter, a service of Red River Snow fans negócio, anyone who is a fan of the show is welcomed. If for the first time in its history, they are weighing the streets, they're dropped off.

(new continued from page 7)

News Deeply Sky Shop Built

Finding the right sales staff for the shop, Cowley himself puts in a full day at his first store. On his new disk in the city's largest record store, the result of Cowley's long-time high-rated 6:59 p.m. show on WCLG. Cowley also presents the local "Coca-Cola Hi Fi Club," which currently has a registered membership of 78,000 in the South Dakota, Indiana and Kentucky territory. Cowley's disk doesn't have an...continued from page 9

BMW News Editor Takes to Airwaves

By NIKI KALISH

WHAT'S DINKY DOO? The Capitol records waxing of "Dinky Do," which was solely outstanding airplay recently through a promotion staged by WLEE, Kansas City, Miss., was quite a surprise. WLEE deejays asked listeners "What's Dinky Do?" over the air and the tune excited about $250 in the ante $1 every half hour for the 17 deejays who could check assist every now and then and the jocks would suggest the answer might be "Nicky Kalish" or "Dinky Do." - Dick Mullen, "Lonestar" Jack Erel, ex-WIRL, Peoria, Ill., noon-4 p.m.; program director Dink Egan, 4-7 p.m.; Al Jones, 7 p.m.; and Dick Kurtz, midnight-6 a.m.

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Other Than Columbia, RCA, and Capitol:

NO OTHER RECORD COMPANY HAS MORE LP'S ON THE TOP 100 THAN WARNER BROS.

IF YOU DEMAND TURNOVER, BIG VOLUME AND PROFIT; ARE YOUR WARNER BROS. PURCHASES 4TH LARGEST OF ALL LABELS?

SEE YOUR WARNER BROS. DISTRIBUTOR FOR SPECIAL TERMS, AVAILABLE THRU SEPT. 22

BOB NEWHART BUTTON-DOWN MIND STRIKES BACK W/WS 1333

101-GANG SONGS BING CROSBY 28/2RS 1401

ALL NEW! THE EVERLY BROS. W/WS 1418

"FANNY" SOUNDTRACK W/WS 1416

THE ROARING 20's DOROTHY PROVINE W/WS 1394

THE BEST OF THE POPULAR PIANO CONCERTOS GEORGE GREELEY W/WS 1410

"PARRISH" SOUNDTRACK W/WS 1413

JOIN BING IN A GANG SONG SING ALONG W/WS 1422

A DATE WITH THE EVERLY BROS. W/WS 1355

BOB NEWHART BUTTON-DOWN MIND W/WS 1379

JOIN WITH BING & SING W/WS 1363

"GONE WITH THE WIND" SOUNDTRACK W/WS 1322

IT'S EVERLY TIME W/WS 1381

THE VAMP OF THE ROARING 20's W/WS 1419

COMING! BEHIND THE BUTTON-DOWN MIND W/WS 1417

the first name in sound
WARNER BROS. RECORDS
400 WARNER BLVD., BURBANK, CALIFORNIA • ORDER FROM YOUR NEAREST DISTRIBUTOR
Europe

GERMANY
- Country: Antwerp, West Flanders
- Last Week:
  1. ' Ich bin ein Deutsche'-Karl Heilemann
  2. 'Die Gute Nacht'-Doreen Rischita
  3. 'Wir wollen alle Gute Nacht'-Hans Pütz
  4. 'Die Gute Nacht'-Hans Pütz
  5. 'Wir wollen alle Gute Nacht'-Hans Pütz

SWEDEN
- Country: Stockholm
- Last Week:
  1. 'Jag är en Sverige'-Peter Pauls
  2. 'Jag är en Sverige'-Peter Pauls
  3. 'Jag är en Sverige'-Peter Pauls
  4. 'Jag är en Sverige'-Peter Pauls
  5. 'Jag är en Sverige'-Peter Pauls

ITALY
- Country: Rome
- Last Week:
  1. 'Siamo una famiglia'-Massimo Paci
  2. 'Siamo una famiglia'-Massimo Paci
  3. 'Siamo una famiglia'-Massimo Paci
  4. 'Siamo una famiglia'-Massimo Paci
  5. 'Siamo una famiglia'-Massimo Paci

Argentina
- Country: Buenos Aires
- Last Week:
  1. 'Soy argentino'-Ricardo Sabatini
  2. 'Soy argentino'-Ricardo Sabatini
  3. 'Soy argentino'-Ricardo Sabatini
  4. 'Soy argentino'-Ricardo Sabatini
  5. 'Soy argentino'-Ricardo Sabatini

Holland
- Country: Amsterdam
- Last Week:
  1. 'Hij is mijn heer'-Jan Kees van der Grinten
  2. 'Hij is mijn heer'-Jan Kees van der Grinten
  3. 'Hij is mijn heer'-Jan Kees van der Grinten
  4. 'Hij is mijn heer'-Jan Kees van der Grinten
  5. 'Hij is mijn heer'-Jan Kees van der Grinten

ASIA & PACIFIC

Australia
- Country: Sydney
- Last Week:
  1. 'I'm counting on you'-Alexandra Vinson
  2. 'I'm counting on you'-Alexandra Vinson
  3. 'I'm counting on you'-Alexandra Vinson
  4. 'I'm counting on you'-Alexandra Vinson
  5. 'I'm counting on you'-Alexandra Vinson

New Zealand
- Country: Auckland
- Last Week:
  1. 'I'm counting on you'-Alexandra Vinson
  2. 'I'm counting on you'-Alexandra Vinson
  3. 'I'm counting on you'-Alexandra Vinson
  4. 'I'm counting on you'-Alexandra Vinson
  5. 'I'm counting on you'-Alexandra Vinson

Venezuela
- Country: Caracas
- Last Week:
  1. 'I'm counting on you'-Alexandra Vinson
  2. 'I'm counting on you'-Alexandra Vinson
  3. 'I'm counting on you'-Alexandra Vinson
  4. 'I'm counting on you'-Alexandra Vinson
  5. 'I'm counting on you'-Alexandra Vinson

Mexico
- Country: Mexico City
- Last Week:
  1. 'I'm counting on you'-Alexandra Vinson
  2. 'I'm counting on you'-Alexandra Vinson
  3. 'I'm counting on you'-Alexandra Vinson
  4. 'I'm counting on you'-Alexandra Vinson
  5. 'I'm counting on you'-Alexandra Vinson

The Americas

BILBOARD MUSIC WEEK

September 18, 1979

HITS OF THE WORLD

Europe

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<td>Germany</td>
<td>'Ich bin ein Deutsche' - Karl Heilemann</td>
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<td>Sweden</td>
<td>'Jag är en Sverige' - Peter Pauls</td>
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<td>'Siamo una famiglia' - Massimo Paci</td>
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<td>'Soy argentino' - Ricardo Sabatini</td>
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Asia & Pacific

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The Americas

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<tr>
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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 the 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 phone 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 phone 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 guarantee your advertisement sold day-to-day, long-term solution with a segment of the phonograph industry that accounts for 48% of all phonograph sales annually.

Why not take advantage of this chance to promote your line with strong ads and photos of all your models.

Advertising Deadline: September 27

New York
1564 Broadway
PL 7-2800

Chicago
188 W. Randolph
CE 6-9818

Hollywood
1520 North Gower
HO 9-5831
Py Eye in So. African EMI Distrib Deal

By DON WEDGE

News Editor, New Musical Express

Pye Records, anxious to place its own products on the South African market and acquire American and other foreign repertoire, has made an arrangement with the British giant which will place Pye in South Africa. EMUSA, its local subsidiary, included in the deal will be EMI and Pye, and Charts and Checkerboard which Pye releases in Britain under a contract negotiated last spring. Product will go out on EMI's existing labels. First batch, on Columbia, included the Brook Brothers' "Wartime" (from Pye) and Clarence Heart's "Bed I Do" from Arista.

Visitors

Leeds Music Club Jon Levy is expected September 20 for an extended visit to the UK. Levy, color commentator Galt MacDermot has arrived, to follow the tour to Cape Town, and to perform at Lady Worsley's Playhouse on September 21. He has permission to attend American sales conventions in London, and to be scheduled for talks with Decca in London, where he has interviewed Herbert Stone of American Decca.

Publisher Business

Lookout Records Catalogue Dick James, who starts his own firm here September 20, after eight years of writing records for Pye, has signed a $675,000 deal with the Times, largest selling sheet music publication. Lookout Music's top selling Gold's "Exodus" theme, handled by Dick Business.

Pyke Records joint general manager Dick James, has planned his first visit to be planning a three-week visit until the end of September. His first week of the trip will be in London, where he will report on the business situation. A second visit will probably be confined to two weeks, but includes calls on EMI, BASF, and Pye has arranged a half-hour weekly show devoted to Reprise discs on Radio Luxembourg from October 18.

Italian bass Cesare Stepi reforms his career with the Pye Decca in London on November 7, and will record for the Italian market. The first two of a series of recordings by Toscanini with three albums, Ziticke Decca, London, has completed a deal with Cantel Films of New York to screen the major Symphonies for catalog. There's also a project in the studio under the label's last contract, which runs into 1966. One feature will involve the "Rustics" and "Westerns." The second is a recording of the original film music for "A Midsummer Night's Dream" at the Opera House, and the third is a recording of the current film "The Maltese Falcon" at the London Theatre. There's also a project in the studio under the label's last contract, which runs into 1966. One feature will involve the "Rustics" and "Westerns." The second is a recording of the original film music for "A Midsummer Night's Dream" at the Opera House, and the third is a recording of the current film "The Maltese Falcon" at the London Theatre.

Brooks Brothers' "Wartime," released on Pye, has been doing very well with the first 100,000 copies sold in the first week of release. The company is reportedly planning to increase production to 500,000 copies in the next week. The song has been a hit in both the UK and US, where it has reached the top 10 in the charts.

Two 'La Novia' In Competition

By JAN TORBES

Steinverkgaard 37, Moshelin

RCM Records have released two distinct "La Novia" versions, both from different South American markets. "La Novia" is being released in Germany on Polydor, with music by Alfredo Garelli and lyrics by Franscino Carney. On Decca, the song is being released as "La Novia," with music by Alfredo Garelli and lyrics by Franscino Carney. The song is being released in both markets with the same lineup of performers, and is expected to be a hit in both countries.

Billboard Overseas & Home Business in German Pubs

By BRIGITTE KEEB

Music Editor, Automaten-Markt, Brumssich, Berlin

Perry Mason, Has been the German version of the famous detective show "Perry Mason," a new version of the classic American series. The show is being produced by the German company Metronome, and is being broadcast on the German television network ZDF. The show is being broadcast in both English and German, and has been well received by viewers. The show is also being sold to other countries, and has been well received in China and Japan.

By MILKO KACHNISA

Kommunika, Czechoslovakia S.R.

Shortly after World War II, the Czechoslovakian government banned all foreign music. The government wanted to ensure that only Czech music was played in public places. However, in 1948, the government lifted the ban on foreign music, and the Czechoslovakian government began to import music from around the world. This led to the growth of the Czechoslovakian music industry, which is still thriving today.

On the Mercury label, we welcome "Frankie and Johny" and the ABC-1. Frankie and Johny brought us "Handy Sty-" and "Lettin' Me Go." Frankie and Johny are one of the biggest groups in the country, and they have released several albums in the past year. Another L.P. was issued in "Conner Francis Sings Jewish Favorites." Let us conclude with the following new release, "It's the Same Old Song," by Peggy Lee (Cubby), "Farmer John," by the "Irie" and "Liebelig." There is a new German Eterno label by Boll Baur, "It's the same old song," a Belgian composition at the concert of the night, we have the record of "Television." The record of "Television" was distributed in foreign markets via the sales net of Capitol Records, through the interest of the NABA, S. They have made an agreement to sell this record in Germany and France.

In honor of the visit to Japan, "Toshiba Sets" are being released, two albums, one 12-inch "Stereo Sun" and the other a 7-inch "India Sun." These albums are expected to be put on the market by the end of the year. The first 300 copies of the albums are now available, and are expected to be sold out by the end of October. The 500 copies are expected to be sold out by the end of November. The record has been well received by the Japanese public, and has sold more than 20,000 copies so far.

EMI's Nordisk Record Club to Sell LP's Through Dealerships

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New Reprise Sides Make Debuting at Milan's Fair

By SAMUEL STEINMAN

Piazza S. Anselmo 1, Rome

Milan's Music Fair will be the occasion of the revival of the Reprise disc by Galeria del Corso following agreement between Moe and Giuseppe Giannini with Milan Radio as intermediaries. First to be issued under the names of "Nuovo Sposalizio" and "Tina," Nancy Sinatra's star with Reprise and Moe and Giuseppe Giannini with "David Davis Jr. 's "Back in Your Own Backyard," and Tony William's "Sleeping with the Angels," and "Italian Festival Names," voices for fairtime in the only day to be issued, has the name of "Brett Giongo," with Gianella, Nello Negro, and "Ciao." The future of "Unsera Ciao," and "Dal Rio, "You Are Ugly," (Mogul-Danilo) "Dolce Vita," Giuseppe Giannini and "Where You Are" (Francis-Cabrera Chiesa) is by Fumio Endo and the composer director is Arminio Scialpini.

International flavor of "Eidos" continues to be typical of the Exposition, when going from one to the other. The Italian music is being played on a regular basis, and track of film has been issued on RCA label. ...No Fi has come in with some of the major albums on regular 75h disc under name "The Italian." The black disc is being played currently by Luciano de Crescenzo, the only American disc. The disc has been well received by the club, and has been sold out by the end of the month. The disc has been well received by the club, and has been sold out by the end of the month.
Banter Pairs 'Pirate' Disk Exports

By CARL MYATT

The Taiwanese 'Pirate' disk business has been described as a "vortex" by the Chinese government, and China has threatened to impose sanctions against Taiwan unless it curbs the piracy. The Chinese government has recently imposed severe penalties on disk pirates, including restrictions on export and import of disks, as well as fines and jail sentences for repeat offenders. The Chinese government is also working to develop its own domestic music industry, with the aim of reducing reliance on pirated music. The Taiwanese government has also taken steps to address the problem, including increasing penalties for piracy and promoting local music. Despite these efforts, piracy remains a significant issue in Taiwan, with large numbers of pirated disks being sold on the black market. The Taiwanese government has been under pressure from the Chinese government to address the problem, and there is concern that Taiwan may face further sanctions if it is not able to curb piracy. The Taiwanese government has also been working with the international community to address the issue, including through the World Intellectual Property Organization (WIPO). However, the piracy problem in Taiwan remains a complex issue, with a range of factors contributing to the problem.
TOP LP's BY CATEGORY

To help dealers buy and control properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are here, listed by type of music, alphabetically. The same LP's also are arranged in order of sales strength on the chart board insert. These LP's listed in bold face and capital letters are on the charts nine weeks or less.

VOCAL LP's

Title Label (Streets) Genre Memo Top LP Rank

Mood and Dance

INSTRUMENTAL LP's

Title Label (Streets) Genre Memo Top LP Rank

Mood and Dance

SONGS, THEMES AND LAUGHS FROM THE ANDY GRIFFITH SHOW

Capitol ST 1611 (Stereo & Monaural)—The Andy Griffith Show on tape from TV shows on this related set by the star himself singing and narrating some very amusing material. One of the spoken highlights is a hilarious, folksy interpretation of the Jack the Giant Killer fable by the star. The show theme is treated both instrumentally and as a vocal by Griffith. He also sings some of the background music to the theme, as well as to a new title, "New River Train." Besides the Griffith vocals there is a variety of musical renditions, all in the show which was composed, and is conducted by Earle Hagen.

THE KINGSTON TRIO CLOSE UP

Capitol ST 1642 (Stereo & Monaural)—Here's the debut album of the "new" Kingston Trio, including John Stewart, formerly of the Clumbers Three, working as a replacement for Dave Guard, Stewart, Nick Reynolds and Bob Shane all share in the vocals and the group also turns in some fine ensemble numbers. Selections include "Do You Want to Build a Snowman?," "Dalmatians and "Whatever We Go." Package should get plenty of action.

SUMMIT MEETING

Various Artists, Vee Jay LP 3626—A lot for the money here. Disk is comprised of eight tracks from various of the label's successful jazz albums. Personnel includes such jazz men as Cannonball Adderley, Gene Ammons, Phil Lee Jones and many others in such sets as "Exodus," "Swingin' At The Savoy" and "Saxophone Swing."

DON'T THE TENOR DRUMS!

The Horace Silver Quintet at the Village Gate, Blue Note 4076—The fine Horace Silver organization comes again in their LP recording during their recent performances at the Village Gate night club in New York City. It's a live recording of the group ensemble and in respective solo sets with Horace's fins piano and comprehensive features whether in accompaniment or in the solo spotlight. The album is made up of five tracks, all of them filled with Silver's unique humor and all of them original compositions by the leader pianist.

Children

MUSIC: HOW IT'S MADE AND PLAYED

Cambridge 7268—This handsomely packaged double-fold album features a colorful booklet of info on the making of music. It is a fine LP for the LP. The contents are both entertaining and educational. Based on the Danbury "Rhythm" and "Tune, ""The Story of Music" and "How to Choose a Music Program," this one is an "Introduction to Music" and the "Instruments of the Orchestra." Solid kid item.

Classical

R. STRAUSS: EIN HELDENLEBEN

The Royal Philharmonic Orchestra (Becham), Columbia 7230—This revised, reissued from a memorial edition dedicated to the late Sir Thomas Beecham, this was one of the first titles recorded for the then new 12-inch LP format. It represents one of his finest efforts. There should be a strong public response to this issue since the work a classical staple and is beautifully performed here. The competition is relatively light as well, with only one other stereo version.

SPECIAL MERIT ALBUMS

Classical

THE GOLDEN AGE OF ENGLISH LUTE MUSIC

Julian Bream, RCA Victor L 2560—a very impressive collection of lute music performed in a most satisfactory fashion by Julian Bream, master of the instrument. The album comes with a booklet of detailed liner notes outlining the history of the musical instrument, and full color photos and black and white drawings. A splendid item for collectors of unusual music and a must for class stores.
GREAT NEW HIT BY JOHN D. LOUDEMILK WITH MUSIC BY JOHN D. LOUDEMILK... 
LYRICS BY JOHN D. LOUDEMILK... AND SMASH DELIVERY BY JOHN D. LOUDEMILK.

'LANGUAGE OF LOVE' c/w 'DARLING JANE' #7938. PUT THEM ALL TOGETHER, THEY SPELL THE NEXT BIG ONE ON THE CHARTS BY JOHN D. LOUDEMILK!

RCA VICTOR
The most trusted name in sound
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<th>#</th>
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<td>8 14 24 WHO PUT THE BUMP IN THE BUMP (In the Bump, Bump, Bump)</td>
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<td>33 4 59 MEXICO</td>
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<td>34 67 YOU MUST HAVE BEEN A BEAUTIFUL BABY</td>
<td>34 67 YOU MUST HAVE BEEN A BEAUTIFUL BABY</td>
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ANOTHER "100 lbs. OF" HIT!

GENE McDANIELS

"TOWER OF STRENGTH"

#55371

LIBERTY
FIRST IN THE FOREGROUND OF SOUND
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<th>MONO Best Selling LP's</th>
<th>STEREO Best Selling LP's</th>
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<td><strong>Title, Artist, Label</strong></td>
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*Note: The table represents a mock-up of Billboard's Top LP's chart for a specific week.*
SINGLES PROGRAMMING & BUYING GUIDE

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 Hit 100 chart this week.

NEW YORK

—RUNAROUND SUE
Dion, Laurie
—FEEL IT
Sam Cooke, RCA Victor

PITTSBURGH

—I REALLY LOVE YOU
Stereo, Cub
—MEMORIES OF THOSE OLDIES BUT GOODIES
Little Caesar and the Romans, Del-Fi

LOS ANGELES

—MEMORIES OF THOSE OLDIES BUT GOODIES
Little Caesar and the Romans, Del-Fi

BOSTON

—A VERY TRUE STORY
Chris Kenner, Instant

SAN FRANCISCO

—GIRLS IN BLUE!
Nino Simone, Colpix

CLEVELAND

—HANG ON/YOUR LAST GOODBYE
Floyd Cramer, RCA Victor

—COZY INN
Leon McAuliff, Cimarron

SINGLES PROGRAMMING & BUYING GUIDE

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 action this week to be recommended to dealers and all other readers as having the greatest potential to go all the way. Previous Billboard Spotlight Picks are marked (†).

POP

HIT THE ROAD JACK, RAY CHARLES... (Tangerine, BMI) ABC-Paramount 10444
BRISTOL STOMP, DOVELS... (Kalosana, ASCAP) Parkway 837
LET'S GET TOGETHER, HAYLEY MILLS... (Wonderland, BMI) Vista 265
THE WAY YOU LOOK TONIGHT, LETTERMAN... (Hanna, ASCAP) Capitol 4696
TAKE FIVE, DAVE BRUBECK... (Columbia, BMI) Columbia 14179

COUNTRY & WESTERN

*SIGNED, SEALED AND DELIVERED, COWBOY COPAS... (Spiv, BMI) Starday 599
YOU'RE THE REASON, BOBBY EDWARDS... (American, BMI) Epic 1075

RHYTHM & BLUES

*ONE-TRACK MIND, BOBBY LEWIS... (Lexco, BMI) Bellrino 1012
*FRANKIE AND JOHNNY, BROOK BENTON... (Buddy, BMI) Mercury 71599
YA YA, LEE DORSEY... (Futura, BMI) Fury 1063
LOOK IN MY EYES, CHANTELS... (Atlantic, BMI) Colson 558

THE KEYNOTES

DON'T TELL WILLIAM (Pucemaker, BMI) 2:06—Here is a delightful and updated rocking version of the melodic sections of the "William Tell Overture" that should get a lot of air play. It is in a hot, clean arrangement. The flip is "Overture" by Kurt Weill

RAMSEY LEWIS TRIO

NEVER ON SUNDAY (Eternity-Sidmore, BMI) 2:09—THE RIFFER (Newmark, BMI) 2:57—These two, plus the popular "Newmark" from last week, are still doing well.

WYNN STEWART

BIG BIG LOVE (4 STAR, BMI) 2:23—ONE MORE MEMORY (4 Star, BMI) 2:10—The flip of this charted last week. It has been doing well.

(Continued on page 72)

*Reviews of New Singles

The pick of the new releases:

FOOL #1 (Sure Fire, BMI) 2:22—ANYBODY BUT ME (Champion, BMI) 2:22—The best selling artist has another two-sided smash in this disk. "Fool #1" is a fine country-oriented number with rich orchestra and choirs backing. Flip is a blues item with an easy, swinging arrangement by the thruh. Both sides are strong.

CHUBBY CHECKER

THE FLY (Woodcrest-Mared, BMI) 2:22—THAT'S THE WAY IT GOES (Low-Palmans, ASCAP) 2:20—Checker is at his showy best on both sides of this latest single. The Fly is a wild blues, with a rock and roll backing. "That's the Way It Goes" is another strong number with an effect that will not be overlooked.

BALTIMORE

—RIDER IN THE SKY
Lawrence Welk, Dot

DAMITA JO

DANCE WITH A DOLLY (Shuprow-Bernstein, ASCAP) 2:35—Here's a side from the country's recent album which has garnered plenty of air play. The song is a good country number with a bit of an novelty effect in its arrangement. The flip is "I Don't Know Him" (Alan K, BMI) 2:00.

RAL DONNER

PLEASE DON'T GO (Alan K, BMI) 2:13—Donner is hot right now in the single field, and this could be another big one for him. The powerful ballad is sung with great style and authority. The flip is "I Didn't Figure On Him" (Alan K, BMI) 2:00.

EARL KING

MAMA AND PAPA (Travis, BMI) 2:15—This is a good, solid down-home blues ball that shows off the sincerity and understanding of King on a warm vocal. His guitar work is first rate. Flip is an excellent ballad, "Wanna Be Your Woman" (Jansen, BMI) 2:00.

PANCHO VILLA

AS IS (Jason, BMI) 1:58—Here's a zesty instrumental that could pull in a lot of juke box fans and help the teens with their dance lessons. It features some warm piano work, plus swinging horns as well. Flip is another blues, "Bobby's Guitar" (Jansen, BMI) 2:15.

BILBOARD MUSIC WEEK

71

(Continued on page 72)
MORE MONEY FOR YOU AND ME (#4599)
is No. 24 in Billboard (Sept. 11) and going up! The Preps' great album "The Four Preps on Campus," which contains this hit single, is No. 29 in Billboard (Sept. 11) and still climbing!

THE WAY YOU LOOK TONIGHT (#4586)
is No. 73 in Billboard and going up fast. Both of these hit singles are currently available in sales-stimulating four-color consumer sleeves. Better contact your CRDC representative right now!
# Honor Roll of Hits

**Trade-Mark SEC**

For Week Ending September 24

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Record Company</th>
<th>Publication</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Michael</td>
<td>Dr. Dave Fisher</td>
<td>United Artists (ASCAP)</td>
<td>Billboard</td>
</tr>
<tr>
<td>2. Take Good Care of My Baby</td>
<td>King-Gillies</td>
<td>Liberty</td>
<td>Billboard</td>
</tr>
<tr>
<td>3. My True Story</td>
<td>Arden-Reese</td>
<td>Leo</td>
<td>Billboard</td>
</tr>
<tr>
<td>5. Maria's the Name</td>
<td>Doc Pomus-Morton</td>
<td>Sid Gold (ASCAP)</td>
<td>Billboard</td>
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<tr>
<td>7. Without You</td>
<td>Joby Tillman</td>
<td>King</td>
<td>Billboard</td>
</tr>
<tr>
<td>8. Cryin'</td>
<td>Roy Orbison-Joe Mazzina</td>
<td>Acuff-Rose (ASCAP)</td>
<td>Billboard</td>
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<tr>
<td>10. When We Get Married</td>
<td>Wayne Howard</td>
<td>Capital (ASCAP)</td>
<td>Billboard</td>
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<tr>
<td>11. Hurt</td>
<td>Joe A. Jacobs</td>
<td>Miller (ASCAP)</td>
<td>Billboard</td>
</tr>
<tr>
<td>12. Little Sister</td>
<td>Doc Pomus-Morton</td>
<td>Sid Gold (ASCAP)</td>
<td>Billboard</td>
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<td>14. I Fall to Pieces</td>
<td>Harry Smith</td>
<td>Columbia</td>
<td>Billboard</td>
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<tr>
<td>16. The Mountain's High</td>
<td>Els Forrester</td>
<td>Ode (ASCAP)</td>
<td>Billboard</td>
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<tr>
<td>20. A Little Bit of Soap</td>
<td>R. Stewart</td>
<td>Milti (BMI)</td>
<td>Billboard</td>
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<tr>
<td>21. One Track Mind</td>
<td>M. Kees-L. Lewis</td>
<td>Lucky (BMI)</td>
<td>Billboard</td>
</tr>
<tr>
<td>25. More Money for You and Me Medley</td>
<td>Various Artists</td>
<td>Various record companies</td>
<td>Billboard</td>
</tr>
<tr>
<td>26. You Must Have Been a Beautiful Baby</td>
<td>Warner-Brothers</td>
<td>Brunswick (RCA)</td>
<td>Billboard</td>
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<tr>
<td>28. NAG</td>
<td>Don MacFarlane</td>
<td>Epic (ASCAP)</td>
<td>Billboard</td>
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<tr>
<td>29. Don't Bet Money Honey</td>
<td>Scott-Brooks</td>
<td>Epic (ASCAP)</td>
<td>Billboard</td>
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<tr>
<td>30. The Astronaut</td>
<td>Dean-McCullough</td>
<td>ABC</td>
<td>Billboard</td>
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<tr>
<td>30. Last Night</td>
<td>Max-Kay-Baltimore</td>
<td>RCA</td>
<td>Billboard</td>
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<tr>
<td>31. Hit the Road Jack</td>
<td>Percy Mayfield</td>
<td>Columbia</td>
<td>Billboard</td>
</tr>
<tr>
<td>32. If I Didn't Know</td>
<td>Ken D. David</td>
<td>Paramount (ASCAP)</td>
<td>Billboard</td>
</tr>
</tbody>
</table>

**Recordings Available**

*Best selling record listed in bold font.*

1. Michael —"Midnight, America United Artists 84444.
2. Take Good Care of My Baby —"Baby Beehive, Liberty 23664.
3. My True Story —"Leo, 78664.
4. Maria's the Name —"Sid Gold, 78664.
5. Wooden Heart —"Mills, 78664.
7. Cryin' —"Acuff-Rose, 78664.
8. You Don't Know What You've Got Till You Lose It —"Leo, 78664.
9. When We Get Married —"Capital, 78664.
11. Little Sister —"Sid Gold, 78664.
14. I Fall to Pieces —"Columbia, 78664.
16. The Mountain's High —"Ode, 78664.
20. A Little Bit of Soap —"Milti, 78664.
21. One Track Mind —"Lucky, 78664.
25. More Money for You and Me Medley —"Various, 78664.
26. You Must Have Been a Beautiful Baby —"Brunswick, 78664.
28. NAG —"Epic, 78664.
29. Don't Bet Money Honey —"Epic, 78664.
30. The Astronaut —"Columbia, 78664.
30. Last Night —"RCA, 78664.
31. Hit the Road Jack —"Columbia, 78664.
32. If I Didn't Know —"Paramount, 78664.

**TV Review**

**Connie Sells Songs & Hair Oil**

Connie Francis was the headline in a one-hour variety special on ABC-TV last Wednesday (13) that could rival in viewership two of the biggest local disk store in America. "Long Arms and Hair Oil," both for $1.69. Miss Francis herself helped do the pitch for this deal.

The show itself was carefully written, consisting of a collection of brief sketches in addition to Connie's vocal efforts, all murderously timed and last but not least was assassinated, even the least of them had bright professional sparkles. Surrounded by such stars as Jerry Lewis, Arthur Godfrey, and Eddie Fisher Jr., it is a tribute to today's top girl that she showed the winning personality and genuine ease in front of the cameras that will win her the show's star.

Carney and Foy contributed some hilarious moments individualized with the characters of hundreds of comic strips and episodes of Saturday Night's Pajama Sam and his prized "Big Top" circus. A high spot was the 株式会社の星 for which Miss Francis did a single in "Climax" show. The super-stretch of 1941, which revealed the body for the ultimate sound—live musicians behind the walls.

Tab Hunter, too, was on hand and he worked with the comic "and" with Miss Francis in such opportunities as he had. With all this talent abetting her, and with the additional efforts of a substantial number of dancers and singers, Connie's vocal efforts were, if anything, too few, quite a departure from the frequent hugging of the cameras by a star of such a size. She opened with a Mamie Smith-like act of the "White Man's Dream," which she also worked with a slow, belting drive. Later, she undertook a foray into "Surfing," "Never on Sunday," "Sarah and the "Havana Nagels." A high spot was a duet of "Tell Me Why" with a two-beat rhythm and at least six funnier songs than one is used to away from her. Finally, she wound up with a medley of "S Wonderful," "All About Tomorrow" and "This Is America.

The show itself, which was produced several years ago, did not include her most recent singles releases, although visual tributes was paid two of her albums: "More Hits Connie Francis" and "More Greatest Hits." But the biggest pitch of all was for the hair oil premium LP. The same TV show, hair oil deal and all, is understood to be scheduled for showing in England in November.

**Night Club Reviews**

**Humility, Voice Win for Wade**

Jules Podell, continuing his emphasis on the younger crop of disk artists, brought a personable, vocally-pleasant Adam Wade (Coed Records) into his Copacabana last week as the No. 2 man in a bill featuring the veteran, schotz-choke-comic, Joe E. Lewis.

Unlike many of the more familiar night club vocal luminaries, Wade is ingratiating and almost self-effacing on the floor—perhaps to an unwarranted degree. Yet his deliberate underplaying is handled with a remarkable lightness of touch which wins him more attention from ring-siders than some of the more puffy-eyed of the chorus.

Good standard repertoire comprises the better part of the boy's act with such material as "Long Ago and Far Away," "Always," "I Love The Way You Touch Me," "We're Young," giving fine treatments. At one point the attractive lad jazzes up a sensitive but somewhat overworked and "Who's He," in which some of his disk hits are cleverly interwoven. The bearded fellow, whose voice is of the Croon type ("Ain't"") with hand banding, to soft, delicate ballad spillings ("While We're Young") with Bert Dolce's piano solo backing. A hit of the show to be noted is for Wade to become a fixture on the smart club circuit.

**Shirley Bassey Is On Her Way**

Shirley Bassey, a comely cantor from London, who is virtually unknown in the States, made her first attempt at the night club scene here as he opened the new season last week at New York's Century Club, over looking, of all places, the general Hotel Plaza. On the basis of her performance, she will not likely remain unknown.

She is a driving, compulsive vocal talent which she exerted to a face-to-face on a number of the smarter show and the backing band in the form of a two-piece orchestra.

Miss Bassey has the fiery, sensuous mannerisms of a Lena Horne, the occasional naughtiness of an Eartha Kitt, a bewitching style of some chronic promiscuity in a manner that is distinctly gay. But beyond all this, she is herself, an exciting new personality who scores more on her big voice than with her saucy sidesteps.

True, special numbers like "I Keep Him" and "Who Wants To Help Me Burn My Candle At Both Ends," go over well, but the warm readings of "As Long As He Needs Me," from the British film "The End Sneeze," "Oliver!" from "Everyday We Say Goodbye," "Tell," "The Party's Over," and the rending wind up, "Close Every Door," the hit of the show by the band.

The girl from London will make many new friends for herself in this stint and she may gain even more through a disk pact just signed with United Artists Records. The company is rushing out a single, and an album, recently cut in Britain, to be follo

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*For more information, please refer to the Billboard Music Week dated September 16, 1961.*
COMMAND RECORDS PRESENTS A MAJOR "BREAKTHROUGH" IN THE HISTORY OF RECORDED MUSICAL SOUND

Featuring Enoch Light and his 60 piece orchestra recorded on 35mm magnetic film at Carnegie Hall...


IF YOU ARE NOT DOING EVERYTHING POSSIBLE TO PROMOTE this album in your store YOU ARE LOSING SALES ON THE HOTTEST ALBUM OF THE YEAR!

Just thought you would like to know that, upon receiving our initial shipment of the new Command 35mm L.P.'s, #826, we played the album several times over our stereo system and were literally swamped with sales. Actually, in the afternoon that we received the shipment, we moved 32 copies.

HARMONY HOUSE
Springfield, N. J.

"I received ten copies of COMMAND's STEREO 35mm one afternoon and sold all ten within the first one and a half hours. There are more people In my Stereo room listening to a sample of this record than I have ever had before. I've never seen anything so exciting In all the ten years I've been in the record business."

HAYES RECORD SHOP
Beverly, Mass.

Our original order of 24 Stereo 35mm Command records sold out within 24 hours. Please send us another shipment as soon as possible doubling the order to 48 pieces.

LAFAYETTE ELECTRONICS CORPORATION
Paramus, New Jersey

Our original shipment was sold out In two days and we have re-ordered twice since then. This "35mm" idea is the greatest boon to record shops since the introduction of COMMAND RECORDS. The sound is tremendous and just playing the first band sells the customer. Thanks for giving us something to "hype" the business.

WEBSTER RECORD SHOP
Webster Groves, Mo.

"I have been In the record business for twenty years. I have never heard a record that I expect to do as much for the record Industry as COMMAND's STEREO 35mm."

RICCI'S MELODY SHOP
Keane, New Hampshire

Command records THE LEADER IN RECORDED SOUND

GRAND AWARD RECORD CO., INC., 1301 Broadway, New York 36, N. Y.
BIGGEST COPAS EVER!

SIGNED, SEALED AND DELIVERED

C/W NEW FILIPINO BABTY ON STARDAY 559

BY COWBOY COPAS

SPANKA MUSIC CORP.
Current R&B Hits BROKEN HEART AND A PILLOW FULL OF TEARS Patti Page Mercury 71870
CINDERELLA Paul Anka ABC-PARAS. 10239
CURRENT ASCAP Hit KISSIN' ON THE PHONE Paul Anka ABC-PARAS. 10259

PINGTONE RECORDS, LTD. NEW YORK 11, N. Y.

America's largest and Oldest One-Stop Record Service! 45 RPM 60c
All LP's, 45 RPMs, 78's, 10-inchs and 12-inchers. Complete, with high-quality album sleeves and liner notes. All LP's are tested and guaranteed. Satisfaction guaranteed or your money back. All prices include sales tax. A wide selection of all the major record companies.

BIGGEST COPAS EVER!

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PINGTONE RECORDS, LTD. NEW YORK 11, N. Y.
Spanish Newsnotes

To throw further emphasis on the single, Johnson has inaugurated an extensive advertising campaign to promote sales of his radio spots campaign, Johnson has secured a deal with his radio spot programming whereby the customer will receive two free singles for every purchase of a full set of his radio spot campaign. Johnson has also been working on additional advertising campaigns to increase sales of his singles.

Spanish Newsnotes

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**European News Briefs**

**Disk Vendors Hit Sales Boom**

BADEN-BADEN, W. Germany—Vending machines single disk sales are picking up. Germany's leading disk vending machine producer, MIFA-Automaten, of Baden-Baden, reports that the demand for 35mm single disks has increased as a result of the serious troubles. Some of the vendor membership has come in since MCFSe that its broadside mailing on the subject of the troubles is hopeful the number will continue to rise.

Several of the new contributors are even sending checks to their initial membership dues "just to help MCF keep going."

**Duplicate**

One such, Berit, Unity City, N. J., sent a check for $50 for en- rolling as an affiliated operator. In addition to $250 contrib- uted earlier this year as a dis- trict manager, Berit told Nettie that he was "willing to take this responsibility and keep people in order to do our modest part to help the council continue to work in a just a short time."

It is beyond our comprehen- sion," added Nettie, "how the legal- ized operators, who comprise the great majority in our industry have failed to support your (CMCF) activities. It seems incomprehensible and explains why our business is not doing well, but they are apparently unwilling to support MCF in the fight to keep the unjust signs ante." Producing and Distributors

Manufacturers and distributors who have not supported your (CMCF) organiza- tion as well as they might. How- ever, it is likely that they will eventually do it after they see the success of the council's work."

"I believe that we have not supported your (CMCF) organiza- tion as well as we might. However, I believe that it is in our interest to support the council." Berit and other operators have not supported your (CMCF) organiza- tion as well as they might. How- ever, it is likely that they will eventually do it after they see the success of the council's work."

Bert is a long-time MCF member, as well as a member of the council."

III. Operator Faces Charges of Assault

**CHICAGO**—Franklin Park Police have issued a warrant for the arrest of a man in connection with the death of a woman in Franklin Park. The suspect, a 23-year-old man, was charged with murder. The victim, a 25-year-old woman, was found dead in her home on November 1st.

The State's attorney's office Indi- cated it would seek convictions in the case. The suspect, a 23-year-old man, was charged with murder. The victim, a 25-year-old woman, was found dead in her home on November 1st.

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the ROCK-OLA 100

ALL-PURPOSE STEREOPHONIC-MONaurAL-100 SELECTIONS

engineered and designed
to give you the finest
and most profitable features
in the industry

COMPACT-VERSATILE-DISTINCTIVE

The world famous Rock-Ola tradition of engineering
excellence is again proven by the unique, modern
cabinet and the daring miniaturization of the all new
mechanism in the Rock-Ola "100" Wall Phonograph.
With the new "100" miniaturized mechanism
again comes the unexcelled dependability which
for years has made the original Rock-Ola
Revolving Record Magazine the standard in
the industry for quality and dependability.

Rock-Ola offers its Operators a small, attractive
and versatile wall phonograph with all the
capabilities of a standard floor model. Its
gleaming silver and chrome appointments and
compact cabinet complements any location
decor and fits even the smallest location while
occupying no floor space needed for other
facilities. The profit-making answer to
smaller locations is the Rock-Ola "100".

look to ROCK-OLA for advanced products for profits

ROCK-OLA MANUFACTURING CORPORATION
800 N. KEDZIE AVE., CHICAGO, I1L.
Early Kies Seeks Price Break on Juke Box Singles for America’s Operators

By NICK MERO

CHICAGO—Earl Kies feels that juke box operators should get a price break on singles and he has some good arguments to back him up. Kies, who is a prominent North-West Side operator here and president of the Chicago Juke Box Operator Association, points out that operators don’t return records like dealers do. An operator buys for use, and once he gets a record in, he generally keeps it. Also the operator is the No. 2 or No. 3 buyer in the trade and the disk jockey’s Kies feels, and he should get some consideration for that.

Manufacturers Benefit

According to Kies, the manufacturer would benefit from the move because it would enable the operator to buy a wider variety of records for his money and show more talent.

By Nick Mero

CHICAGO—Earl Kies feels that juke box operators should get a price break on singles and he has some good arguments to back him up. Kies, who is a prominent North-West Side operator here and president of the Chicago Juke Box Operator Association, points out that operators don’t return records like dealers do. An operator buys for use, and once he gets a record in, he generally keeps it. Also the operator is the No. 2 or No. 3 buyer in the trade and the disk jockey’s Kies feels, and he should get some consideration for that.

Manufacturers Benefit

According to Kies, the manufacturer would benefit from the move because it would enable the operator to buy a wider variety of records for his money and show more talent.

Tag Automatic

As Rock-Ola Distrib in P.R.

SANTURCE, P.R.—The Automatic Equipment Distributing Corporation has appointed Dennis D. Ponson as its Rock-Ola distributor for Puerto Rico and the Virgin Islands. Ponson is a former sales manager for the radio division of the company, while Ronald D. Amsden is sales manager.

Nurtured as agents in the San Juan area are Aylas’s Juke, Fuentes Music Sales, and La Rosita, Inc., when Ponson’s in the agent in Comerio. Aylas’s Jaures, the first Rock-Ola sales outlet in Puerto Rico, was opened in 1950, and the first shipment of 10 Rock-Ola Princesa jukeboxes was sold in a few weeks.

The distribution will be handled through local distributors in new markets to promote the Rock-Ola and Rock-Ola Princesa lines to all operators and consumers.

Genie Paul, Pioneer Va. Op, Dies at 67

RICHMOND, Va.—Eugene (Genie) Paul, senior Virginia juke box operator, died here Wednesday (7).

Paul at one time owned the Richmond Amusement Sales Company, including the Bencher brothers, Garland D. Chandler, past president and director of the Music Operators of Virginia. Paul, who was well known to operators in Virginia and throughout the nation, leaves his wife, Mrs. Isabelle Brady Paul.

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Conventions:

Please enroll me as a member of the Georgia Coin Machine Merchants Association. Enclosed is my check for $50.00 initiation fee and $ for dues.

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All subscriptions must be accompanied by $50.00 initiation fee. Dues are $100.00 yearly—$50.00 semi-annually. (Payable at time of application or to be received within 30 days of application.)

CINC Response

*Continued from page 80*

next total of 36, less than half the 1909 figure. Distributors contribute $200 per year, so the council lost roughly $8,200 by losing 41 distributor operators, the 27 figures are considered very weak.

In the operator category, CMC started 1963 with 244 members and this year has some 277, indicating a slight increase. Operator membership, however, for 1967 a year (as low as $25,000) and this figure is hardly enough to keep CMC alive. Also, considering the number of operators, the 27 figures is considered very weak.

Ted Kisl, David Publicity Chief, Dies Suddenly at the Age of 40

Syracuse—Funeral services for Ted Kisl, public relations director of the Davis Distributing Company, were held Friday (12) at the Fairchild and Moos Funeral Home here. He died Saturday in a hospital following an attack of heart disease.

Kisl, who would have been 40 in a few days, leaves his wife, Betty, two daughters, Tessa and Wendy, 3, and Wendy, 3.

A former disc jockey and advertising man, Kisl joined the Davis staff eight years ago. He organized and edited the Davis Digest, a house organ circulated to operators throughout the State, arranged local amusemcnt relations programs, and was responsible for all juke box play to the operators and locations.

Kisl had been born with an incurable blood disease, which could have been fatal at any time. Despite his struggle, Kisl was able to manage his condition and continue his work for the company. He was loved by his colleagues and widely respected.

Bob Romig, vice-president of Davis Distributing, said Kisl was one of the few men he had ever met who loved his work and was an asset to the company.

Lee Jones, Retired Chicago Distrib, Dies

CHICAGO—Lee Jones, prominent Chicago distributor for many years prior to World War II, died recently in Augusta, Ga., where he had been living in retirement.

Jones was one of the first distributors in the area when coin-operated equipment through the mail. He was active in the organization of the local coin machine manufacturers association. He left Chicago shortly after World War II.

Prominent Boston Coin Official, Edward Raveley, Dies Suddenly

BROOKLINE, Mass. —Death claimed Edward J. Raveley Tuesday (12), when he collapsed at the Temple Midtown in this city, and died after being rushed to the hospital.

Raveley had been prominent in the coin machine industry for many years and was past president of Associated Amusements, Inc., of Boston. He had served as a director over the years for most of the phonograph and amusement game firms.

Raveley originally went into business with his brother, Lewis, who was president of Associated Amusements. The firm started as an amusement machine distributor for the Mills line of machines and later branched out into other lines.

He has been president of the Brotherhood of Temple Midtown Thirties, and a member of the board of directors of the fraternity. A graduate of Boston College, he had been active all his life in civic affairs.

He was also chairman of the Combined Jewish Appeal for the Boston area.

He leaves his wife, Dorothy Leon; a single daughter, Ruth Mae, wife of Richard Davock, producer of International Vending Corporation of Boston, and two grandchildren, Funeral services were held (13) at Mount Zion Cemetery, Woburn.

EDITORIAL

Our Friend Is Dead

For the last decade, Ted Kisl, public relations director of the Davis Distributing Company, has been known to the music industry as a man who had a good deal of success. Ted was suffering from an incurable blood disease—and he was kept alive by medicine and treatments, which he used despite the fact that he knew he would die. It was finally decided to accept the fact that Ted died last week. It seems incredible that this fine young man and electrical genius was lost to us.

Ted had been a friend to us all, and we will miss him greatly. A young man who had a great deal of success in the music industry.

Romig paid tribute to Kisl, saying that the industry claims some 7,000, and many of those he knew had been closely acquainted with Ted.

Romig spoke of his work in public relations, and told the story of how Ted had worked for the company, and how he had been a key figure in the industry.

Romig paid tribute to Kisl, saying that the industry claims some 7,000, and many of those he knew had been closely acquainted with Ted.
Why Seeberg's exclusive artist of the week plan makes more money for the independent operator

The experienced independent operator knows that the phonograph designed to sustain interest and excitement among location customers can automatically boost his income. The phonograph that can do this assures profitable income in top locations. It cements a firm operator-location relationship. It maintains high re-sale value for future trading.

More than that, such a phonograph makes it possible for the operator to obtain more equitable commission arrangements with his locations. For as costs of doing business continue to rise, such arrangements are more than desirable. They are a necessity.

Coh phonograph music has always reflected--and profited from--the public’s taste. Customers have always preferred to play in locations, the same kind of records they buy for their home phonographs. When the 45-rpm single was rising high at home, it was king on the coin-operated phonographs.

But when the public trend started moving toward the 33 1/3 rpm, and store sales of 45s began to slump, the music operator soon found himself in a situation he could not turn to his advantage. His equipment could not play the records most persons were buying for their homes.

When the record industry finally introduced the 33 1/3 stereo single, Seeberg correctly forecast that this was the record that would solve both problems. It would bring adult album music to the juke box once more. It would halt the national decline in single sales.

“ARTIST OF THE WEEK” IS A MUSIC SELLING PROGRAM

First, the phonograph itself. Seeberg automatic Internals, which has never required any adapter kits or devices, is completely use-proved in locations from coast to coast. Operators know it works. As long as they are available, 45s can be freely intermixed with 33 1/3 singles.

Second, Seeberg’s Artist of the Week plan can provide the location with a new “star” every week or two--ten popular new album selections all by the same artist. And these are displayed on a special title strip panel to encourage the most play by customers.

Third, the Seeberg Artist of the Week plan brings that proved music salesman—the colorful album cover itself—right to the phonograph. Seeberg’s brilliantly lit top panel displays the album cover from which the ten Artist of the Week records have been chosen.

While others tried to fight it, Seeberg turned it into another “first” by immediately perfecting and introducing automatic Internals of 45s and 33s. As a result, the operator with Seeberg equipment was able at once to profit by this development and to ensure against obsolescence of his equipment. Now all other manufacturers are following suit.

The last two years have proved Seeberg was right. Today, 40 record manufacturers—including all the major labels—are issuing their best-selling material on 33 1/3 stereo singles as well as in 33 1/3 albums. As far as the public is concerned, the old 45 is almost history.

Something else has happened, too: Introduction, by record manufacturers, of the dramatic, colorful, album cover. It has long been a powerful sales-stimulator for the expensive 12-inch album. Every record dealer in the world will testify to this.

So when, at Seeberg’s suggestion, the manufacturers of 33 1/3 seven-inch record albums added the selling power of exciting covers to their albums, they hit a bonanza. Because—just as with magazines and pocket-books—many persons buy an album because they like the cover.

Here was another powerful trend in music-buying that the music operator could now capitalize on because Seeberg—out in front once more—developed a brand new music merchandising plan, Seeberg’s “Artist of the Week.” It took the popular album cover and turned it into an income-producing feature for both operator and location.

THE SEEBURG IS PERSONALIZED FOR EVERY LOCATION

Copyrighted material
Cleveland's Ridge Gum Corporation Sets Up And Educates Operators in Bulk Vending Biz

By IRINA MIBALEGA

CLEVELAND - Stressing the need for educating the new bulk vending operator, a Cleveland firm offers to “set up” new operators in the bulk vending business.

Ridge Gum Corporation, one of the largest mail order firms in bulk vending, with 3,000 machines in the field, is entering into the wholesale operation of set up and training vending operators.

Joseph Rades, the firm's representative, said, "Our objective is to educate the new operator so that he can turn the machine into a profit center." Ridge Gum offers to supply the operator with the machine and the necessary supplies to get started.

The firm offers to set up a full line of machines and the operator is given a weekly sales call to help in the training process.

Ridge Gum has been in the vending business for over 20 years and has a proven track record of success.

NUTS
GET YOUR SHARE WITH Northwestern

There Are Big Profits In

49 NUT VENDOR

- Interchangeable SANI-CARE Nuts - Bagging - Service - All nuts shelled, balanced, and coated. Also black walnut, pignut hickory, and more.

RECONDITIONED & REFINISHED NORTHERN 49'S

- Adjustable to 10 lbs. in 2 lbs. and up.
- 300 to 450 watts.
- 5, 10, 15, 20, 25, 30, 35, 40, 45, and 50 lbs.
- 50, 60, 70, 80, 90, and 100 lbs.
- Also available in 49s and 59s.

RECONDITIONED SILVER KINGS

- Adjustable to 10 lbs. in 2 lbs. and up.
- 300 to 450 watts.
- 5, 10, 15, 20, 25, 30, 35, 40, 45, and 50 lbs.
- 50, 60, 70, 80, 90, and 100 lbs.
- Also available in 49s and 59s.

Stamp Folders, Lowest Prices, Wholesale.

Rake Coin Machine Exchange

1684 S. 26th St.

Rake Coin Machine Exchange

1684 S. 26th St.

We handle complete lines of machines, parts & supplies.

Please call or write for details and prices.

Ralph Mathen, Mgr.

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Saves you time and money. Electric it's the answer, now at your service. Why pay out time and money when you can have your money made in an instant? ACME Electric Machines give you the fastest service and a savings on every job. Get yours today and see how much money you'll save.

Sample...$28.13
2 and up...23.50
Floor Stand...5.00

ORDER TODAY
13 UNION SQUARE, NEW YORK, N.Y.
J. SCHENKEL

Ridge Gum Corporation, Ridge Gum is one of the largest mail order firms in bulk vending, with 3,000 machines in the field, within easy reach of customers.

The reactions were varied, of course. Some bar owners refused to clutter up the already somewhat limited space along the bar rail with vending machines. Others complained that they felt that such devices as the skins from red skin peanuts, hulls from pistachio nuts, etc., were not clean, and that they would pull the bar top and drive away customers. Others, however, faced with a considerable drop in bar revenue, were willing to give it a try, so long as the machines were attractive and well maintained.

Since then, the Atlanta woman bulk machine operator has added one bar after another, with anywhere from two to eight 5-lb vending machines, offering as wide a choice of products as possible. A typical bar, for example, at the 20 Club, N.Y., with a 35-lb. machine, the suburban Buckhead Algonquin, offers bright red and yellow vending machines, offering three types of peanuts, one 5-cent cash machine, and one 10-cent pistachio unit.

Special attention is given to the bar where they won't interfere either with patrons or bartenders, the machines being installed at the end of the bar, 10 to 15 inches as many nut snacks per month as did the most elaborate display of suckered nuts on cards or boxes, behind the bar in the past.

Commissions

Mrs. Mann works out different arrangements with bar owners, as a matter of personal preference, but usually set up a $5-$5 commission basis, whereby the bar owners accept in view of the higher price of the machine and the higher operating cost today, etc. There are standards, in some cases, of maximum sales volume anywhere along the route, and in fact, Mrs. Mann seldom finds anyone requesting this set-up.

To keep bar owners and bartenders happy, she uses only machines equipped with a trap chute, which will hold the nuts to place until the customer can get his hand on them. She finds that the machines at far more convenient intervals than was usual with 1-cent machines, and checks the quality of the nuts being served closely.

Paying commissions in cash, at the end of the route, and reordering machine service, and reminding bar personnel to suggest them whenever possible, Ridge Gum has aided in the growth of the sales volume which businesses had ever had before established.

J. SCHENKEL

Ridge Gum Corporation.

"We are in a position," says Rades, "to go out and get the best business available, and that price we pass on to the OTHERS. We are setting up part-time opera- tions for some fairly big operators, who still can buy cheaper from us than they can by buying direct."

"Ideal Venture"

Rades feels the bulk vending business is an ideal venture for re-tirees, or the semi-retired persons, and gives it "real advantages." Although some of Ridge Gum's machines make up to $7 a month, Rades promises to make a "special monthly profit per machine at $1, changing there are nothing to "quick schemes in this world today except hard work and sticking with it."

New operators being set up by Ridge Gum in the business, some business have not been limited to the Greater Cleveland area, some have come in from Akron and Mansfield on the recommendations of some of the older operators who have in the business of Ridge Gum.

"Mostly Retirees"

Some of the new operators are full-time employees entering into the business as a part-time basis and most are retirees supplementing their retirement income.

"Typical of operators Ridge Gum is setting up in the Bulk Vending Field is John Hay of Lakewood, Ohio, a full-time employee in the automobile industry, soon to be starting out with 4 machines with plans to expand his route to 16 machines within the next few months. Until his retirement when he will work his route part time with the son, John Jr., will manage and service the route."

"Park your name in the Northwestern mailing list. Write Today.

CORPORATION

215 E. Harrison St.
Chicago, Ill.

"Say You Saw It in Billboard Music Week"
Op Finds Profit Close to Home

DENVER—Charles Flowers, a veteran of 11 years in vending, is one operator who doesn’t believe that it is necessary to expand over a huge territory to create a profitable vending route.

SHARON PODERS ON BMW IN CHI

CHICAGO—a bright, new face has joined BMW’s Chicago staff. She’s Sharon Poders, and she’ll assist in both the advertising and editorial. A native Chicagoan, Sharon attended Washington University, St. Louis, before coming to Billboard Music Week. Here will soon be a familiar voice and face to those in the Midwest.

Big Savings on Ball and Vending Gums

Direct Low Factory Prices

Rubic Red Gum 24.16c, 75c, $1.00
Bottle $1.75, Two Bottle $3.00
California Red Gum 4.00c, 15c, 25c, 3c
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AMERICAN CHEWING PRODUCTS CO.

BIGGEST PROFITS GUARANTEED

VICTOR 2000
Capacity 2,000 Balls of 100-Count Gum

Wico Corporation
Publishing 1962 Ordering Catalog

CHICAGO—Wico Corporation last week put out its 1962 parts and accessories catalog containing the coin machine industry’s most extensive line of replacement parts and vending items. The volume lists 164 pages of coin machine parts and accessories, detailed by part name and manufacturer name.

Wico is also offering a premium stamp plan where operators may earn premiums from free stamps given with each order. Prizes are also shown in the catalog.

Among manufacturers for whose equipment replacement parts are available are AMI, Ball vending and pinball games, Chicago Coin, Coin Games Inc., Genco, Gottlieb, Keeney, Midway, Rock-Ola, Rowe, Seeburg, like beer and vending, United games and phone, Vendo, Williams coin machines.

Partly are shown with an illustration, nomenclature and description.

VICTOR VENDING CORP.
5701-13 W. Grand Ave.
Chicago 39, Ill.

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Partly are shown with an illustration, nomenclature and description.

VICTOR VENDING CORP.
5701-13 W. Grand Ave.
Chicago 39, Ill.

Op Finds Profit Close to Home

DENVER—Charles Flowers, a veteran of 11 years in vending, is one operator who doesn’t believe that it is necessary to expand over a huge territory to create a profitable vending route.

Flowers, a factory employee for 11 years before setting up in vending until 1951, although he had “slabbed” briefly in the business about 1946. Discon- ducted, however, with “working for the other fellow,” he decided in 1951 to cut loose from all other concerns and become a full-time bulk operator.

In the 10 years hence he has built up a route of operations to the point that he has worn out two dispensing machines, one of them to more than 500 machines, but still able to handle 12,000 or more below within a 16-mile drive of his home. “Probably some of my thinking along these lines comes from the fact that I was a bachelor until I was 51 years of age,” Flowers confided. “Now that I have a family, I enjoy being home much more.”

Flowers kept up a full-time de- partment job until five years ago, when the booms in Denver’s population convinced him that he should devote more time to his vending business, and devote full time to it. He invested, in 1953, in 20 Con- tro machines to bring it up to the cur- rent 500, and an excellent reputa- tion in his field. “If I had to do it again, I couldn’t find it difficult to line up new men. I think I cut out a little more than a year.”

Flowers holds that most of his career has concentrated on service stations, with some creameries, and a few other accounts taking the rest of the equipment. “I gotta be in supermarkets and other drug stores,” he said, “where big, multi- pluse locations pay the best. So most of these were already pretty well taken over, however, when I came in, and so I must concentrate on my own type of location.”

Tab Gum

One of his major assets in land- ing contracts is a vast collection of tab gum machines which are uniformly in use in the year-around. The Denver op- erator found a long time ago that the local horseplayers do not mind the tab ball gum, dispensed through a vending machine, with no sun- light exposure, to Tab gum, on the other hand, ap- pealed ever more to the more con- scientious customer because of the lack of sun- light paper or foil wrap.

That lead to carrying tab gum machines around the city, with an isolated station wagon, exhibited wherever these machines were in use, to complain of the drawback confronting them.

Eventually, Flowers was able to land literally dozens of spots among the exhibitors of machinery from anywhere once a week to one of his Tab gub racks, de- pending upon the location, and it doesn’t mind Salt Lake calls, where an emergency situation exists. In fact, he has often whisked away a slow day with this form of sun- light, cutting into and repairing several penny vendors on location.

The chief problems to date have been vandalism, which is growing in the Denver area. Last day this article was written, Flowers announced that he learned of inspecting a group of three ma- chines which had been smashed into smithereens by bandits breaking into a car wash location in the city.

Other machines disappear, or are damaged, but “I always keep a good eye on them, and I always try to fill them with Ma- comer products.” He feels that he can absorb a certain amount of damage along these lines, however, inasmuch as most of his machines are already depreciated, and not pure profit. Admittedly, obviously he has little time for hobbies, the 61-year- old operator is canning a cucumber last year, an interest spurred by the many foreign varieties which come his way in the turn of his vending machines. “I guess that one you can say that my work is my hobby,” Flowers grinned.

ROYAL BLAST OPENS PLANT

CINCINNATI—Royal Distributing Company will open its new $300,000 one-story plant with open-house ceremonies, Saturday and Sunday, March 22-23. Harold Hoffman, manager, and cliff Luckie, plant manager, are extending an invitation to all oper- ators in the area. Royal is plan- ning to market local beer and wines and even men, door prizes and, of course, refreshments and buffet.

Royal has been in business since 1946 and in the past two years has become one of the largest distributors in the country, representing some 14 leading coin machine manufacturers.

COBLENZ COURT RULES AGAINST LOCATION PROP.

COBLENZ, W. Germany—The court at Coblenz has ruled for a proprie- tor who canceled a ball gum before contract. The defendant was found guilty of a breach of contract in a case which establishes a precedent for supply and equipment claims.

The plaintiff, a ball gum manu- facturer, agreed to provide the location with a vending ma- chine on the condition that the location purchase ball gum stocks exclusively from the firm, and that the account be kept constantly filled to the authorized level. After several months of poor gum patronage the location vender canceled the contract and re- quested the gun firm to re- move its machine.

Flicker Pictures

In five copyrighted series—31 different pictures—beautiful colors in vacuum plated rings or locakets.

SURE LOCK, the perfect capsule. Patent No. 2763811. Outstanding items. Send $2.50 and receive 100 Quickly Flashed capsules. Contain our complete line.

LAKE COUNTY, Ind.

SURE LOCK, the perfect capsule. Patent No. 2763811. Outstanding items. Send $2.50 and receive 100 Quickly Flashed capsules. Contain our complete line.

SURE LOCK, the perfect capsule. Patent No. 2763811. Outstanding items. Send $2.50 and receive 100 Quickly Flashed capsules. Contain our complete line.

Sure Lock, the perfect capsule. Patent No. 2763811. Outstanding items. Send $2.50 and receive 100 Quickly Flashed capsules. Contain our complete line.

GIVE TO DAMON RUNYON CANCER FUND

The machine that will bring in extra profits for smart operators is the Sure Lock, the perfect capsule. Patent No. 2763811. Outstanding items. Send $2.50 and receive 100 Quickly Flashed capsules. Contain our complete line.
Continued Warm Weather Fires Extra Resort Juke Collections

ALABANY, N.Y.—Unseasonably warm weather in the Capital Region has produced an increase in the number of fire losses, particularly among the machine operators here with an unseasonably warm summer. According to Tom Green, Greeco Brothers, local Rock-Ola distributor. In addition to their distributorship, Greeco Brothers has a substantial operation in the Hudson Valley. Greeco pointed out that most of the resorts and many of the large parks operate year-round. With the break in the weather, the resorts are now doing better business than they did during the resort towns like Monticello and Liberty, while year-round stops for juke boxes and games, do their heaviest business when the weekenders from New York come down for the weekend. And this month the weekenders have been coming in in large numbers.

W. German Op Power Growing as Jukes Become Top Record Exposure Medium

Continued from page 4

WURTLITZER 2500
ULTIMATE IN AUTOMATIC MUSIC

Lucky HOROSCOPE
5c, 10c, or 25c Play
National Coin Register in each tube
Two Coin Return
Easy to load—Heads approx. 1,000 tickets
Size: 18" x 8" x 6" Wgt. 20 lbs.
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Headquarters for Parts and Accessories for all VALLEY POOLS TABLES

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Atlas-Conditioned and Guaranteed!

IMPORTERS SEND FOR FREE P.S. ILLUSTRATED 1961 CATALOG
COIN MACHINE EXCHANGE

模型 Vending Buys Earl Co.

PHILADELPHIA — Model Vending Co. of Philadelphia, subsidiary of Earl Automatic Vending, Conshohocken, Pa., has acquired Earl Automatic Vending of Philadelphia. The transaction involves all of Earl's assets, including the Earl name, the Earl inventory, the Earl organization, and all other assets of the company. Earl Automatic Vending has been in business for over 40 years, and has been a leading manufacturer of coin-operated machines. The company has a long history of service to the gambling industry, and has been a major player in the amusement industry for many years.

Lieberman Co. Named United Distributor

MINNEAPOLIS — Lieberman Co. has appointed Harold Lieberman and Los Rosen, sales managers, as their United States Manufacturing Company distributor for Minnesota, North Dakota, South Dakota. Lieberman will handle the full United game line and will carry full line of parts.

LIEBERMAN is one of the largest coin machine outfits in the country. In addition to the United game line, it is also a distributor for Seaborg, Sally, Gottlieb, Williams, Midway and Fischer.

The PRICE is RIGHT
Send For New Listings

ARCADE-GAMES-BINGOS—RIDES-MUSIC, ETC.

Model Vending Buys Earl Co.

PHILADELPHIA — Model Vending Co. of Philadelphia, subsidiary of Earl Automatic Vending, Conshohocken, Pa., has acquired Earl Automatic Vending of Philadelphia. The transaction involves all of Earl's assets, including the Earl name, the Earl inventory, the Earl organization, and all other assets of the company. Earl Automatic Vending has been in business for over 40 years, and has been a leading manufacturer of coin-operated machines. The company has a long history of service to the gambling industry, and has been a major player in the amusement industry for many years.

LIEBERMAN is one of the largest coin machine outfits in the country. In addition to the United game line, it is also a distributor for Seaborg, Sally, Gottlieb, Williams, Midway and Fischer.

Phonos and Wall Boxes

Seaborg 123 5H 2735 0 6250...
Seaborg Wall Boxes, 2752 3950...
Seaborg Wall Boxes, 59 30...
AMI Wall Boxes, 1276A 25 50...
AMI Wall Boxes, 200 59 50...
Colt, Write or Cable Colton, LENVo... Newly organized distributor for Seaborg-Venture in Indiana.

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Shuffle Alleys
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WELCOME EVERYWHERE

UNITED MANUFACTURING CO.
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What Will You Pay?
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FOR TOP EARNINGS
IN EVERY TYPE OF LOCATION
EVERYWHERES
FAMOUS DAVIS GUARANTEE

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2232H ......... $795
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Prices 1/2 deposit required

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

DOUBLE-PLAY DISK

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 Nat 100 or are here listed on the Nat 100. See Spotlight
Reviews for additional information on double-play disks.

PRINCETON, Ild.—William P. Jensen, 45, veteran operator here for
some 20 years and credited with being one of the first to go
down this path, died recently after a prolonged illness.
Jensen is survived by his widow and 10 children. He came to
Princeton in 1914 and was associated with the Northwestern Music
Company of Sterling, III. He formed his own Jensen Music
Company in 1945. Lier selling off a part to John Chydealsdale,
Oglesby, Ill., in 1945. His remaining interest was managed by his
brother-in-law, Albert Reiland.
Jensen was a member of the St. Louis Catholic Church of Prince-
ton, Men's Club, Elks Lodge and Princeton Athletic Club of Prince-
ton High School.

Operators have long contended they were a neglected segment of the
industry and that diskjocky training with lower cost.

Wm. P. Jensen, Vet Op. Dies at 45

For the largest distributor of pinball games in the world!

M. Monroe
Coin Machine Exchange Inc.
1514 State Rd., Comeliness, Ill.

Say You Saw It In
Billboard Music Week

Joe Ash says...

CONTACT ACTIVE
For the Largest Distributor of Pinball Games in the World!

Epiignated Distributor for Bexas

AMUSEMENT MACHINES CO.
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WANTED

"...the world's
finest pool table
-designed
and made
by
Valley
See your distributor or write direct.

Valley Sales Co.
Sales Affiliate of Valley Mfg. Co.
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Yesterday — Today — Tomorrow
Paster Estate Called To Pay Extra Taxes; Will Finally Settle

ST. PAUL, Minn.—The Estate of Paster Company, which purchased the Mayflower Distributing Company just prior to the Paster Distributing Company, Milwaukee, will have to pay $597,104 in extra taxes and legal fees. That is the ruling of a United States tax court in Milwaukee.

A killer's bullet ended the life of Pater, 57, as he sat in his home at 973 N. 3rd Avenue here on the night of October 28, 1960. The killer never has been found.

Paster's will, filed in Probate Court here in January, left an estate of $550,000. Half of the estate after taxes was left to his wife, Celia, St. Paul. Bequests of $500 each were given to five Jewish and medical charities. The other half, $25,000 each to Paster's two sisters, Mrs. Ann Fine and Mrs. Pauline Guten, both of St. Paul, and $250 each to nine nieces and nephews.

Paster's three sons, Donald, 21, Minneapolis, and Edward, 19, and Arnold, 16, who live at home, share equally in a trust fund established from the balance of the estate.

NATIONAL NEEDS FOR EXPORT:

TEXAS CONTEST PHOTO FINISH DIVIDENDS MERRY-GO-ROUND SPOT-A-CARD OF EARL KIDD DANCING DOLLS WAGON TRAIN LADY CAR STRAIGHT WORLD BEAUTIES SHOOTER DOUBLE ACTION SIEVING PRETTY SUNCUT PERK BRIGHT STAR WHIRLWIND

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DURA STAINLESS STEEL FRAMES

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DELUXE 35 model at 45" x 75" corner size

Both Deluxe 90 and Deluxe 75
Have All These Features:

All are available in corner or straight

brightly polished chromium plated castings around all pockets

4 pool steel ball return

hand rubbed mahogany veneer finish

formed felt rail caps

secure car return built within easy reach of upright position

first quality balls size 2 3/4″

twin dimmer or 25 push chute

raised removable shower

Contact Your Neary Williams Distributor.

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Have All These Features:

All are available in corner or straight

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GIVE TO DAMON RUNYON CANCER FUND
Contradictory Reports in Indiana Coin Stamp Issue

SOUTH BEND, Ind. — That Indiana tavern-keepers who hold the $250 federal stamp on coin-operated devices risk loss of their licenses was disclosed here last week in the face of apparently contradictory news reports.

In stories published Saturday in many Indiana newspapers, Joe A. Harris, chairman of the Indiana Alcoholic Beverage Commission, was quoted as saying that in extremity he has issued to holders of the $50 federal waging stamp does not apply to tavern-keepers who had obtained the $250 device stamp.

Liquor licenses were given until September 15 to surrender either their $500 conditional gambling stamp or their State alcoholic permit.

Joe Definitive

In a story published in The South Bend Tribune, Harris was described as somewhat less definitive about his attitude toward the holders of the $250 stamp.

Jack Colwell, a reporter for that newspaper, wrote that Harris had told him that although unaffected by the deadline, "holders of $250 gambling device stamps... could lose licenses."

Indiana statute prohibits possession of the $50 stamp by anyone holding a liquor license.

"Harris said, however," Colwell wrote, "that action can be taken against license holders who offer gambling devices because of a provision that a license holder must have a "high and fine reputation".

Harris stated, further, according to Colwell, that his commission could take action against tavern-keepers who hold $250 stamps even though there is no mention of the device stamps in the statute.

The ARC, Harris declared, would revoke such license on the ground that the holder of a gaming stamp—be it of the $250 or $50 variety—is unable to claim a "high and fine reputation."

WE NEED
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We'll pay $375 cash for every one you've got.

We also need and will pay cash for the following:

WURLITZER 1700, 1800, 1900, 2104, 2200, 2204, 2304, 2404

SEEBURG—Need every model—B through O

ROCK-OLA 1446, 1455, 1448

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SEEBURG 3WI Chrome Wall Box

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WE HAVE OVER 100 USED, GUARANTEED VENDING MACHINES LARGEST ASSORTMENT OF ARCADE EQUIPMENT.

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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 mouldings 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 cyclonics kickers light alternately
* Match Feature *3 or 5 ball play

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LANCERS

2 PLAYER

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A New "Hard-Core" Finish

Extends Playboard Life to an All-Time High!

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"Always Profitable to Operate Gottlieb Games?"
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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 chart on our display board."
"Weekly ads continue to deliver new ac-
counts..."
"...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 every-
where.

The

MUSICAL SALES Co.

Musical Sales Building
VERNON BLDG. • 140 W. MT. ROYAL AVE. • BALTIMORE, Md.

July 17, 1951

Mr. Richard J. Wilson
Billboard Music Week
1504 Broadway
New York 36, N.Y.

Dear Dick:

Would you please send an extra tear sheet of the page one
story from the July 15 issue of Billboard titled: "Juke Box
Billing 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 stiff paper of the Top Lists,
Hot 100, and new program guides are decided improvements. We now
post these charts on our display board.

Jim Rogers of Galbraith, 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 advertis-
ing 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