October 9, 1961

ZOA Figures Chart Payments to GEMA

By OMER ANDERSON

FRANKFURT — West Germany's Central Organization of Musicians (ZOA) has submitted to the court of arbitration hearing its dispute with GEMA showing the operators are paying the copyright society some 3 million marks a year.

This is $1,230,000, and the operators contend that it compares favorably with phonograph copyright payments elsewhere. It is pointed out that American operators fear the court will grant a pro- tion that the U.S. copyright law will be amended soon.

The operators' brief to the arbitration panel, which is headed by a West German Supreme Court judge, asserts that the copyright law needs revision in the U.S. and German economy must be taken into account in assessing GEMA's demands.

A Centre, a Disk

Operator figures show GEMA receives 12 percent or 8 cents from each record purchased by

Music-Phonograph Merchandising • Radio-TV Programming • Coin Machine Operation

RAVICTOR Will Introduce New 49-Cent Singles Label

EDITIORAL

A Courageous Step

Changing conditions necessitate new and flexible approaches. They demand bold, courageous decisions. It is in this light that the industry must view RCA Victor's illuminating reactivation of the Groove name as a 49-cent pop label.

It is no secret that the status quo of the singles business has been gradually eroded during the last several years. The take over of the LP record, changed listening habits, and the illegal price difference between singles and LPs have all combined to bring about a result that no one could have anticipated.

The sudden pop market cannot be regarded as merely a singles problem. It is a record industry problem which, if not solved, will seriously affect LP sales. The growth of the pop market can only be maintained if it is constantly fed by a consumer group detached from the teen market.

Therefore, the giant attempt to create more singles sales through the medium of a low-price line deserves the widest support among all the segments of the industry.

Some will argue that a single, "if it has it," will sell at any price, so will continue "they are taking the profit out of the business." Those points of view are gross oversimplifications. They represent a failure to face up to the changing times and the necessity of foregoing immediate gain in order to achieve long-range industry health and stability.

It is unnecessary to recount at this point the various half-hearted attempts on the part of various labels during the past year to improve the singles picture. It is worth noting that these attempts have been half-hearted. They have failed. They did not go far enough. They were not sufficiently ambitious in scope.

The Groove label is ambitious in concept. We wish it the best of luck. May it attract more numerous buyers, who will ultimately become LP buyers and ensure the continued growth of an industry which has meant so much to so many.

GROOVE LABEL'S VARIED HISTORY

NEW YORK—The Groove label was originally started by Victor in 1953 by the late Maurice Sacks as the firm's rhythm and blues label. The first act, arrangements for the label was Danny Kessler. Label had its first big success with Mickey and Sylvia's record "Love is Strange" in 1956 with over 1,000,000 copies. Label was retired shortly after that in 1957, and its artists moved to RCA Victor. Among the Groove roster prior to its retirement were, in addition to Mickey and Sylvia, Jackie Jones, Yvette Dillard and Piano Red. Billboard Music Week Associate Music Editor Bob Riferman was the last A&R man for the old Groove operation.

Reactivate Groove Name To Carry Low Price Tag

Subsid to Present Pop, R&B., Country Material; Line Kicks Off October 30

NEW YORK—RCA Victor on October 30 will debut a 49-cent singles line—Groove Records. Groove, years ago an RCA vehicle for rhythm and blues repertoire, will be an all-purpose label carrying pop, country and R&B, material. The price to the distributor and dealer will be 27 cents and 33 cents respectively. Groove will be handled by RCA distributors only. Two records will comprise the initial release.

The parent Victor label will continue to sell for 98 cents. The RCA Rotor move, of course, is tremendously meaningful to the entire industry and represents the most dramatic effort to date to come to grips with the singles problem. The decision climaxes a long period of study by RCA and reflects the company's profound belief that a total record business—R&B, country, folk, etc.—is an integral part of an industry which is not only profitable, but vital, thriving business.

The suggestion that RCA Victor should remold Groove name, therefore, represents a bold effort to launch a new wave of singles sales; to infuse new excitement into the singles market.

New 'Small' LP's

Cadence 7-Incher Tagged 'Little LP'

NEW YORK—Cadence Records, one of the first to go "LP," is now marketing a seven-inch 45 rpm record cut in a 7 by 5 1/2-inch envelope. The release is called the "Little LP." A week in what it calls the Cadence Little LP. The seven-inch disk is available only in 33-1/3 r.p.m. speed and contains six tunes. Packaged like an LP, it will list at $1.69.

Cadence president Archie Bleyer said the disk has been tested through a direct mail campaign to 7,000 teenagers across the country. The mailing list was made up of names of youngsters who had written for photos of Cadence artists. Bleyer said the campaign pulled a 7.5 percent response. Each respondent ordered at least one of the five little LP's offered.

Mercury Calling Disk 'Compact 6'

Chicago Mercury last week joined the second tier to spring with a six-disc selection of its "Compact 6," a line of LP's which it is calling the "Compact 6 series.

The Compact 6 series will feature quality merchanting with Mercury's top artists. Tunes will be complete—no abridged versions. Packages will also be along the lines of LP product, and will consist of a heavy poly bag with an insert hard cover featuring full-color artwork. The back of the package will be open permitting the consumer to view the disk with the three selections on one side.

Mercury is setting a recommended retail price of $1.69 on the package.

First Release

First release is expected within a matter of days and will include selections by six of Mercury's top artists: Brook Benton, The Platters, Dinah Washington, Patrice Pippin, Jerry G.s and Melba. Mercury officials said this would be the lead-off release, followed by "Shoestring," in the "middle price bracket.

Officially didn't feel the Compact 6 would be a big seller but the firm will take a "sneak peek" on singles sales though it may "divert some sales of LP merchandise.

Enlarge Market

In the long run, however, officials felt it would enlarge the entire record market. "If we can con-
MIAMI — Record sales have fallen off in Miami both on the local charts and in the decline in traffic to Miami from both Cuba and South America. In each of the last three years the Miami scene has for years provided a solid chunk of sales for many artists and dealers here, but the lack of tourists due to the Cuban crisis and the South American crisis has crippled summer disk business, according to dealers checked by Billboard.

Strongest of the newer singles in the last few weeks is Eddy M. Daniels’ "Tower of Strength" on the Liberty label, and Connie Francis’ "Wishing (Hollywood)” waxing of "Hollywood” for MGM. On the album side the latest Capitol, "Four Preps On and Off Campus” was racking up good sales.

35 MM’ LP RATES NO. 20 ON CHART

New York — Enoch Light and the "Stereos 35 MM,” recorded on 35 mm sound track for MGM and on the label’s best selling stereo LP Chart this week in the No. 20 position.

It is the first time an album has made the top 20. The high position, which comes after 35 mm recording process, has sold 200,000 copies to date.

Bullish Midwest Singles Sales Continue;
Butler, Mancini ‘Moon River’ Disks Hot

CHICAGO — A bullish attitude continued in the Midwest last week as the ten-city sample showed strong sales gains over the same period last year. Distributors especially were very optimistic with many predicting the 1962 winter would be one of the best.

Highest breaking tune was "Moon River,” as the "Chrysler" record of the same name hit the 10-city sample. Although not even registering chart action, it is most everywhere a hit in many retail outlets as the No. 1 seller. Both the Henry Mannish 'latch buster' and the Jerry Butler "less-latch" version were doing well. Retailers reported they were "can’t keep a hit out of stores." Another ballad, "You” also showed up strong in the 10-city survey, but this disk has already broken nationally.

Chart Tunes

Neither Chicago nor Milwaukee had any "hot-breaking" material, but several songs on the national charts were registering strong sales, notably: Jimmie Dean’s "Big Bad John” and "Dion’s "Runaround Sue” in Milwaukee, Chicago and Minneapolis; and Bobby Edwards ‘We’re the Reason” in Chicago only.

The Minneapolis market was one of the few "hit-contenders" in the Midwest last week — for that matter, for the past month. Dealers are recovering from scattered ironies and for the most part have a good grip on sales, according to a report from the owners.

One dealer cited the problem of the "back-to-school" situation and said he had noticed a drop in sales as students were buying more singles to have "music to study by—or to play—or do something by, whether it is that kids do to rock-n-roll’.

Radio

Other dealers were optimistic though most said they didn’t have the slightest idea why business was up, but it was up, and that was good enough for them.

Talking to distributors, however, at least a partial explanation for the pick-up in singles business appears to revolve around the radio situation.

Following last year’s parlous days on the airwaves, the country abandoned its free-for-all policy toward record buying and started to experiment with new material, and reordered instead to either "Top 40” or "good music.”

In the Midwest there was some interest in the "hit" market, and both stations have increased their "pick-up" in the Twin Cities market, according to the distributor.

As Dave Lieberman, one of the Twin Cities’ largest distributors put it, "the new hits are broken and more and more, these are the distributions that the distributors, one stops and dealers want.

Big Stations

There are stations too that do watch the Top 40, but the big power stations in markets like Minneapolis-St. Paul, and Davenport, KSDK, KLB, S. Paul, for example, though they like the Top 40, don’t have a 1 in a traditional Top 40 outlet, have more and more started a willingness to go for a new hit, but then often the top hit that is "in" can also have a "hot" hit, and that is it.

In Des Moines, la., both stations KSD and WOC, have a fast "hit" list on new material.

In Chicago, it is most any station that tries to provide the inspiration for such "hits" — stations such as WLS, WSB, WOC, and WBBM, Minneapolis.

Business Good

In any case, the inspiration and stimulation of radio stations seems to have increased business in the Twin Cities area.

Dave Lieberman characterized the single market as "firming up"
5 NEW FIRMS IN NARM HOLD

PHILIPPE MOLLYIPE. Five firms joined the National Association of Record Merchandisers at its New York meeting. Jules Malamud, executive vice president of Record World, Roger Ford, president of record dealers, Northwest Magazine, Management Distribution, Seacoast Record Supply, Orlando, Fl., Arta Record Record operators, and the Crest Records joined as manufacturers.

In the newest category of association membership created for supporting offices selling other items than phonographs and phonograph records, Aircraft Engineering Corporation, Charlotte, N.C., maker of record displays and fixtures.

Hammond Files Denial of Col. Suit Charges

NEW YORK—Hammond Industries and Heritage Library, Inc., filed an answer in late last month in the United States court in New York in the case of Hammond v. Richard A. Woods. Both companies are a member of the National Association of Record Distributors.

The Columbia suit charges that Hammond, formerly a Columbia executive, along with other persons, engaged in a conspiracy to destroy the Columbia Home Library, a door-to-door-door record and phonograph sales operation. In the answer, filed last month by Howard S. Tannen, Robert Lee Henry, there is admitted to an offer to sell a number of items to the same staff. Johnny Mathis’ new album, named “Portrait of Johnny” with its oil portrait cover, has also been turned into a roll seller for the firm and has revitalized the entire Mathis catalog, as well. Along with all the albums the firm has been recording, by John Nevin, in addition to albums by Slim Harpo, Johnny Mathis, and others, have all helped Columbia records to keep up.

LATE POP SPOTLIGHTS

SINGLE

CHAD ALLEN

LITTLE LONELY

American (BMI), 2/05—This wailing saxophone which started breaking on the Loma label in San Francisco, was purchased by a winner for Smash, which purchased it at weekend. Allen singes the cryo-softly by melodically, on a harmonica, which is just as strong as the saxophone’s over pretty support. Flip is “Dominio” (Odin, ASCAP), Smashed ’72.

ALBUM

ELLA IN HOLLYWOOD

Diahlo, Verve 4052—Here’s the great Ella in another live and exciting performance. Her “Ella in Berlin” was a big success and this is another form of the same kind of strong appeal. Included here is the current “T-Bone Walker” theme, which is a good choice. Purchase this album includes are “Just in Time,” “I’ve Got the World on a String,” “Ain’t No Special,” “Sing.” Strong wax for stores.

MERCEDES PACTS DEFARNO

CHICAGO—Buddy Defrance, well-known clarinetist, has just been signed to a long-term recording pact with Mercury, and will record his first LP for the label with a quartet he now heads on the West Coast.

FOR THE PRICE-OF-TWO singles at West Coast shows, with a substantial boost in store promotion and advertising.

Van Nuys’ House of Sight & Sound reported a disc sales boost of 30% over last week in single-20 cent sales. Singles were by far the leading category, with an S & S disc sales climbed, as 25 sales increased. Van Nuys’ House of Sight & Sound, 25 sales last week on the West Coast.

Music City is not certain whether its 40 per cent increase is due to the extremely busy in record business or whether some other factors have played a part in the increase. A number of inauguration incentive plans, such as the one by the firm of Harry, has also been reported, and has helped out in sales of single-20 cents. According to Music City, several of its clients have doubled their quota in sales of single-20 cents.

Music City staged a threeTAKE EMPIRE AS BEST THAN MOST EXPECTED

LONDON—A better-than-expected result for Electrical and Musical Industries’ week looks like the reception in financial circles here and abroad when the company’s financial returns for the 1963-1964 fiscal year. Net profit was increased to 4.8 million pounds, up from 4.5 million pounds previously. This was gained by a greatly increased capital and the dividend in being retained at 17½ per cent.

Sales totaled 520 million pounds for the year, up from 500 million pounds in manufacture of domestic appliances and electrical equipment and as well as the electrical industry. The first quarter’s output was higher than in the previous year. Earnings were 21.9 million pounds, 21.5 million pounds previously. A proposal for 1965 of 5.8 was provided by two new acquisitions—Acme and Anglian, non-disk industry manufacturing firms.

Higher depreciation charges being the net profit available for distribution, was 8.84 as against 8.76 last year. The ex post-licensed EMI was called “mainly by the restrictive economic policies of the governments of the United Kingdom and Australia, which affected the number of new agreements and the costs of production and radio and TV business.

SHELLY BERMAN A PERSONAL APPEARANCE

VEE 8027—Berman is at it again with another side—“Just for Laughs.” It’s a lively performance recorded during one concert of a tour. The album includes a good choice, which is included are “Just In Time,” “I’ve Got the World on a String,” “Ain’t No Special,” “Sing.” Strong wax for stores.

Kramer Sets Own Publishing House

NEW YORK—Gary Kramer, publisher of the Village Voice’s Atlantic Review, has set up his own BMI Publishing firm, Gary Kramer Publishing Co., which will specialize in gospel and black music.
Enoch Light Says That Taste & Quality Pay Off

NEW YORK — "I've always said and I still say that people will buy a little bit of good-looking whiskies, borps, gimmicks, or dirty stories — just show music and they'd appreciate it, no matter how it's nice to be right." The words are those of Enoch Light, who has steered his own field of orchestral records from the days before modern stereo records.

Enoch Light has his own ideas of merchandising records and these concepts, which originated from those of many of his competitors, have paid off. In the first two years of Light's Command Records label, there have been his 26 albums released, yet these have sold an estimate of seven million copies. One album has sold less than 100,000.

"Our secret, if you can call it that, really should be obvious," said Enoch Light. "We are the only label that's offering albums and not loading dealers up with a lot of albums they can't sell. We think little or no money is spent on selling in the field. The complications which come from such a system are tremendous. Dealers simply tie up store space and capital. Even if a dealer doesn't have to pay for his bills for six months, it still doesn't mean the factory has to wait. A dealer has to be selective today and we are selective for them.

"One Month"

"We've been in business 26 months and have released only 26 albums. But what sales! We don't even advertise for every record. I'm pretty sure it's the best that can possibly be made. Then we promote it as though it were the only album in the world."

Some people have asked what is wrong with stereo. I don't know whether there's anything wrong with it. About 80 per cent of our sales are stereo. And that is true even in such faraway places as Hong Kong. You have to give dealers something different; you have to give them new music, dynamics and plating, excitement and they'll sell the stereo all right.

"I see where Mr. Marek of Victor feels that dealers have not been given the kind of product that best demonstrates stereo. We try to do that because only through demonstration can stereo be sold.

"We have been lucky in that a great many phonograph manufacturers have used specially prepared packages from our catalog for use in demonstrating their phonographs. Motorola, Magnavox, General Electric and CBS are just some of them. And now, we've been lucky enough to get the FM stations, going to stereo, to use a lot of our albums on their programs.

"Some manufacturers, in fact most of them, have missed an important point. They do not give the public the credit for having good sense and intelligence. You're selling a low-price album phonograph product, then you don't worry about discriminating tastes. But when you're selling an LP for $5.08 you can darn well bet they are pretty sure it's the best that can possibly be made. Then we promote it as though it were the only album in the world."

New Heebner Post Marks R.R. Entry In Disk 'n' Print

HOLLYWOOD — Walter S. Heebner last week was named Radio Recorders' sales manager and special assistant to its president, Edward D. Jaffe. In addition to these other responsibilities, Heebner will spearhead the firm's new "All-in-one service plan" whereby R.R. will handle all the various steps necessary in the completion of a disk, from recording session through pressing and shipping.

This marks the first time known that an independent custom recording organization has offered this complete session-to-disk service. Herefore, only the major labels, who own their own studios and manufacturing facilities, have been able to sell the combined recording-pressing service. To provide its clients with the complete service package, R.R. will utilize the manufacturing facilities of various small presses around the country.

Heebner's duties will include soliciting the studio's facilities to advertisers, sales promotion and public relations. It will be his task to keep Radio Recorders' newly created "Companion" record firm's various record premium deals on schedule.

Concurrent with Heebner's appointment, Harold Harker was named studio manager.

MRS. DISTRIBS Get Committee

NEW YORK — The American Record Repair Manufacturers and Distributors Association has set up two new Special Ideas Committees, one to represent distributors, the other manufacturers.

Prior to the establishment of the two committees, according to ARMDA president Art Falatoff, there was no opportunity to present their ideas and views on industry matters directly to the ARMDA executive committee representing their segment of the industry.

Both committees are now operating. William Stockett is chairman of the manufacturer's Special Ideas Committee, and Amos Heilicher and Robert Chatom, Jr., are chairman of the distributors' group. Both committees are charged with the responsibility of making suggestions for the betterment of the recording industry.

Wolf Holds W. C. Distribs to Devote Time To One-Stop

HOLLYWOOD — Gordon Wolf of the American Record Distributors and Radio Records distributor group, with headquarters in the local Los Angeles disk distribution field to concentrate his full time on his recently founded "One-Stop" record store operation.

Wolf opened his retail operation late last year and explained that, in his opinion, the retail field is gaining in importance. "The music bigwigs are shifting away from the producer which is why canzone style may be the most suitable of all.

Music is the antithesis of the material, which is of the novelty type that is near enough to the public's taste, for example, the ninja Jade, who wears all the best aspects of the world's culture, but not all the good things of the world. Wolf shifted his operation to fill this need, and stated that, in his opinion, the retail field is gaining in importance.

Wolf, who heads Sound America's sales operation for Wolf, is making a special effort to get the record producers and distributors to accept the "One-Stop" concept. According to Wolf, most of Sound America's remaining orders are now for "One-Stop" special customers.

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CONCERT AT 1600

DOEY EVANS — 1613-64, 9-1637

MUSKAT RAMBLE — 1619-64, 9-1634

FOR THE RULES — 1615-64, 9-1638

CAT ON THE KEYS — 1618-64, 9-1630

DOEY EVANS R.B. — 1618-64, 9-1630

Thiele to Head ABC's Impulse

THIELE IS JOINING AM-PAR TO HEAD UP A&R ON THE COMPANY'S SUBSIDIARY JAZZ Label, Impulse Records, in a general a.d.r. capacity. Prior to his position as head of Dot Records Eastern Division, and for seven years was a.d.r. chief of Coral Records.

NEW YORK — Bob Thiele, who recently asked the Roulette Records scene, where he was a.d.r. chief of the Paramount Records Monday (16), is now joining Am-Par to head up A&R on the company's subsidiary jazz label, Impulse Records, in a general a.d.r. capacity. Prior to his position as head of Dot Records Eastern Division, and for seven years was a.d.r. chief of Coral Records.
here's what I like:
girls...
Archie Bleyer...
sports cars...
Marilyn Monroe...
golf...
Columbia Records...
"Fly by Night"*

*HIS FIRST COLUMBIA RELEASE

Andy Williams
"FLY BY NIGHT" C/W "DANNY BOY"
4-42199/ALSO AVAILABLE ON SINGLE
**DEALERS: Big DOOTO'S 10+1 PLAN!!**

**NEW RELEASES**

- **HE'S THAT FUNNY TREAT** ........... REDD FOX 815
- **THE WHOLE OF HATIE NOEL** ........ HATIE NOEL 823
- **COMEDY SWEEPSTAKES** ............. SEATMAN BROTHERS 814

**HOT SINGLES**

- **M.Y.G.I.R.L.** (CHRIS McCOUGHL & SULS 462)
- **EARTH ANGEL** ................. THE PENGUINS 348

**BEST SELLING ALBUMS**

- **THIS IS SEE** ................. REDD FOX 809
- **BELIEVE THE WHITE MITE** ....... RUBY MOORE 808
- **FOR A PIECE** ................. ROSEO HOLLAND 812
- **WILD PARTY** ................. REDD FOX 804
- **LAFFARAMA** ................. REDD FOX 801

"FASTEST breaking disk in the Southern California area released Nationally this week. D. J.'S, SEND FOR YOUR COPIES.

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**RCA Victor Intros 49-Cent Single**

- **Continued from page 1**

...loophole in the realization that the single is a great promotional vehicle of utmost value in building album properties wherein lies the bulk of the business and profit. RCA Victor chief George Mark notes that various factors have contributed to the decline of single sales. The increasing use of transistor radios, the lack of enthusiasm attendant upon a good, cheap, acceptable phonograph, the ideological disparity in price between singles and albums -- all factors which, in combination, create a diminution of the teen market, the maintenance of which is necessary to the over-all record business.

Bob Yurke, vice-president in charge of all a.s.r., noted that the occasion of a 49-cent single attempt to tackle two facets of the singles problem. One of these obviously in price, the other is the matter of exposure. In other words, such a label makes possible the exposure of more RCA Victor artists -- and has become a consideration in view of RCA Victor's success in building artists.

To Have Own Artists

At this point, it is not planned to place Victor-identified artists on the Groove label. However, it is recognized that should the Groove label become hot, some Victor-identified artists may request exposure on Groove. "This is a problem we would like to have, and we will be flexible in meeting it," it was stated.

RCA Victor execs also pointed out that the 49-cent single will be a product quality in all ways -- including the mix, the engineering, and the a.r. work.

RCA plans to have its own a.r. men conduct the dates. An occasional master may be bought, but that is all. No separate Groove a.r. staff is envisioned; rather, the mark-up structure from manufacturer to distributor to dealer will be the same as a current standard margin.

The disk is packaged in a clear, transparent plastic envelope. Instead of an envelope-type printed liner, a printed slip on heavy paper slides into the envelope on one side of the record. One side of the slip contains artist photos and selections while the other is blank.

"We purposely did this so that the record itself can clearly be seen," Bleyer stated. "We want to see it. To see it, at least, and to know who it is. If the name isn't on it, we can always put it on it."

Mercury's Compact 6'...

- **Continued from page 1**

...singles buyers to buying Compact 6 merchandise, we can lastly convert Compact 6 buyers to LP merchandise.

Currently plans call for using the Compact 6 more as a showcase for previous hits than as a medium for breaking new material.

New material will continue to be broken on singles and LP's.

Mercury's LP

Main idea in the merchandising and promotion of the products is Mercury will stress that this is a six track LP playable on 33 1/2 r.p.m. speed, not a singles-type record.

Mercury officials made no bones about thinking the idea, originated by Cadence, was the answer to the problem of breaking the entire record business, and that they intended to get in on the act.

The label ran advertising in the trade periodicals, advertising Archie Bleyer on his introduction of the "Cadence Little LP." Mercury said it was "literally a 'trade' in Compact 6 merchantable..."

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**Single Sales**

**Take Dive in Cleveland Area**

CLEVELAND — Single Record dealers in the Cleveland area took a nosedive last week, with no new singles disk able to spark sales.

Reports from 20 record stores in the area last week for only a few disks were stocked in the store.

Some record dealers checked were hopeful that with the kids going back to school in mid-September their business will pick up in another week or 10 days. However, Charlie Lutz, which was in full business in the Cleveland area, was rather pessimistic about the singles picture. A spokesman said that he doubted the singles business would pick up in the near future, said that "trying to make them go is like beating a dead horse."

Copyrighted material
LIGHTNING STRIKES AGAIN!!

RAL DONNER

WITH HIS THIRD HIT IN A ROW!

PLEASE DON'T GO

b/w I DIDN'T FIGURE ON HIM

GONE #5114

... and his great new ALBUM

"TAKIN' CARE OF BUSINESS"

Containing His First Smash Hit—"Girl of My Best Friend,"

"You Don't Know What You've Got," PLUS HIS NEW RELEASE!

GONE RECORDING CORP.

1650 Broadway, New York, N. Y.

GONE LP #5012
FOLK TALENT & TUNES

By BILL SACHS

After completing work on a new TV series for NBC, radio personality (ACME 2033)

Seek, whose stilted voice is heard on the Capitol label, has signed an exclusive agency contract with the William Morris Agency in Beverly Hills, Calif. Deal was engineered by the company's manager, Herbert Long, "Ginny O'reilly's" recent single "Room 204" has sold for a series of clubs, and show dates. ... according to the latest jazz groups, Wanda Jackson's, the Nashville Recording All-Stars and Bill Purcell. ... For her next project Mr. Wilson will record a string of show dates at Air Force bases. ... }

JOEY BICK, MEMPHIS, has been added to the Radio's list of Tennessee acts. ... TONY FRESCHI, Formerly with WABC, New York, is now with WJJC, Nashville, Tenn. ... JOEY BOY, with the Dukes of Dixieland, is at the Tennessee State Fair. ... DAVE MASON, who left WSM last October to join the Nashville Symphony, is now with WDRQ, Detroit, Mich. ... ANNETTE McGUIRE, Formerly with WSM's Welcome Wagon, is now with WSM's Gold Rush, a new variety show. ... }

ACME RECORDS

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In Miami, Chicago, Cleveland

B rave Fanning

ACME RECORDS

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ARRANGED
AND
PRODUCED
BY
DON
COSTA

PAUL ANKA
Diana
You Are My Destiny
Lonely Boy

LLOYD PRICE
Stagger Lee
Personality

GEORGE
HAMILTON IV
Why Don't They
Understand

EYDIE GORME
I'll Take Romance
You Need Hands
Too Close For Comfort

STEVE LAWRENCE
Footsteps
Pretty Blue Eyes
Portrait Of My Love

FERRANTE & TEICHER
Exodus
Theme From The
Apartment

AL CAIOLA
Theme From The
Magnificent Seven
Theme From Bonanza

DON COSTA
Never On Sunday
Theme From The
Unforgiven

THE
HIGHWAYMEN
Michael

Announcing
DON COSTA
PRODUCTIONS, INC.

1650 BROADWAY • NEW YORK, NEW YORK

Management
KEN GREENGRASS

Public Relations
MARVIN DRAGER
JACKIE WILSON
sings
MY **HEART** BELONGS
TO ONLY YOU

**c/w**
THE WAY I AM

55280
"A big, handsome, rakish vessel of a musical" Howard Taubman, New York TIMES

Noël Coward's
NEW MUSICAL COMEDY

Sail Away

starring ELAINE STRITCH

with JAMES HURST, MARGALO GILMORE, ALICE PEARCE, PATRICIA HARTY, GROVER DALE, CHARLES BRASWELL, EVELYN RUSSELL, BETTY JANE WATSON, PAULA BAUERSMITH, PAUL O'KEEFE

Production Design by OLIVER SMITH, costumes designed by HELENE PONS and OLIVER SMITH

Lighting by PEGGY CLAIR, musical direction and dance arrangements by PETER HAMZ, orchestrations by ERNIE KOSTAL, vocal arrangements by FRED WERNER

Musical numbers and dances staged by JOE LAYTON

Book, music, lyrics and direction by NOEL COWARD

THE ORIGINAL BROADWAY CAST ALBUM
#(S)WAO 1643 SOON TO BE RELEASED ON CAPITOL RECORDS
THE DOVELLS

These five lads, known as the Dovels, have a hot-plating
tag "The Bristol Stomp" on the
Parkway label straddling up the Hot 100. The Dovels are
Len Barry, lead; Annie Statin, baritone; Jerry Statin, tenor;
Danny Brooks, bass, and Bob Epton, violin. The boys all hail from Philadelphia
where they had been singing together
for about four years, mostly entertaining
at local high schools and school fairs.

They wrote several original tunes, including their first disk, "Do, No, No, Not That Again," which gained a 4-7
attempts to break into the record business, the boys eventually
went a separate way. It was December 1960, when they
for their audition for Dave Appell, a.d.r. director of Parkway Records. The audition was
tdescribed and the Dovels were signed to a recording

The group has many curious interests besides music, including
swimming, basketball, football and traveling in the USA. Ray Charles performs. The Dovels are managed by Nat Segall
and are booked through GAC.

THE DREAMLOWERS

Another new vocal group to hit the Hot 100 this week with a single is the Dreamlowers, releasing for Heritage Records. The lads are Tommy Ricks, first
baritone; Cliff Ride, tenor; Harry, baritone, Morris Gardner, tenor;
and Cleveland Hammond, bass.

The boys began singing together
in the fall of 1961. They were selected to back Chubby Checker
in his hit Parkway disk "The Twist." Jerry Ross and Murray Weech, Heritage
Records sprang to the act, got the group and signed them to a
three-year contract. Their debut disk on Heritage, "When We Get Married,"
touched to the edge of the magic circle of the Top 10 on the Hot 100 in a show of
much attention from their act in their
Philadelphia high school student show. After four years of
talent shows, benefits and local club dates, the big break came
to get them out of the "underground."

They used to play a local club, the "Chubby Checker"
bar on Parkway disk "The Twist." Jerry Ross and Murray Weech, Heritage
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They used to play a local club, the "Chubby Checker"

WITH THE COUNTRY JOCKEYS

"We have a country and western show
to 1-3 p.m., Monday through Saturday," writes Floyd J.
Badel, of WIKN, St. Louis, "and we're
in need of good country music. We will play
any good country songs we receive
—old or new artists makes no difference." — Dean Weatherly, of KNRA, Rapid City, S.D., a radio station
who plans to go on the air October 15, is another to put in a plea for special
material. "Our record cabinets are as bare as a newborn baby's
bottom. We plans our "call-in show" each
week.

Jim Trippe Gives Special Services

NEW YORK — Ex-deejay Jim Trippe
has announced the start of Trippe
Service, which acts as a one-stop mer-
center for stations and disk jockeys.

The firm manufacturers and distributes equipment in various
types (jewelry, buttons, etc.) and
manufactures and distributes
made-banners, window cards, bumper
stickers, and other kinds of display
material.

Trippe also provides personnel and
monthly newsletters for stations and
jocks, tailor-made for business or audience-building purposes, auto
call letter tags, convention badges, business form printing and collection.

Billboard Music Week

BILLY JOYCE (Dove) JONES

WIBG, Philadelphia

Follow-up or "take-offs" such as "I'll Save You the Trouble for You," do not in-
fluence the chart or the original
recording. The Billboard magazine, 1963. By popular
request, the record company
begins to produce "take-offs" with "an-
ner" records. Every distributor
wants play and he has his particular
version with the possible inev-
nescability that only "take-offs" can bring. All records
are put back in the files until we deserts as one version
starts to break out nationally.

NATIONAL BILLBOARD

With the Country Jockeys

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THE LETTERMEN'S "THE WAY YOU LOOK TONIGHT" #4586 IS AT THE TOP OF ALL THE CHARTS
BEST SELLING PHONOGRAHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturer, based on results of a nationwide study using personal interviews with a representative national cross-section of record-phonograph dealers. A different price group is published in this chart each week.

The percentage figure shown for each brand is its share of the total number of weight points derived from all dealer responses. Points allocations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of dealer. Only manufacturers earning 2% or more of the total dealer points are listed below.

<table>
<thead>
<tr>
<th>PHONON LISTING UNDER $30</th>
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<td>Others</td>
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RISING STEREO SET DISPLAY PIT-UPS DEALER EXPOSURE

OKLAHOMA, Calif.—If the stereo dealer can work out an arrangement with any local movie theater which has an intermission between showings, he can expose stereo music to many worthwhile prospects at no cost, according to W. L. Robinson, owner of the Big Television City store in this North California city.

Late in 1960, Television City began increasing stereo sales through a short program put on during six intermissions per day at the local theater and the use of the rising platform which lifts up into the orchestra pit area during each intermission. The rising orchestra pit in this case is used to elevate six large records, phonographs, or stereo phonographs, tape recorders, and TV combinations for a quick demonstration. At the same time the stereo sets are being lifted in a 2-minute time span, the theater screen, which tells the story, is being handled. By conversations the salesmen call attention to the eight stereo sets on the rising platform, and two more are displayed in the lobby of the theater. A salesman from the store on duty for one or more of the phonographs is quickly demonstrated, using five amplifier speakers on either side of the stage, which thunders forth spirited music during the four-minute intermission. Since the trailer on the screen is telling the story, the salesmen need only to point to each feature as it is mentioned on the screen. Then, as the film dies down, the lights come on to a roasting bit of light opera, a popular instrumental, etc. During the whole show, the dealer being presented in this way, Tele-oxitron reports, to a nearly 50,000 people per month, all comfortably-attended theater patrons, who, like every one, are likely to become burned during the intermediate time.

The "short intermission" followed by a demonstration is being handled in nearly every store in the area. And it appears to be very effective, the listening room is left buzzing with interest and curiosity to be satisfied by the next demonstration.

BIG ATTENDANCE FOR ARD MEET

NEW YORK—The Association of Record Dealers held its 10th annual meeting of dealers and engineers of RSD, which is already being swamped with reservations for its dinner at the Waldorf Astoria Hotel Tuesday (17). Louis Shapiro, who issued the invitations for all dealers to come to the dinner affair at Waldorf on November 19, reports that all invitations are being accepted at a near-held record pace.

Shapiro pointed out that the invitations were covered to cover all dealers with seats from the event. At the meeting a nominating committee was set up to select candidates for officer posts for the association. The next board of meeting will take place tonight (9) at the downtown Manhattan hotel under the presidency of Mr. Shapiro, current president of the group.

 voted to promote of popcorn, candy, ice cream and other specials that were sold.

While relatively expensive, amounting to 20% or more of the cost of the tape alone, a �10 Advertising Budget, which is considered by many as the best means of getting the concept to a top store. Original partners were selling the idea on the plate. But what happened? Isolated concepts went over big because again they gave the dealer something different—something that impresses out on his shelves. Dealers loved the idea, but it was never used in a classical series. Again we're doing something for the dealer by putting something into the hands of the customer. I don't think the customer is buying the album at all. It simply has to work with the music on the album. We've tried the concept to dealers and they didn't like it. The concept to the customer is not the important part of the customer. I think dealers will agree that our covers are better than theirs.

Pelican Distributing Roulette

NEW YORK—Roulette Records, the New Orleans record label released in New Orleans from Record Sales, Inc., to Pelican Distributors. In addition, Pelican Records has been named as sole distributor of all its subsidiary labels—Gea, Rama, Rico and Rosco.

Pelican will independently operate Pelican, will handle promotion and sales to a Roulette product. Joe McKeown will supervise album sales.

UNIQUE COVER FOR THE WEEK

"give myself a party"

ROSEMARY CLOONEY—"GIVE MYSELF A PARTY"—#7948. Rosie rocks out a country-flavored Don Gibson hit in high style! c/w "If I Can Stay Away Long Enough." Available in 45 rpm and Compact 33. Everyone loves a party. Order now! RCA VICTOR The most trusted name in sound.
GET ON The ALVIN SHOW BANDWAGON!

CAPITALIZE on this sensational new animated TV series...
FULL CBS-TV NETWORK • CLASS AA PRIME TIME, WEDNESDAY EVENINGS!

HERE IS YOUR GREATEST

• THE SONGS, THE SOUNDS, THE EXCITEMENT — ALL DIRECTLY FROM THE SOUND TRACK!

BRAND NEW!

EVERY SHOW FEATURES SELECTIONS FROM THESE LIBERTY LP’s!

THE ALVIN SHOW
LRP 3209/LST 7209

IMPORTANT: THIS IS EXCLUSIVE PRODUCT—THESE LP’s ARE THE ONLY RECORDS FROM THE TV SHOW! ... AND, THESE RECORDS ARE THE ONLY CHIPMUNK PRODUCT AVAILABLE!
TV-RECORD TIE-IN EVER!

EP BEST-SELLERS:

Chimpunks:
- Let's All Sing With The Chipmunks (LSX 1089)
- Sing Again With The Chipmunks (LSX 1090)

ALL-TIME HIT SINGLES:

The Chipmunk Song (b/w) Harmonica
Rudolph The Red Nosed Reindeer (b/w) Spain

SURE-FIRE SALES WITH THESE MERCHANDISING AIDS!

PRE-PACK:
Contains complete selection of stereo & monaural LP's/EP's and singles
3 different pre-packs available.

ATTRACTION FULL-COLOR STREAMERS

CORRUGATED MERCHANDISER UNIT
Suitable for floor or counter use. Holds complete contents of pre-pack.

COLORFUL DISPLAY
- For window or in-store use
- Illustrates all LP's

AD-MATS AND CO-OP FUNDS AVAILABLE on qualifying orders.

100% GUARANTEED SALE
on qualifying orders
Payable ¼ NOV. 10, ¼ DEC. 10,
¼ JAN. 10, ¼ FEB. 10

SEE YOUR LIBERTY REPRESENTATIVE TODAY!
Now exclusively on... CORAL RECORDS

THE ORIGINAL

"God, Country And My Baby"

BREAKING WIDE OPEN FROM COAST TO COAST

CHICO HOLIDAY

#62291
MERCURY RECORDS

congratulates

Archie Bleyer On His Introduction Of The
"Cadence Little LP"

This product is an exciting innovation, and one which will stimulate new interest in sales in our industry.

MERCURY is pleased to join with Cadence in this most progressive step and will shortly introduce the COMPACT 6 series, which will present to the consumer six full selections on a 7-inch Long Play record, attractively packaged to retail at $1.69.

First release of the COMPACT 6 series will be forthcoming immediately and will feature such current best-selling recording stars as Brook Benton, The Platters, Dinah Washington, Patti Page, David Carroll and Jose Melis.
AMIGO'S DISCO CORRAL

AMIGO

Buenos dias, mi amigo. Do not forget to order mucha copies of "CUANDO" ... then you will not be caught with the precious down when the play goes up.

The disco "Cuando" will spin A disco clock we know, And you are certain to win With "CUANDO" in your "piecet" —Wrongfollow

If by now you think I am "pequeno" loco ... do not give up ... my senoritas ... they think I am "nuevo" loco ... they say I am a little sick in the head ... one thing I do not convey ... why they always hope I do not get well is something I don't know.

I would like to tell you more about this thing-in-themselves ... but this is a disco ad and I am certain that we comprado the disco ... better than we do the senoritas ... so I will tell you what is cooking, Cooke. "THE CIRCLE OF HITS" have two more beautiful expressed title songs they are road-testing ... if you pan el oro ... we will let you in on the bonanza ... they also inter-test their songs ... BEACH JOHNSON'S ORCHESTRA played one of the new songs on the Wilson liner moonlight cruise to MARSHALL HALL PARK ... the passengers had more fun than a barrel of monkeys doing the Mexican hat dance ... Mi amiga, Tequila Joe ... he nearly ruined the act trying to make with a scarfing Angel ... with Angel green eyes ... somebody told him this Angel was looking for him ... no, mi amiga, Tequila disappeared...

I do not know if angels follow river boats ... or have green eyes, for a little while I believed the story, but now that the tequila frog has lifted ... I am not so sure about this angel business ...

If any of you beautiful senoritas (and senores) who work for a "piccola" machine company ... or record store ... want a record of "CUANDO" ... here is all you have to do ... Write to me on your company's stationary and I will send you one disco free ... postage paid ... if any of you senoritas have a picture you can spare send it along with your request ... I will put them in my private office ... when I get a private office ... address your letters to: Amigo, 6/9 "CIRCLE OF HITS" RECORD CO., 1739 Connecticut Ave., N.W., Washington, D. C.

Do not forget to order mucho discos de "I WISH I HAD NEVER SEEN SUNSHINE" along with your order for "CUANDO" ... GEORGE SASLAW is a fino hombre as well as a great singer ... he is appearing nightly at the CROSSROADS SUPPER CLUB, Bladensburg, Maryland ... that is just next to the nation's capital ... where everybody has mucho fun ... if you tell him Amigo sent you, I am sure he will buy you a few shots of tequila.

I see el tiempo is up and I am muy cansado ... so I will say ... hasta la vista ... adios ... I hope you destino, wherever you are. Mastra yunga ... (ALMADORA)

JUKE BOX OPERATORS! NOW AVAILABLE! ORDER EARLY

THE SONG

CUANDO

A Spanish Title Song, recorded in a versatile style. No trouble spotting this one. Terrific house play in all locations. English lyrics. Music by the one and only PORKY FREEMAN ORK.

THE ARTIST

BOB CROSS

Discovered in a Hollywood Talent Show. Has a golden tenor voice, soft and pleasant.

THE LABEL

CIRCLE OF HITS

formerly the Morris-Lee label, primarily a promotional record that has been around since 1944, first with Porky Freeman's "Boogie Woogie on Strings," which sold over a million copies on 4 major labels. (Soon to be re-released.) The original Morris-Lee recording now a prized collectors' item.

THE SURVEY

Two years of spot checking "Cuando" in juke locations from coast-to-coast show consistent top plays.

ANOTHER MONEY MAKER!

"I WISH I HAD NEVER SEEN SUNSHINE"

by GEORGE SASLAW

Baritone, sings his first big hit. With DUB HOWINGTON'S ORCHESTRA, in a new popular arrangement of this great C&W tune, high on the juke meters in the East. Should do as well in the Western and Southern spots.

DON'T GET CAUGHT SHORT—ORDER NOW!

IF YOUR DEALER CANNOT SUPPLY YOU, ORDER DIRECT:

CIRCLE-OF-HITS

1739 Connecticut Ave., N.W.
Washington, D. C.

60c Net, Postage Pre-Paid.
ALL SHIPPMENTS AIR MAILED

To: CIRCLE OF HITS RECORDS,
1739 Connecticut Ave., N.W., Washington, D. C.

GENTLEMEN: PLEASE SHIP ME THE FOLLOWING NUMBER OF RECORDS:

"CUANDO," "I WISH I HAD NEVER SEEN SUNSHINE"
ENCLOSED: □ CHECK □ MONEY ORDER □ C.O.D.

NAME:__________________________

ADDRESS:_______________________

CITY:___________________________

STATE:__________________________

PRICE: 60¢ Each Net, Pre-Paid INCLUDING FREE TITLE STRIPS

Copyrighted material
BOB LUMAN HAS A REAL "TOUGH" HIT IN HIS NEW SINGLE "BOSTON ROCKER" WITH MUSIC AND LYRICS BY JOHN D. LOUDERMILK. IT'S EQUALLED BY A REAL "TOUGH" HIT ON THE OTHER SIDE, "OLD FRIENDS" BY BOUDELEAUX BRYANT. WE HAVE PUT THEM TOGETHER ON #5506, ON WARNER BROS. THE FIRST NAME IN SOUND.
**Germany**

**Philips Readies Big Merc Austrian Push**

By JIMMY JUNGERMANN

102 Immemosstr, Munich 27

As a result of the Philips-Merck merger, Philips has taken over the Mercury representation in Austria, and with it the label with which Arlotta had not gotten along. A fresh start will come September 16. Judging by the first orders, Mercury will certainly do better than ever before. Central European Mercury is in the hands of Walter Reichfeld, record manager of A testing. He is a real take-over. He is very enthusiastic about the Mercury repertoire, which along with the American Columbia repertoire he already represents will give him a fine collection of two of America's 'Big Five.'

Munich publisher Karl Heinz Busse will visit New York in October to contact other music publishers. Started only three years ago, the Busse firm is one of the top music publishers in Germany now. Together with the Universal Edition, the Busse firm founded the first music society in Austria and Switzerland. Recently he founded the Music House, Edelhöfe Musical S.R.L. in Milan, together with the Carisch Organization. Steven Harper was appointed to Universal Edition of Vienna, London and Zurich, arrived in New York to arrange for music material in the new house.

A German tenor-figer singer Connery heard the German version of "Tom" in "Anah's 'Dance On, Little Girl'" on the Electrola.

**New Zealand**

**HMV, Delta, Viking Sales Increase**

By FRED GEBBIE

Box 5051, Auckland, N. Z.

HMV shows an increase in sales this year over last year, Allied International, Viking Records and Delta Trading Company also showing higher sales figures. All titles are shown from last year's figures. The most effect of the record sales is undoubtedly the World War II war effort, with greater catalog, they lead the field in sales.

A strong tussle is on between the leadership of "Michael Meredith" (Orion) and the original U. S. (Continued on page 42)

**Eastern Europe**

**Michigan U. Band Wins Romansian**

By ROY KNAPP

Kremnica, Czechoslovakia S.S.R.

The University of Michigan band gave three concerts in Bucharest, Romania, and two in Brașov as part of its extensive tour of Europe, the Near and Middle East. The New Hall of Bucharest was filled to capacity. The concerts were a great success, rare for the Eastern countries.

The response of the Romanian audiences was a great surprise to Professor David, Dr. William D. Revel, conductor of the band, admiring the fact that it is the first state program being implemented in Romania, it is the main tenant of his artistic ends. The real function of music, he said, is to bring joy, happiness and content. Let's use it more as a means of understanding, he added, to do away with misunderstanding from lack of knowledge. Its language being international, music must make its contribution to better understanding among people.

**Japan**

**Toshiba Celebrates Four Lads Visit**

By TEN KATTORI

As a correspondent in honor of the Four Lads now visiting Japan, Toshiba Musical Industries has issued an 18-inch L.P. record of the group, including "16 Tons," "Love, Love, Everybody," and one 45-r.p.m. single, both sides of "Just Young," from Capitol. For the visit of John Ingersoll, who is due to arrive here October 1, an extra release, an L.P. featuring the harmonica playing "American in Paris," "Hungarian Dance," and eight other selections has been released by Toshiba. Sebastian will open one-month tour here, starting October 14.

Harry Fox was in Tokyo for discussion of the group's visits with the Japanese branch of ASCAP, on matters of mutual concern and also with Toshiba. He was impressed by a Japanese dispatch for representation of some U. S. labels on the basis of a letter of intent for its subsidiary in Japan. Fox made a trip through Nippon Columbia pressing factory at Kawasaki near Tokyo before leaving here for Hong Kong September 26.

**Spain**

**French Tune Is A Fest Winner**

By RAUL MATAS

32 Av, Jose Antonio, Madrid 13

The third Mediterranean Festival was celebrated before a crowd of 7,000 at the Sports Palace of Barcelona. Organized by Radio Nacional and official Spanish TV, the tournament attempted to discover every year a new "Meditarian" song. France, Italy, Greece and Spain represented this time.

The winner, from France, was "Jean le Creux de Ta Main" by Gilbert and Jacques Halbert. Accidental was the personal winner of the festival. Spain won second place with "Procesamiento," by Jorge Domingo, Jose Genuillora and Luis Turolo were its creators.

Alessandro Pandol, Angela Zita and Mary Le from Greece got third and fourth places with "Ja Gris Michiko," by Kosta Yantis and "Nykhia" by Yvoukis and Kostidis.

(Continued on page 42)

**Britain**

**Warwick to Issue British Click 'Pasadena' in U. S.**

By DON WEDGE

News Edition, New Musical Express

Warwick Records' Marty Craft has obtained U. S. distribution rights from Philips EMI for the British hit Click. Click is being issued under the title "Pasadena." This is the first time that the British hit has been so successful with its re-creation of "barnstorm-style music. "Pasadena" topped the chart here and has had considerable success on records and sheet music in certain territories.

Visitors Here

After his London visit, Howie Richmond went on to Germany, France and Italy to review his subsidiaries in those countries.

Warwick Records' international top Bobby Weiss spent a week in London, then left for Copenhagen for a meeting Monday (Oct. 1) with Warner licensees in the four Scandinavian countries to plan simultaneous releases and joint exploitation in what is in many ways a common market. Mike Roos is here to complete scoring of "El Cid." ... Kay Starr's second ABC-DOT show goes out October 15 and then she returns to the U. S. ... Donnie Donato team will be on the road the whole of next May if current deal is consummated; he chose Canada rather than U. S. as there will be no difficulties in taking his regular accompanying unit. ... The Daniels duo of Bob and Fredrick, currently on a long British tour, will be here indefinitely with a date at New York's Waldorf-Astoria December 7.

**Record Business**

The silver jubilee celebration of the British Sound Recording Association takes place October 14. ... Sir Joseph Lockwood, chairman of Electrical and Musical Industries Federation, will address Disc to Yehudi Menuhin to commemorate 50 years' association between the violinist and EMI. ... Hayley Mills' hit U. S. disk of "Let's Get Married" released here by Decca; in the past, most Buena Vista disks have been issued by (Continued on page 42)

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**Mexico**

**RCA Itself Seeks More Prieto Wax**

By OTTO MAYER-SERRA

Apartado 8688, Mexico City

RCA Italiana informed their British counterpart, "La Musica" by Antonio Prieto is becoming more and more successful on the Italian market. In consequence, they are considering the possibility of issuing some records by the same artist and ask for samples of all his recordings, especially "Cara de Payaso."

When Japan entered the tapes of 13 L.P. records from RCA, among them four by famous recorders of 'The Voice of Japan,'... After the success of the two first L.P.'s, "The Magic Violins of VillaFONTANA in the U. S., RCA Victor will issue a third L.P. of this (Continued on page 42)
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 herewith listed by type of music. Each is a title and is arranged alphabetically and listed in order of sales strength on the cardboard insert. Those LP's listed in bold face and capital letters are on the charts nine weeks or less.

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VOCAL LP's

Title (Label) (Sourced from Top LP Rank)

Moody Vaudeville

All the Way (Cap) (31) 19
Paul Anka Sings His Big 15 (ARC) (30) 29
Bellevue at Carnegie Hall (RCA) (26) 35
Bobby Darin's Ringtones (Cap) (47) 147
COME SWING WITH ME (Cap) (26) 18
Triumphant Swing (Cap) (30) 27
Heavenly (Columbia) (24) 44
Read All About It (Cap) (28) 31
Johnny Horton's Greatest Hits (Cap) (28) 31
Miss America (Cap) (29) 29
Fell in Love with Me (Cap) (30) 26
Johnny Mathis (Cap) (32) 105
YOUR HUSBAND, YOUR WIFE (RCA) (32) 105

LOVE SONGS (Also)

Miss Peggy Lee (Cap) (34) 105
All At Once (Cap) (35) 99
ALL TIME FAVORITES (Cap) (35) 99
MISS PEGGY LEE (Cap) (36) 94

EXCELLENT (Incl.)

ONE BIG SONG BOOK (Cap) (37) 91
FRANCIS SINGS JEWISH FAVORITES (Cap) (38) 86
Can't Help Myself (Cap) (38) 86
I HAVE DREAMED (Cap) (39) 84
I'M GROWING (Cap) (40) 77
Judy at Carnegie Hall (Cap) (41) 71
Miss America (Cap) (44) 57
TOM TIEDEM (Cap) (45) 56
COME ON (Cap) (46) 54

INSTRUMENTAL LP's

Title (Label) (Sourced from Top LP Rank)

Mood and Dance

Collectors (Cap) (1) 50
GREAT TUNE AND OTHER INSTRUMENTAL FAVORITES (Cap) (19) 37
GOLDEN ALBETTES (Cap) (20) 36
Hail, Anson (Cap) (26) 18
JIMMY DOUGLASS (Cap) (28) 26
MUSIC QUSTO (Cap) (29) 29
NEW PIANO IN TOWN (Cap) (29) 29
SNOWBERRY CRUSADERS (Cap) (30) 64
SPEWS OF THE WIND (Cap) (31) 39
SOMEBODY LOVES ME (Cap) (32) 34
STAR OF THE SWEETHEARTS (Cap) (32) 34
YELLOW BIRD (Cap) (34) 82

REST

RAY CHARLES AND BERTY CASTLE (Cap) (35) 8
MIDNIGHT WEST SIDE (Cap) (35) 8
FRANCI (Cap) (35) 8
ERECTION JUJU (Cap) (36) 7
PETE FLOYD'S FAVORITE DANCE TUNES (Cap) (36) 7
NEW ORLEANS (Cap) (36) 7
PETE WOODY'S FAVORITE DANCE TUNES (Cap) (37) 6
GENUS AFTER HOURS (Cap) (37) 6
GENUS OF JAZZ (Cap) (38) 5
GENUS PLUS (Cap) (38) 5
GENUS PLUS (Cap) (39) 5
THE GREAT HORN IN THE WORLD (Cap) (39) 5
THE GREAT HORN IN THE WORLD (Cap) (40) 5
WHAT'S IT ALL ABOUT (Cap) (41) 4

Teen Beat

Teen Beat Vol. 1 (Cap) (42) 4
Teen Beat Vol. 2 (Cap) (43) 3

INSTRUMENTAL LP's

Original Cast

Candide (Cap) (1) 50
Candide (MGM) (2) 49
Candide (RCA) (3) 48
Candide (Gala) (4) 47
Candide (MGM) (5) 46
Candide (MGM) (6) 45
Candide (MGM) (7) 44
Candide (MGM) (8) 43
Candide (MGM) (9) 42

POPULAR MUSIC

SHOW MUSIC

EXCELLENT (Incl.)

Trio of Stars (Cap) (31) 37
Trio of Stars (Cap) (32) 34
Trio of Stars (Cap) (33) 31
Trio of Stars (Cap) (34) 29
Trio of Stars (Cap) (35) 27
Trio of Stars (Cap) (36) 25
Trio of Stars (Cap) (37) 23
Trio of Stars (Cap) (38) 21
Trio of Stars (Cap) (39) 19
Trio of Stars (Cap) (40) 17
Trio of Stars (Cap) (41) 15
Trio of Stars (Cap) (42) 13
Trio of Stars (Cap) (43) 11
Trio of Stars (Cap) (44) 9
Trio of Stars (Cap) (45) 7

CLASSICAL LP's

ROOSTER'S VICTORY AT SEA

VOL. III (Coral) (10) 60
GINER'S VICTORY AT SEA (Cap) (11) 58
GINER'S VICTORY AT SEA (Cap) (12) 56
GINER'S VICTORY AT SEA (Cap) (13) 54
GINER'S VICTORY AT SEA (Cap) (14) 52
GINER'S VICTORY AT SEA (Cap) (15) 50
GINER'S VICTORY AT SEA (Cap) (16) 48
GINER'S VICTORY AT SEA (Cap) (17) 46
GINER'S VICTORY AT SEA (Cap) (18) 44
GINER'S VICTORY AT SEA (Cap) (19) 42
GINER'S VICTORY AT SEA (Cap) (20) 40
GINER'S VICTORY AT SEA (Cap) (21) 38
GINER'S VICTORY AT SEA (Cap) (22) 36
GINER'S VICTORY AT SEA (Cap) (23) 34
GINER'S VICTORY AT SEA (Cap) (24) 32
GINER'S VICTORY AT SEA (Cap) (25) 30
GINER'S VICTORY AT SEA (Cap) (26) 28
GINER'S VICTORY AT SEA (Cap) (27) 26
GINER'S VICTORY AT SEA (Cap) (28) 24
GINER'S VICTORY AT SEA (Cap) (29) 22
GINER'S VICTORY AT SEA (Cap) (30) 20
GINER'S VICTORY AT SEA (Cap) (31) 18
GINER'S VICTORY AT SEA (Cap) (32) 16
GINER'S VICTORY AT SEA (Cap) (33) 14
GINER'S VICTORY AT SEA (Cap) (34) 12
GINER'S VICTORY AT SEA (Cap) (35) 10
GINER'S VICTORY AT SEA (Cap) (36) 8
GINER'S VICTORY AT SEA (Cap) (37) 6
GINER'S VICTORY AT SEA (Cap) (38) 4
GINER'S VICTORY AT SEA (Cap) (39) 2
GINER'S VICTORY AT SEA (Cap) (40) 0

TOP LP's OF THE WEEK

The pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week:

Pop

The NAT KING COLE STORY (3/12)
Capital SWCL 1413 (Stereo & Monaural) — Here's a big production, and it's right on the last big release to 'Route 66,' all re-recorded in stereo. It's a cavalcade of fine orchestral backing with some tremendous jazz artists. Re-recordings of some of Nat's hits could easily spark a lot of new interest in Cole. Also included in the elaborate and smartly done box package is a complete story of Nat's career with much of the Nat Cole story detailed in text and on the front cover.

IF YOU GO

People are saying that this is a must. Great price for a great album. A fine way to introduce your friends to the magic of Nat's music.

SATIN AFFAIR

George Shearing Quintet. Capitol ST 1628 (Stereo & Monaural) — Here's the familiar Shearing Quintet sound, a perfect blend of a great vocalist and a top-notch saxophonist. The package is excellent, the price is right. This is a must for any jazz fan.

COMEDY BEHIND THE BUTTON-DOWN MIND OF ROB NEWHART

Warner Bros. W 1417—Bob Newhart has been a comedy favorite for almost two years and he should keep his huge audience in stitches with this new album. It features a collection of delightfully funny new comedy sketches that will have your audience rolling in their seats. "The Party's Over," "My Romance," "Bill's Party," "Get-Away," "We're Going Away," "It's a Great Day," "You're Going Away," and more. This is a must for any comedy fan.

POPULAR PIANO CONCERTOS: HAYDN, MOZART & FILM THEMES

George Gershwin. Warner Bros. W 1427—The popular piano concertos in a new recording by a leading pianist. This is a must for any Gershwin fan.

CONNIE FRANCIS

MGM SE 3565 (Stereo & Monaural) — Another in the group of big LP's this year. This is a must for any Connie fan.

KING OF KINGS

Symphony Orch. of Rome and Singers of The Roman Basilica. Decca 2038—"KING OF KINGS"..."STARS OF THE WEEK"..."A beautiful package indeed, not dissimilar to the label's earlier successful "Ben Hur" package. Like "Ben Hur," this music is in the grandest manner, and is bathed by him as well. It's a big grandiose score, well recorded, well packaged. You might as well buy the more expensive "Ben Hur," and if you do, you will be getting a great score at the same time with the bonus of a motion picture package. There is the title item, plus "Around the World," "Hear Noon," April Fool's Day, and the like. The package is complete, and you'll have a total of 16 records, and half of them are new and recorded well, the package is in a new pot one.

THIS LITTLE LIGHT OF MINE

Gloria Lynne. Everest DEBR 1311 (Stereo & Monaural) — Gloria Lynne has another fine set of efforts on this exciting LP. She is at her best, and this is one of her best. The package is excellent, the price is right, and the label is well worth the price. This set, like all of Gloria Lynne's albums, should be issued properly on both the pop and jazz markets.
ELVIS' LATEST!

14 GREAT SONGS FROM THE ORIGINAL BLUE HAWAII SOUNDTRACK.
A HAL WALLIS PRODUCTION, A PARAMOUNT PICTURES RELEASE.

LSP/LPM-2426

ORDER NOW!

RCA VICTOR
The most trusted name in sound
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>HIT THE ROAD JACK</td>
<td>Ray Charles, ABC-Paramount 1948</td>
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<tr>
<td>2</td>
<td>CRYIN'</td>
<td>Ray Charles, ABC-Paramount 1948</td>
</tr>
<tr>
<td>3</td>
<td>TAKE CARE OF MY BABY</td>
<td>Rosetta Howard, Liberty 2364</td>
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<td>4</td>
<td>RUTHLESS</td>
<td>Erskine Hawkins, Peacock 474</td>
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<td>5</td>
<td>YOU MUST HAVE BEEN A BEAUTIFUL BABY</td>
<td>Ray Charles, ABC-Paramount 1948</td>
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<td>6</td>
<td>WATER BOY</td>
<td>Spring Hill Trio, Columbia 4193</td>
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<tr>
<td>7</td>
<td>MORE MONEY FOR YOU AND ME</td>
<td>Big John, Vocalion 3357</td>
</tr>
<tr>
<td>8</td>
<td>LONELY DOLLY</td>
<td>Big John, Vocalion 3357</td>
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<td>9</td>
<td>LITTLE LIES</td>
<td>Big John, Vocalion 3357</td>
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<td>10</td>
<td>72-75 FEEL IT</td>
<td>Smoky Joe, RCA Victor 2272</td>
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<td>11</td>
<td>I WANT U UP CRYIN'</td>
<td>Smoky Joe, RCA Victor 2272</td>
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<td>12</td>
<td>MOON DOVER</td>
<td>Jerry Butler, Yes 461</td>
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<td>13</td>
<td>DON'T JUST DO IT</td>
<td>Don Harrison, RCA Victor 19816</td>
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<tr>
<td>14</td>
<td>SWEET LITTLE LIE</td>
<td>Don Harrison, RCA Victor 19816</td>
</tr>
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<td>15</td>
<td>YOU'RE THE REASON</td>
<td>Bobby Edwards, Coral 1971</td>
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<tr>
<td>16</td>
<td>BIG BAND JOY</td>
<td>Johnnie Taylor, Columbia 1404</td>
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<tr>
<td>17</td>
<td>LIFE IS JUST A DRAG</td>
<td>Johnnie Taylor, Columbia 1404</td>
</tr>
<tr>
<td>18</td>
<td>DICK'S BLUES</td>
<td>Johnnie Taylor, Columbia 1404</td>
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<td>19</td>
<td>LOVE ME LITTLE</td>
<td>Johnnie Taylor, Columbia 1404</td>
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<td>20</td>
<td>I'M IN THE MOOD FOR LOVIN'</td>
<td>Johnnie Taylor, Columbia 1404</td>
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<tr>
<td>21</td>
<td>YOU'RE THE REASON</td>
<td>Bobby Edwards, Coral 1971</td>
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</tbody>
</table>

**HOT 100—A TO Z**

**BILLBOARD MUSIC WEEK**

**FOR WEEK ENDING OCTOBER 15**

---

**BUBBLING UNDER THE HOT 100**

101. **JOHNNY WINTER**

102. **FOOTSTEPS OF RAINBOWS**

103. **UNNECESSARY**

104. **MISTER MR**

105. **DANCE WITH A DOO-L**

106. **ROCK-A-BEAD**

107. **GYPSY WOMAN**

108. **WANTIN' SUMMER SWEETHEART TO BE MY LOVER**

109. **A HUNCH WITH A HEART AND A PICTURE WITH TEARS**

110. **TIL**

111. **DOUGEY YO**

112. **LITTLE RAGTIME**

113. **AWAKE OF LOVE**

114. **EVERYBODY'S Gotta HAVE A STORY**

115. **CAPPICUMPAN**

116. **BACKTRACK**

117. **LOVERS NEVER SAY GOODNIGHT**

118. **IN THE MIDST OF A HEARTBREAK**

119. **UNDER THE MOON OF LOVE**

120. **WANTED, ONE GIRL**
HORN OF PLENTY

FALL PLAN

EVERYTHING IS RIPE FOR A FALL HARVEST OF PROFITS!

PLAN INCLUDES NEW RELEASES AND ENTIRE CATALOG. DISCOUNTS, DATING AND OTHER UNUSUAL PRIVILEGES.

CHECK YOUR UNITED ARTISTS DISTRIBUTOR FOR ALL DETAILS.

ORIGINAl SOUND TRACK MUSIC

FERRANTE & TECHERI

CORNELIAN

HAPPY GILMORE

SID ARNOLD

AMY ROBINSON

NEVER ON SUNDAY

THE PROFESSIONALS

THE FLAMINGO

ORIGINAL SOUND TRACK MUSIC

MUSIC FROM THE MOTION PICTURE

WEST SIDE STORY

NATIONAL POSTER

HIT INSTRUMENTALS FROM WESTERN TV THEMES

AL CARIO - GUITARS WITH ORCHESTRA

WAGON TRAIN

BONANZA - THE REBEL

MAVERICK - LAW MAN

BAT MASTERSON

PALADIN - TALL MAN

LARAMIE - GUNSLINGER

RAWHIDE - THE DEPUTY

UNITED ARTISTS RECORDS • 729 SEVENTH AVENUE • NEW YORK 19, NEW YORK
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Orig.</th>
<th>Week Ending</th>
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<tbody>
<tr>
<td>1</td>
<td>BEST OF THE MONTGOMERY BAY BOY</td>
<td>The Montgomery Boys</td>
<td>Columbia L 1480</td>
<td>Original</td>
<td>5/1965</td>
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<tr>
<td>2</td>
<td>WARNING STORM</td>
<td>Delaney, Brothers &amp; Raphael</td>
<td>Epic LSP 3655</td>
<td>Original</td>
<td>5/1965</td>
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<tr>
<td>3</td>
<td>REACH OUT I'M A ROCK STAR</td>
<td>Lionel Richie</td>
<td>Tamla Motown TMG 1200</td>
<td>Original</td>
<td>5/1965</td>
</tr>
<tr>
<td>4</td>
<td>I'M GONNA BE STRONG</td>
<td>Luther Vandross</td>
<td>Epic LSP 3483</td>
<td>Original</td>
<td>5/1965</td>
</tr>
<tr>
<td>5</td>
<td>MIGHTY WATERS</td>
<td>The Staple Singers</td>
<td>Epic LSP 3472</td>
<td>Original</td>
<td>5/1965</td>
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<tr>
<td>6</td>
<td>COME BROTHER COME</td>
<td>The Staple Singers</td>
<td>Epic LSP 3472</td>
<td>Original</td>
<td>5/1965</td>
</tr>
<tr>
<td>7</td>
<td>IT'S JUST A FEELING</td>
<td>Aretha Franklin</td>
<td>Atlantic SDX 2020</td>
<td>Original</td>
<td>5/1965</td>
</tr>
<tr>
<td>8</td>
<td>BARBRA STREISAND IN CONCERT</td>
<td>Barbra Streisand</td>
<td>Atlantic SDX 2020</td>
<td>Original</td>
<td>5/1965</td>
</tr>
<tr>
<td>9</td>
<td>A WHOLE NEW WORLD</td>
<td>Twogether</td>
<td>T.K. Sound TKS 1015</td>
<td>Original</td>
<td>5/1965</td>
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<tr>
<td>10</td>
<td>WHEN A MAN LOVES A WOMAN</td>
<td>Percy Sledge</td>
<td>Atlantic SDX 2020</td>
<td>Original</td>
<td>5/1965</td>
</tr>
<tr>
<td>12</td>
<td>GROOVIN (Part II)</td>
<td>Wilson Pickett</td>
<td>Stax STAX 260</td>
<td>Original</td>
<td>5/1965</td>
</tr>
</tbody>
</table>

**TOP LP's**

**FOR WEEK ENDING OCTOBER 15**
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 past ten days in two weeks, but are not necessarily best sellers in their markets. Records selling strongly in a sufficient number of markets have this national strength reflected in the Hot 100 chart this week.

**NEW YORK**
- UNDER THE MOON OF LOVE
  - Curtis Lee, Duane

**LOS ANGELES**
- SOOTHE ME
  - Sims Twins, Sar
- EVERYBODY'S GOTTA PAY SOME DUES
  - Miracles, Tamla

**PHILADELPHIA**
- EVERYBODY'S GOTTA PAY SOME DUES
  - Miracles, Tamla
- THE STRUT
  - Johnny Mandel, Columbia

**BOSTON**
- TIL
  - Engel's, Capitol
- BERLIN MELODY
  - Billy Vaughn, Dot
- BOUGH
  - Velvets, Monument

**SAN FRANCISCO**
- ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY
  - Aretha Franklin, Columbia
- QUINT ON LOVING YOU
  - Jerry Fuller, Challenge

**ATLANTA**
- LATE DATE
  - Parkways, ABC-Paramount
- YOUR SECOND CHOICE
  - Clyde McPhatter, Mercury

**PITTSBURGH**
- GOD, COUNTRY AND MY BABY
  - Chico Holiday, Coral

**Baltimore**
- GYPSY WOMAN
  - Impressions, ABC-Paramount
- PUSHIN' YOUR LUCK
  - Sleepy King, Jay
- EVERYBODY'S GOTTA PAY SOME DUES
  - Miracles, Tamla

**WASHINGTON**
- SOOTHE ME
  - Sims Twins, Sar
- EVERYBODY'S GOTTA PAY SOME DUES
  - Miracles, Tamla

**SEATTLE**
- MOON RIVER
  - Henry Mancini, RCA Victor
- MAKE BELIEVE WEDDING
  - Castells, Era
- FOOLISH RAINBOW
  - Donnie Edwards, Liberty
- ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY
  - Aretha Franklin, Columbia
- QUINT ON LOVING YOU
  - Jerry Fuller, Challenge

**MINNEAPOLIS-ST. PAUL**
- BACKTRACK
  - Foran Young, Capitol
- A BROKEN HEART AND A PILLOW FILLED WITH TEARS
  - Pat Ellis, Mercury
- IMAGE (Part 1)
  - Hank Levine, ABC-Paramount
- IN THE MIDDLE OF A HEARTACHE
  - Wanda Jackson, Capitol

**FRESNO**
- BIG BAD JOHN
  - Jimmy Dean
- CANDY MAN
  - Roy Orbison

**CHICAGO**
- HE'S MY DREAMBOAT
  - Pat Boone, MGM
- HOLLYWOOD, CONNIE FRANCIS
  - (Acuff-Rose, BMI) 10393
- FOOL #1
  - (Sure Fire, BMI)
- ANYBODY BUT ME, BRENDA LEE
  - (Champion, BMI) Deco 33369
- FOOT STOMPIN' (PART 1), FLARES
  - (Argo, BMI) 6624
- EVERLOVIN'
  - (Four Star, BMI) Imperial 3730
- A WONDER LIKE YOU, RICK NELSON
  - (Columbia, BMI) 4453

**KANSAS CITY**
- WATER BOY, DON SHIRLEY TRIO
  - (United, BMI) Cadence 1297
- MOVIN'
  - (Dee, BMI)

**OHIO**
- HONKY TRAIN, BILL BLACK'S COMBO
  - (United, BMI) Telstar 4046
- I UNDERSTAND (Just How You Feel), G-CLEFS
  - (Unison, ASCAP) Terrace 3200
- I REALLY LOVE YOU, STEREO
  - (Shelton, BMI) Gob 9995
- WHAT A PARTY
  - (Red Rose, BMI)
- ROCKIN' BICYCLE, FATS DOMINO
  - (Fats, BMI) Imperial 37799
- TOWER OF STRENGTH, GENE MCDANIELS
  - (Famous, ASCAP) Liberty 53207

**COUNTRY & WESTERN**
- HAPPY BIRTHDAY TO ME
  - (Team-Champion, BMI)
- YOU'RE THE REASON, HANK LOCKLIN
  - (American, BMI) RCA Victor 7921
- BACKTRAX, FARON YOUNG
  - (American, BMI) Capitol 4641

**RHYTHM & BLUES**
- PLEASE MR. POSTMAN, MARVELETTES
  - (Juliano, BMI) Tamla 34046
- RUNAROUND SUE, DION
  - (Just-Hubert, BMI) Lyrical 3118

**SINGLES PROGRAMMING & BUYING GUIDE**

**BEST BUYS IN RECORDS**

These records, all on those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient NATIONAL sales during the week to be recommended to dealers and all other retailers having the greatest potential to go all the way. Previous Billboard Spotlight Picks are ranked (P).

POP
- BIG BAD JOHN, JIMMY DEAN
- CANDY MAN, ROY ORBISON
- HE'S MY DREAMBOAT
- HOLLYWOOD, CONNIE FRANCIS
- FOOl #1
- ANYBODY BUT ME, BRENDA LEE
- FOOT STOMPIN' (PART 1), FLARES
- EVERLOVIN'
- A WONDER LIKE YOU, RICK NELSON
- WATER BOY, DON SHIRLEY TRIO
- MOVIN'
- HONKY TRAIN, BILL BLACK'S COMBO
- I UNDERSTAND (Just How You Feel), G-CLEFS
- I REALLY LOVE YOU, STEREO
- WHAT A PARTY
- ROCKIN' BICYCLE, FATS DOMINO
- TOWER OF STRENGTH, GENE MCDANIELS

**SPECIAL MERIT SINGLES**

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

- Pop Disk Jockey Programming
- KLAUS AND HIS ORCHESTRA

(Continued on page 39)
BRIGHT LIGHTS BIG CITY

by Jimmy Reed

Has Sold 168,000 as of Sept. 25 because it's on the following top 40 Station Lists:

KHTK, Houston
KING, Houston
KOKB, Houston
KYKE, Houston
KOKK, Oakland, Calif.
KFWB, Los Angeles
WHER, Atlanta
WXAL, Atlanta
WXFA, Atlanta
WXEL, Atlanta
WILD, Atlanta
WLAB, Dallas
WMGM, Miami
WMIA, Miami
WOMA, Miami
WOWM, Miami
WBRM, Montgomery, Ala.
WMMS, Greensboro, N. C.
WMPC, Nagran, Ga.
WMOL, Charlotte, Va.
WMVE, Jacksonville, Fla.
WMPI, Jacksonville, Fla.
WMPS, Jacksonville, Fla.
WMOS, New Orleans
WMOT, New Orleans
WMOW, New Orleans
WOMC, New Orleans
WOMA, New Orleans
WKOA, Fort Worth
WKTG, Fort Worth
WKIL, Chatanooga
WIRL, Burlington, N. C.
KURM, Dallas
WHER, Dallas
WHER, Burlington, N. C.
WAXJ, Nashville
WXOL, Nashville
WHER, Nashville
WSTC, Charleston, N. C.
WHER, Charlotte, N. C.
WXTC, Memphis
WXHT, Memphis
WFLD, Memphis
WFLP, Memphis
WHER, Memphis
WRV, Oklahoma City
WXHR, Raleigh, N. C.
WWEN, Nashville, N. C.
WDRK, Birming, N. C.
WJPD, Portsmouth, N. C.
WHER, Asheville, N. C.
WMIR, Charlotte, Va.
WHER, Columbia, S. C.

HAVE YOU PROGRAMMED IT?
Don't Neglect These Great Jimmy Reed Long Plays!

F M J I M M Y R E E D
ROCKIN' with REED JIMMY REED
JIMMY REED
JIMMY REED
JIMMY REED
The Honor Roll of Hits comprises the nation's top tunes according to recording sales and disk jockey performances as determined by Billboard Music Week's weekly nationwide surveys.

## Recordings Available

- **Best Selling Record Listed in Bold Face**

### Top 10

1. **Take Care of My Baby**
   - By King Cole
   - With The King Cole Trio

2. **Cryin'**
   - By The Orioles
   - With Raquel Evers
   - With The Orioles

3. **Hit the Road Jack**
   - By Percy Mayfield
   - With Tangerine

4. **The Mountain's High**
   - By St. John
   - Published by Cola (ASCAP)

5. **Little Sister**
   - By Doc Pomus-Mort Shuman
   - Published by Elvis Presley (BMG)

6. **Bristol Stomp**
   - By Member of the family
   - Published by Kidman (ASCAP)

7. **You Must Have Been a Beautiful Baby**
   - By Member of the family
   - Published by Hallmark (ASCAP)

8. **Runaround Sue**
   - By Doc Pomus
   - Published by Hallmark (ASCAP)

9. **Michael**
   - By Dave Nutter
   - Published by United Artists (ASCAP)

10. **Let's Get Together**
    - By Richard M. Sherman-Robert B. Sherman
    - Published by Warnau (ASCAP)

11. **Mexico**
    - By Member of the family
    - Published by Astor (ASCAP)

12. **Dog's Brewing Gum Lose Its Flavor**
    - By Roque Echeverria
    - Published by Mills (ASCAP)

13. **You**
    - By Dave Nutter
    - Published by Rami (ASCAP)

14. **This Time**
    - By Chiba Manso
    - Published by Ten (BMG)

15. **I Love You How You Love Me**
    - By Moac-Robin-Hunter
    - Published by Adams (ASCAP)

16. **Bless You**
    - By Moac-Robin-Hunter
    - Published by Adams (ASCAP)

17. **The Way You Look Tonight**
    - By D. O. Smith
    - Published by Harmon (BMG)

18. **Sad Movies (Make Me Cry)**
    - By Member of the family
    - Published by Astor (ASCAP)

19. **Who Put the Bomp (In the Bomp, Bomp, Bomp)**
    - By Barry Mann-Cornell
    - Published by BMG

20. **Big Bad John**
    - By J. Dean
    - Published by Chris (BMG)

21. **Look in My Eyes**
    - By Member of the family
    - Published by Atlantic (ASCAP)

22. **Maria's the Name**
    - By Doc Pomus-Sherman
    - Published by Elvis Presley (BMG)

23. **One Track Mind**
    - By B. Mono
    - Published by Legacy (ASCAP)

24. **Without You**
    - By Johnny Tillman
    - Published by Kings (BMG)

25. **The Fly**
    - By Member of the family
    - Published by The Fly (ASCAP)

26. **Sweets for My Sweet**
    - By Member of the family
    - Published by Warner (ASCAP)

27. **Take Five**
    - By Paul Desmond
    - Published by Berry (BMG)

28. **My True Story**
    - By Member of the family
    - Published by Robbins (ASCAP)

29. **Candy Man**
    - By Member of the family
    - Published by Marvin Gaye (ASCAP)

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**Reviews of New Albums**

The pick of the new releases:

**Spotlight Albums of the Week**

- **Wes Montgomery**
  - From Wes Montgomery's new album, "Wes Montgomery, "Here's a collection of songs that are guaranteed to keep the listener on the edge of their seat. From smooth jazz to soulful ballads, this album has something for everyone.

- **Morgan Tim**
  - From Morgan Tim's latest release, "Morgan Tim," you'll find a mix of classic and contemporary sounds. This album is sure to appeal to fans of all ages.

**Western Side Story**

- **Original Soundtrack, Columbia CS 2070**
  - From the new release of "Western Side Story," you'll find a compelling story set against the backdrop of the American West. The album features traditional Western instruments and a soundtrack that will transport you back in time.

**Morgan Time**

- **From Morgan Tim's latest release, "Morgan Tim," you'll find a mix of classic and contemporary sounds. This album is sure to appeal to fans of all ages.

**Morgan Time**

- **From Morgan Tim's latest release, "Morgan Tim," you'll find a mix of classic and contemporary sounds. This album is sure to appeal to fans of all ages.

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**Great Songs from Motion Pictures**

- **Hugo Montenegro**
  - From Hugo Montenegro's latest release, "Great Songs from Motion Pictures," you'll find a collection of timeless melodies that have become part of our cultural fabric. These songs are sure to bring back memories and make you feel nostalgic.

**The Golden Horn**

- **Billy Butterfield**
  - From Billy Butterfield's latest release, "The Golden Horn," you'll find a mix of classic and contemporary sounds. This album is sure to appeal to fans of all ages.

**Classical**

- **Mozart Piano Concerto No. 24 in D Minor, K. 491**
  - From Mozart's latest release, "Piano Concerto No. 24 in D Minor, K. 491" you'll find a collection of timeless melodies that have become part of our cultural fabric. These songs are sure to bring back memories and make you feel nostalgic.

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**Verdi, Otello**

- **Mario del Monaco, Renata Tebaldi, Vienna Philharmonic (von Karajan)**
  - From Verdi's latest release, "Otello," you'll find a mix of classic and contemporary sounds. This album is sure to appeal to fans of all ages.

**Beethoven, Ninth Symphony**

- **Beethoven's Ninth Symphony**
  - From Beethoven's latest release, "Ninth Symphony," you'll find a mix of classic and contemporary sounds. This album is sure to appeal to fans of all ages.

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(Continued on page 38)
Introducing the measurements of a little lady that will make it big — 7 inch size, 33 speed, 6 complete tunes — the new Cadence Little LP. New LP size, new LP price, new LP package! The Cadence Little LP comes in a thick transparent plastic jacket that contains the record and a full color cover-insert—a new advance in record packaging. The Cadence Little LP has been successfully test marketed. In a recent direct mail offer to over 7,000 teen-agers across the country, The Little LP brought a phenomenal sales return—along with some great "rave" letters from the kids about the Little LP idea. A store-test in Scranton and Wilkes-Barre, Pennsylvania, further confirmed the fact that the Cadence Little LP is produced right, packaged right and priced right for the big teen-age market. The first five Cadence Little LP's are now available at all of our distributors — two by Johnny Tillotson, two by the Everly Brothers and one by the Chordettes. Each contains six of these artists' big hits such as: POETRY IN MOTION, NEVER ON SUNDAY, ALL I HAVE TO DO IS DREAM, WITHOUT YOU. The Cadence Little LP retails for $1.69. It has been developed with the same careful attention to quality and detail that we apply to everything we produce. We at Cadence believe that our Little LP idea can be a stimulus for the entire industry. It provides every retailer with the opportunity to pick up additional sales in a new price line and hold a profitable mark-up. 7-33-6 may not be the measurements of Brigitte Bardot — but they are the vital statistics of a little lady that can be a big sales attraction. Place your order now for the CADENCE LITTLE LP.
**Reviews of New Albums**

The pick of the new releases:

**SPOTLIGHT ALBUMS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

*Continued from page 36*

**BEETHOVEN'S "KREUTZER" SONATA**

**BACH'S CONCERTO FOR TWO VIOLINS**

Jascha Heifetz—Ernst Friedman—New Symphony Orchestra of London (Sargenta), RCA Victor LSC 2577 (Stereo & Monaural)—A new Heifetz recording is always a happy occasion and this new set features the violinist in a performance of the violin sonata ("Kreutzer" Sonata). In addition it spotlights the debut of violinist Ernst Friedman, young (25) pupil of Heifetz chosen by him personally to join him in the performance of Bach's "Concerto for Two Violins in D Minor." Friedman comes through mightily with his teacher and the lad has a bright future. A strong new set for the multitude of Heifetz fans.

**GALINA VISHNEVSKAYA**

(Rachmaninoff, Shostakovich, Prokofiev, Tchaikovsky, Glinka) RCA Victor LSC 2497 (Stereo & Monaural). Galina Vishnevskaya, one of the Soviet Union's leading sopranos, makes an impressive debut here on her first American-made recording. It features the singer in a collection of songs she included on her first solo recital in Carnegie Hall in New York last season. They include works by Rachmaninoff, Shostakovich, Prokofiev, Tchaikovsky, and Glinka. She handles them all with power and finesse, showing off an exciting vocal range and dramatic style. An album that is certain to have a strong long-term sale.

**VERDI OTELLO**

Various singers with Rome Opera Orch. and Chorus (3 12" L.P.'s). RCA LDP 6155 (Stereo & Monaural). A fine stereo version of this tragic and tempestuous opera is released on Victor's de luxe Soria series, and it has all the advantages of modern sound techniques. Maestro Tullio Serafin has chosen talented singers as Leone Nyanse, Jon Vickers and Tito Gobbi to work with. The result is one of the more interesting opera packages which, though not in the warhorse category, should achieve sales consistent with its quality. Three competing versions available, but this one can share the interests.

**Sacred**

**THE PEARLY WHITE CITY**

Blackwood Brothers Quartet. RCA LPM-2397 (Stereo & Monaural). This great group of religious singers has an imposing package here with material telling of the salvation awaiting those who achieve the celestial gates. In addition to the title song there are "The Way of the Cross," "Sorrow Not," etc. Dealers handling sacred and religious albums know the value of this one.

**Country & Western**

**THE SPIRIT OF HANK WILLIAMS**

MGM 3958 (2). A re-packaging of some of the memorable, and a few less-known sides by the late country composer. Packaged here are some weepers, like "Window Shopping," "Fool About You," "Red's Back," and some sacred tunes like "Jesus Died for Me," "A House in Heaven." Like the rest of the Williams sets, this can continue to rake in the coin from the faithful.

**Christmas**

**CHRISTMAS CAROLS AROUND THE WORLD**

Mormon Tabernacle Choir. Columbia MS 6284 (Stereo & Monaural). The magnificent sound of the Mormon Tabernacle Choir is heard singing carols of many nations on this L.P. English, French, Danish and Russian carols are represented in a highly unusual set. Besides the oft-sung material, "It Came Upon a Midnight Clear," and "Here We Come A-Caroling" are among the familiar items.

**CHRISTMAS SONGS**

The Oberkirchen Children's Choir. Angel S 35914 (Stereo). A most artful package for the holiday market. The group of close-voiced German youngsters have a lovely, pure, light harmony sound on these carols from many lands, which include "Kill It on the Mountain" (spiritual), "Fum Fum Fum" (Spanish), and "Alle Jahrn Winder" (German). The cover—a painting of the children grouped around a fireplace—is particularly appropriate.

**Sound**

**STEREO ACTION PARADISE REGAINED**

Lee Adams and Orch. RCA LSA 2414 (Stereo). Sub-titled "The Exotic Music of the Pacific," this addition to RCA Victor's Stereo Action sound series features some exceptionally attractive arrangements of a dozen familiar songs of the Far East. Such instruments as bass accordion, gong, harmonica and french horns are blended with the traditional steel guitars, log drums and ukulele. The stereo effect is spectacular. Among the tunes are "Lovely Hula Hands," "Now Is the Hour," and "Beyond the Reef."
OUT ONE WEEK! AN ESTABLISHED

THE ISLEY BROTHERS

"Just One More Time"

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Sensational New Hit Artist from New Orleans!

Jimmy Jules
TAKIE IT LIKE/TALK ABOUT IT COMES

#1210

The Novelty Everyone’s Talking About!

The Hi-Fi-Del TRICKY-TRICKY

#1213

ATLANTIC RECORDS

REVIEW IN BILLBOARD and Guiting Local Action!

CIVIL WAR
w/b Mary Jane
RONNIE BEHUNIN

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"HOLLYWOOD"

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A New Release by the Group That Gave You "Da Boy's Home"

HEP & THE LIMELITES

"THREE STEPS FROM THE ALTAR"

HULL 9767

Dick Jockey: Write for Sample Copies.

HULL RECORDS

201 West 70th Street, New York, N.Y.
Warwick to Issue British Hit
New Cancionissima Format Features Previously Unpublished Melodies
By SANFT STEWART
Dublin Evening Mail
First titles on Pye's newly acquired Reprise label were released in Britain last week: "Little Bay Lost," "Those Old Time Ev" and "One More Time." "Back in the Dark" and "Buster," from the album "Granada" and "Curse of an Ackendorf," from "The Mummy," were also heard on the boards.

New Zealand News
Continued from page 23
hit by the Highwaymen with both
two songs featuring on tours on alter-
nate weeks.
To round off the group's tour, Eddy
Brooks has made the first test tour of the year.
Graham Denz, of that organi-
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ization, told the press yesterday that the band has sold out right through the country and their first concert here will be held on October 24.
MMOA Officially Disbanded

By CAMERON DEWAR

BOSTON — The Massachusetts Music Operators Association, formally organized in March 1955, was officially disbanded this week at a meeting in the eastern Massachusetts room attended by only a handful of the once-strongly organized group in attendance. President Cyrus Jacobs pronounced the verdict and said that lack of interest in the group was the reason for the move. It was decided among the few remaining members that there appeared to be no way of preserving the association since it was impossible to put one in the association.

At this point a number of members b e c a m e u n m o t i v a t e d and decided to disband the association. The group continues to function. John Lazar of the Music Operators’ Guild, head of the New Hampshire Music Operators’ Association, reports a healthy membership for that group.

In Mass., the operators’ group has been around for eight years and is growing in enthusiasm every day, according to reports.

In summary, the directors of the association, says it is the best thing that ever happened to the industry in the State.

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Two-Sided Hits Double Disk Mileage & Mfrs’ Revenue

CHICAGO — Auto-Can Company of America stock stood firm in an otherwise declining market last week, following a favorable earnings prediction for the year by Joseph W. Cantor, president of the company.

Cantor told Dow-Jones it is still possible that Cantor will earn $1 per share for fiscal 1967-68, and that with the economy improving, earnings could reach a new high. His firm’s net for fiscal 1967 was 73 cents a share.

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Long Range

Several long range profit-making plans are under discussion for the back year by rapid foreign expansion, increased research spending and the initial expense of putting bigger changers and background music units out on long term lease.

The background music and bill changer program has a continuously expanding effort being carried out by A.C. Automatic Service, formerly known service vending division of Seeburg Corporation.

Leonard Gross, vice-president of Seeburg, has been in the music business for years, and in a built-in ease of operation, O’Donnell said, the entire music machinery of the column racks permits universal rapid loading of all columns.

New Construction Method

He said that service was also simplified by a new “unit construction” method, permitting removal of all complete parts such as coin mech- anism, control panel, selection panel and match dispenser.

This is a completely new, first-in-fifty years, original concept, with all columns automatic, and no switch columns used. Under the new plan, all consecutive prices from 5 cents to 500 cents are programmed, matched on price columns and with no jack plugs used. The vendor also has a new Filter-Proofer.

The unit is modern, set in a coin at one time, 10 inches wide, 20 inches deep and 40 inches high, and are available in a variety of colors.

(Continued on page 92)

Seeburg Realigned Engineering Staff

EAST BERLIN—The Soviet Union established a State Trust to manufacture, purchase, and operate coin-machines “Auto Can” which translates into “Automatic Coin Trade.”

The decision followed a knowledge coin machine experts here say “Auto Can” is designed to be a Red version of Automatic Coin Trade.

It will “manufacture, import, and operate” all coin machines in the Soviet Union. Automatorg will also be a part of the new development of the trade organization.

The new federation, according to Seeburg, will have a new “class barrier” separating vending machines from all others, and it will have a new “price barrier” in its new development, which will be price-cracked. “We don’t recognize class distinctions in coin machines any more than in people,” a machine is a machine, each machine is the same, no matter where it is,” explained the Seeburg official.

Sources here said vending machines are receiving priority attention, but that Automatorg is authorized to manufacture, import, and operate coin machines.

Photographs of varying origins are now in operation in Moscow, Leningrad and other major Russian cities. The first photographs have been made an appearance in the new showroom ball.

Bois Bachow, the Soviet Union’s leading coin machine expert, heads the new coin machine trust.
**Mo. Bulk Assn. Elects Execs**

By JOHN HICKS

ST. LOUIS — Members of the Missouri State Bulk Vendors Association adopted a model of the National Vendors Association bylaws, elected officers, set up dues schedule for membership and decided as an organization to become a member of the Chamber of Commerce of Metropolitan St. Louis at a charter meeting here Sunday. (1) Jason Koritz, of Marljay Vending

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**'Rocky,' 'Bullwinkle' & Friends Star on Charmas As Well As TV**

NEW YORK — Bob Guggenheim, president of Karl Guggenheim, Inc., charm manufacturer, announced that his firm has entered a royalty agreement with the promoters of "Rocky and His Friends," kidde television favorite. Next week, Guggenhem will introduce a new ring series, based on the television cartoon character. The flicker picture rings will feature "Rocky, the Flying Squirrel," "Bullwinkle the Moose," "Boo-Boo Badenov," "Dudley Do-Right the Mormon," "Mr. Slate," and "Sherman," a boy who is on speaking terms with the others. In getting the royalty deal for "Rocky and His Friends," Guggenheim is aligning himself with one of the hottest children's properties going.

Major Networks

"Rocky and His Friends," appearing over ABC-TV, $3.00 to 6 p.m., Tuesday, Thursdays and Saturdays, is viewed in 150 markets. "Bullwinkle," using a Rocky character for its star, is beamed to 200 p.m., Saturdays over NBC-TV.

In addition, General Mills, sponsor of the ABC show and co-sponsor with Ideal Toy of the NBC series, is working through its National Department in promoting Defense Bond Savings Stamp Clubs. Rocky is the chief salesman for the clubs, and membership cards bearing the Rocky's picture are issued to the participants.

Also, Rocky is promoted on

Alan Rakke Engaged

PHILADELPHIA — Alan Rakke of Rakke Coin Machine Exchange announced his engagement to Sandra Myer of Washington Saturday (30). A party was held in the bride's honor in Philadelphia. A February wedding is being planned.

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**NEW • Top-Loading • NEW PENNY-NICKEL ATLAS MASTER VENDOR**

Also standard models which hold from the bottom with 9½ lb. 9½ lb. or 11½ lb. glasses. The leading hold a 1 lb. and retaining ring model with 9½ lb. or 11½ lb. glasses. Write for price list.

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**BULK VENDING**

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Folz Stock Offer Marks First Public Sale of Bulk Op Shares

OCEANSIDE, N. Y.—Pending approval by the Securities and Exchange Commission, the first public offering of common stock of the Folz Vending Company, Inc., will be offered to the public at $6 a share.

This will mark the first time that the Folz Co., after 95 years of operation, has ever offered its stock to the public.

The preliminary prospectus, accompanied with a report of the balance sheet by Price Waterhouse & Company, offers a detailed analysis of the company's financial condition and future prospects.

About 13,500 of these machine owners and operated by the company, and about 6,500 are located on location, with the company supplying the remainder. An additional $5,000 shares are available for the public at $6 a share.

In the field with Folz Kiddle Ride, Inc., a wholly owned subsidiary of the Folz Vending Co., the operation represents only a small part of the company's earnings.

For the first six months of 1961, Folz sales had net sales of $328,659, and net income for the period was $1.35 per share. The company has not reported for the first six months of 1961, Folz sales had net sales of $328,659, and net income for the period was $1.35 per share.

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The sale of the shares of common stock is expected to raise approximately $25,000 will be used to repay loans and debentures. The company now has firm orders for approximately 2,000,000 machines, many of which are for stores not yet served by the company, and therefore approximately $180,000 of such proceeds will be used for the purchase of additional vending machines for these and other concerns. The balance of approximately $100,000, some of which has been allocated for any particular purpose, will be used for additional working capital and other corporate purposes.

Location Types

The bulk of the firm's machines are in chain, variety, discount and department stores, as well as in supermarkets and shopping centers. Almost all of the machines are in chains, ranging from four to 10 units each, and the greatest dollar volume is in 1-cent vending, although some machines have been successful at nickel and dime vends.


In the last three years, the company has increased its operations from 10,000 machines to 20,000 machines.

BERLIN JUKE BOX OPS FIND BULK VENDING A NATURAL

WEST BERLIN—Phonograph operators in the Communist- dominated city have long been interested in bulk vending, since the sale of East Berlin, are entering bulk vending in mass numbers. Many operators find that bulk vending is a natural supplement to the sale of records and other concert of music box operation than has been realized. It is being established that all the distinctive colors are potential bulk vending locations.

Beur Emblem

Shrewd Berlin operators use anti-Communist symbols as charms in their bulk vending machines. The favorite charm is the Berlin bear emblem which is a "must" in all bulk vending machines.

"Here in Berlin we can't afford the luxury of compartmentation," said one operator, "a phonograph operator, nothing but phonographs will work—but quick. This situation demands ingenuity. I am even considering adding coin slots to as many of my locations as will accept them. I believe there could be a field, too, for shoe-polishing machines. You don't know what will work in this crazy town until you try it."

THE BEST CAPSULE EVER

PAPCO

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N. Y. Coin Groups Hold Joint Convention
State, Local Assns. Participate In Weekend Catskill Meeting

SACKVILLE, N. Y.—The first joint convention of one State and two local organizations, held at the Laurel Country Club hotel Friday through Sunday (9-11), turned out to be pretty good idea after all. Participating groups were the New York State Coin Machine Association (representing operators throughout the State), the Music Operators of New York (metropolitan area operators) and the New York State Operators Guild (Hudson Valley operators).

All told, some 350 coinmen and their wives took over the Catskill Mountain hostelry, and they had a ball.

Only official business during the weekend was a short meeting of the New York State Coin Machine Association, Saturday afternoon (9)

Speakers were Millie McCarthy, president of the group, who outlined State legislation affecting the coin machine industry; Aaron Sternfeld, coin machine editor of Billboard Music Week, who reported on the status of the Eastland Bill, and Joe Greck, publisher of Cash Box, who spoke on performance royalties legislation affecting the juke box operator.

Turnout at the meeting was small, as the competition offered by golf links, the swimming pool and the softball court was too much.

While the meeting was going on, Irv Kompas, Rumson Sales, organized a softball game, the results and details of which are being withheld from the press. It was reportedly reported, though, that Kompas' team lost.

On the golf links, Dan Collins, BMW's defending champion, waschnerked, as Art Waters and Abe Green won trophies for their prowess. John Bilotta won the putting tournament, and Bernie Boonstra got a trophy for the longest drive. On the distaff side, Natalie Buchman and Mary Haynes were the prize winners. Awards were presented by Mike Mulqueen, general chairman of the affair for the NYSCOG.

Barney Sugarman and Abe Green of Rumson Sales were hosts at a Friday night (9) party at the Riviera Room. Highlights of the evening's entertainment was the performance of Billy Albert, formerly with the Rover Boys (United Artists).

The social whirl continued the next day, as Atlantic-New York and Meyer and Oscar Parkoff threw a pre-banquet cocktail party; Irving Holtzman, the United East Coast Corporation and the United Manufacturing Company provided the libations during the floorshow, and Albert Simon, Inc., the Greek Brothers and the Rock-Ola Manufacturing Corporation were hosts at a midnight snack.

The banquet, celebrating the 24th anniversary of the Music Operators of New York and the 12th anniversary of the New York State Operators Guild, was ensued by Al Denver, MONTY's president.

Jack Wilson, NYSCOG president, presented plaques to the following distributors for their outstanding work in behalf of the industry: Meyer Parkoff, Seeburg; Barney Sugarman, AMI; Al Simon, Rock-Ola; Irving Holtzman, United, and John Bilotta, Wurlitzer.

Wilson also presented a special public relations plaque to Al (Senator) Bockin for his public relations activities and for his work in behalf of the United Jewish Appeal and the Cardinal Spellman Fund.

The Senator responded with a stirring speech in keeping with his reputation as the coin machine industry's leading orator. Officers of the NYSCOG were re-elected at the meeting and were installed at the banquet by Denver. They are: Jack Wilson, president; Mike Mulqueen, first vice-president; Nick Kuyrych, second vice-president, and Gertrude Browne, secretary-treasurer.

Music machine manufacturers present were: Wurlitzer, A. D. Palmer; Seeburg, Jack Gordan and Bill Prutting, and Rock-Ola, Ed Doris and Frank Mitchell. Representing the New York Cigarette Merchandisers Association were Troy Weizl and Max Weisz. Pacing the Saturday night (9) floorshow at the Riviera Room were Leslie Scott, who sang the lead role in the opera "Porgy and Bess," and Jackie Mason, comic. Weather for the three days was perfect—clear and sunny. Many operators and their wives took advantage of the weather to go motor boating, while others just lounged around the pool.

Mr. and Mrs. John Bilotta celebrated their 26th wedding anniversary with a champagne party at the closing luncheon of the weekend.

Carl Pavrev, president of the Westchester Operators' Guild, missed the event because he was in the hospital for a check-up. Word received this week is that the White Plains operator is all right.

JOHN BILOTTA, left, is awarded the Putting Champion's Trophy by Mike Mulqueen.

NEW YORK STATE OPERATOR GUILD OFFICERS are installed by Al Denver (at miles), president of the Music Operators of New York. Left to right: Nick Kuyrych, second vice-president; Gertrude Browne, secretary-treasurer; Jack Wilson, president, and Mika Mulqueen, first vice-president.

COIN MACHINE ATHLETES gather round the rostrum to receive their trophies for the feats of prowess at the annual New York State coin machine convention at the Laurel Country Club.

NEW YORK STATE DISTRIBUTORS were honored by their fellow coinmen. Standing, left to right, are Irv Holtzman, United; Meyer Parkoff, Seeburg; Al Denver, making the presentations; Barney Sugarman, AMI; John Bilotta, Wurlitzer, and Al Simon, Rock-Ola. Seated, left, is Jack Wilson.
**EUROPEAN NEWS BRIEFS**

**Rennette Jukes a Big Hit in Spain**

MADRID—Establishments Rennette, the Belgian phonograph producer, is manufacturing a special "leatherweight" juke box under the American market. Rennette's box, which is manufactured largely from aluminum, is virtually custom built to comply with provisions of the Spanish custom law, which takes into account the weight as well as the value of certain items. By producing a juke box from Belgian aluminum, the firm has saved about 45 pounds weight per box, with corresponding reduction in Spanish import duties. This saving on duty permits Rennette to sell its equipment to the public at prices that make it competitive in the Spanish market. Rennette sales have jumped in some areas of Spain to point in which, where in smaller villages which now have juke boxes for a few cents a time, the word Rennette has become synonymous phonograph.

**Cinebox Sets 17-Nation Distribrs**

TURNI, Italy—Cinebox, the Italian coin-operated "cinema," now has distribution arrangements in 17 major countries and is pressing expansion of its export sales network. In wide areas of the Middle East, Asia, and South America, the novel movie center is being promoted as a substitute for motion picture theaters. Cinebox is phonograph size with a television-type screen over the selection panel. It is advertised as a "complete, self-contained high fidelity sound and motion picture theater" with push-button selectivity from 40 easily changeable five-minute films." The Cinebox company in preparing a large film library will fill the form of sales to various countries. Cinebox sources say the library will number several thousand exclusive films, and that the library will be kept up to date. Titles are selected according to popularity, but an effort is being made to key film material to the Cinebox audience as determined by locations where the box is sited.

**German Mfrs. Knot Danish Ties**

COPENHAGEN—West Berlin coin machine manufacturers are less than pleased by their distribution and sales organizations in Denmark in anticipation of Danish affiliation with the European Common Market. It is considered certain that the Danes will follow the lead of England and link up with the Common Market as a sequel to the talks now in progress between the British and the six European Common Market nations. German firms intend to move fast when this occurs. It is taken for granted that Danish entry into the Common Market will provide German-manufactured machines with a decisive market edge over American products. German firms at present are engaged in neck-and-neck competition with U. S. producers.

**Ownership Certificates Up Resale**

WEST BERLIN—Creation of the "Masukautobetrieb"—the ownership certificate—has boosted the resale value of West Berlin's second-hand phonographs and record player. A survey by the VDAI, the German coin machine manufacturers association, shows that the phonograph title, which is issued by the VDAI and supported by that organization, has gained a standing in the trade comparable to an automobile registration title. West Berliners have come to base their resales on phonograph sales and resales in West Germany, and it is gaining in acceptance abroad. German manufacturers report that German phonographs are beginning to show a sales edge abroad simply because of the title. The title is becoming established in the export trade, as well as on the domestic market, as a guide for the VDAI to which the title belongs is exactly described in the Masukautobetrieb. Prior to introduction of the VDAI title there were few hard and fast controls over the sale of reconditioned equipment. Now, however, the title quickly establishes the basic facts about an item of used equipment.

**Monaco Seeking U. S. Coin Trade**

MONTE CARLO—The Monaco Economic Development Corporation is inviting American coin machine firms to establish production lines in Monaco. Invitations are going out to selected companies in line with Prince Rainier's program for industrialization. As part of a postage-stamp-sized plot, however, Rainier's economic advisers said the industrialization will be "directly conducted and restricted only to quality organizations." Firms so judged to qualify are given a specially equipped brochure entitled "Monaco Can Help Your Company." The brochure proceeds to list "Monaco's advantages" to establish subsidiaries on the 370 acres of land. Among other inducements, the firm enjoy the blessings of the Monaco Constitution of 1911 which "expressly prescribes each direct income tax." Rainier's officials disclosed that the invitation has been sent to a number of U. S. coin machine firms—"Princess Grace is an American, you know"—but they declined on the grounds of tax to provide any particulars. It is understood, however, that Monaco coins official would like to introduce fruit machines, and that a few manufacturers are among those bidding to the golden tax sanctuary.

**Standard Sales Prompt Decca To Issue More 2-Sided 'Oldies'**

NEW YORK — Decca and Coral Records this week released their third series of singles aimed at the juke box market. Releases are programmed on a basic request from key operators and one-stop.

The Decca-Coral policy is to couple pop standards with name artists on the same disk to enable juke box operators to get play on both sides. In three of the months this program has been in effect, company executives have noted a marked increase of single sales to operators on the 45rpm market. The latest series has two Coral and eight Decca singles. They are "Cincinnati" and "Me and My Shadow," Pearl Bailey; "Dixie" and "San Antonio Rose," Pete Fountain; "Etohda" and "Theme From the Apartment," Guy Lombardo; "All My Life" and "You Were Only Fooling," Ink Spots and "One Sess" and "Beyond the Blue Horizon," the Four Aces.

Other releases in the series are a duo recording by Louis Armstrong and Maury Yeston; "Teenage Love" and "I'm Not a Cowboy Anymore," Bing Crosby; "In the Still of the Night" and "Let It Snow," the Four Freshmen; and "Last Night of the Century," the Four Aces.

**The Price is Right**

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**ARCADES—GAMES—BINGOS—RIDES—MUSIC, ETC.**

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**ASTRON**

**The First Completely New Shuffleboard in 100 Years!**

Guaranteed To OUTFLIP, OUTFLOP, AND OUTFLIP Any Machine You've Owned! Completely revolutionary from top to bottom with every feature you've wanted. And, you're assured of the low maintenance and operating expense required... ACTUALLY 50% THAN YOU KNOW! WRITE NOW! Find out how you save money on TWO machines. Ask for National's ASTRON-LITE. You're talking to American's most experienced maker... a complete original design for America's national game. H 4.

**NATIONAL SHUFFLEBOARD**

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YES! I am interested in learning the full story on your ASTRON-LITE Shuffleboard. Please send me the details about your Representative call NAME. FIRM. ADDRESS.

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**Operator**

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FLAME Z WANTED:

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sales

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for an exciting new amusement machine

Public company has unique new machine ready for marketing—needs top sales manager with solid coin machine background. Knowledge of golf helpful. Expected rapid expansion. Write in full detail to Box 141, Billboard Publishing Co., 118 W. Randolph St., Chicago 1, Ill.

DEBUT FOREIGN COIN BOX RIDES

WESTBURY, N.Y.—Automatic Coin Corporation, holder of machine manufacturing license, has announced the opening of a foreign sales division, according to Bert Lann, president. The firm is making available to the coin operators of all foreign countries. It is now in operation in various countries in South American and Asian countries.

Lucky Horoscope

5c, 10c, or 25c Play

TOTAL COST EATER

Two Coin Returns

Easy to Read—Holds approx. 1,000 tickets

Size: 18 x 6 x 6". Weight: 20 lbs.

1218 N. WESTERN AVE.

CHICAGO 22, ILL. • EV 4319

Aluminum De-Greased Discs

For Standard and Harvard

Metal Types

Packed in rolls of 100 at $12.50 each, with metal labels. Call our PARIS & SERVICE Dept. for all your Type needs.

5c, 10c, or 25c Play

TOTAL COST EATER

Two Coin Returns

Easy to Read—Holds approx. 1,000 tickets

Size: 18 x 6 x 6". Weight: 20 lbs.

1218 N. WESTERN AVE.

CHICAGO 22, ILL. • EV 4319

Aluminum De-Greased Discs

For Standard and Harvard

Metal Types
Private Club Success Sparks
Op Drive for Game Ban Repeal

BOME — Italian coin machine operators have renamed their campaign for repeal of anti-pinball legislation enacted in July 1939. They have been successful in passing the measure out of “mass hysteria.”

To many operators, pinball means the difference between bust-even and a decent profit margin. The operators claim the ban was inspired by “guilt through association,” pinball foes hopping on the fact juvenile delinquents in a number of instances made their headquarters at bistros with “flipper” machines.

Federal Court Judge
Lifts Padlock on Club
With Gambling Games

LITTLE ROCK — Circuit Judge William J. Kirby last week lifted a temporary padlock on the Monte Club, North Little Rock, where police had confiscated three gambling machines.

The raid followed a crack-down by Federal Internal Revenue agents over the State in which many location owners were required to buy the $250 Federal gambling stamp for bingo pin games.

Little Rock operators, and those over the State, have tried to keep coin machine industry clean of any hint that it was connected in any way with gambling.

Unfortunately, the slot machines were in a club in which there were other amusement games, photo- gram and vending equipment.

Little Rock operators moved quickly to assure the public that they had nothing to do with the slot machines being in the club and that their legitimate business would stay clean.

Lawyer admitted that he bought the three slot machines four years ago and they had been in operation at the club since.
Huge Cotton Crop Points to Big Business in Mid-South

By ELMON WHISENHUNT

MEMPHIS—Alan Dixon, vice president and general manager of S & L Distributing Company, photographer and game distributor, returned from a three-week tour of the Mid-South territory last week with a bright report on the area’s sound economy and good business. Dixon feels that the area, with its large cotton, or other crops, the works, is in the best business condition he has ever seen in his many years in the business of selling not only to Memphis operators but to all over the Mid-South.

“I called on between 30 and 40 music and game operators,” Dixon said, “and all were more optimistic than I have ever seen them.”

“For one thing, this is the largest cotton crop coming in the history of the area. Picked starting last week.

More Spending

“That means more money in circulation, more people spending it, and the operator gets good business on all his machines,” Dixon feels.

“I was surprised at the number of sales I made. Most all the operators were well stocked on their music, but their routes in top condition for this good fall business which they will get.

“Of course, the area does not depend entirely on agriculture, as in the past, although cotton is still a major product.

New Plants

“For the past 10 or 15 years, industries have been moving plants from the Northern states to the South, and this area has added greatly to the growing sound economy and business conditions.

“Since this has been going on for a long time, it has made a serious situation in the area in payrolls and for products and services has been increasing each year. For example, 1961 is better business-wise than 1959, 1959 was better than 1957, and so on.

“Dixon traveled all of North Mississippi, East Arkansas and West Tennessee, generally spoken of as the Mid-South-Memphis, the southwest corner of Tennessee, and the center of these areas of the three States.

Dixon’s trip follows the example set by George Summons, president of Summons-Pennington Company, another leading mid-South distributor who recently spent a territory almost every week of the year calling on operators.

Person to Call

“I find that a personal call on operators produces far more in sales than is being gained from them to come to me in Memphis,” said Summons, the leading sales- man in the industry in the entire territory.

Dixon said he also found this to be true.

“It is often easier to make a sale to a man in his home town,” said Dixon. “They then see if they can use your business and want to help them in every way possible.”

Moral: the enterprising distributor must make a personal call to the operator with new product ideas and services to make sales.

WHY NOT?!?!?

Exchange your old model 1008 or 100 cabinet for one completely restyled

- FREE
- NEW ILLUSTRATED CIRCULAR
- DISTRIBUTOR INQUIRIES INVITED

SUN REFURBISHING CO.
200 E. Douglas, FORT WORTH, TEXAS
**NEW CASH BOX IS SCOOPLESS**

CHICAGO — The Northwestern Corporation has developed a new cash box which will speed servicing on its Model 60 vendor.

According to the firm's Northwestern publication, the cash box has received enthusiastic response from operators after initial tests. "The cash box is a simple idea quite easy to install in the 500-100 case. With a narrow driver and a few moments of the operator's time, it becomes a permanent part of the machine."

Northwestern points out that the box eliminates the time-wasting job of scooping out coins from the base.

**Added Share Offer To Seeburg Holders**

CHICAGO—Seeburg is offering holders of its common stock rights to subscribe for a maximum of 332,662 additional shares at 51c a share.

The corporation's stock last week was around the $24 level. Stockholders are entitled to subscribe to the new stock at the rate of one new share for each five shares held of record September 28. Subscription rights expire October 13. Subscribers will use the proceeds to retire $2,750,000 of short term bank borrowings and to help finance increased receivables and inventories.

**BOSTON BRIEFS**

Tom Hall, music and games operator of Gettysburg, N. H., came into town this week clean-shaven for the first time in several months. (Continued on page 52)

**East**

**SANDLER DISTRIBUTING COMPANY**

405 PLYMOUTH AVE., MINNEAPOLIS 11, MINNESOTA

Tel.: 229-9055

DISTRIBUTORS for the leaders.

**Cincinnati Coin Machine Center**

2070 Seymour Avenue, Cincinnati 37, Ohio

**Bowie Briefs**

Bill White, music and games operator of Gettysburg, N. H., came into town this week clean-shaven for the first time in several months. (Continued on page 52)

**SANDLER DISTRIBUTING COMPANY**

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**Waikiki Beach.... a Royal Revamp...**

A new concept in an Amusement Game. Designed for more action... more play... more profit

Waikiki Beach is a fast action game, location proven, that is your immediate answer to big money-making opportunities in those special locations.

**SET FOR 10C PLAY**

Waikiki Beach incorporates an entirely new idea (light-up feature) for extended play. Player gets an extra ball until last ball shot fails to light an additional girl on the back glass. In every game played the player is guaranteed at least two balls, but he may get three, four, five or more, keeping him in suspense until the last ball is played.

Extra player excitement is generated by a thumper bumper in the center of the playfield, plus two sling bumpers that keep ball in action.

Get complete details on Waikiki Beach and the profit-making opportunities available.

**Call**

Harold or Clist today

Call Collect: Elmhurst 1-7400
Vet Op, Ernie Toland, Dies of Heart Attack

DEWITT, Ark. — Ernest Tol- land, owner of Toland Amusement Company and a veteran operator of many years, died recently of a heart attack. He was 61.

His medium-sized route of 40 locations has been managed recently during his illness by J. D. Miliz, of Stuttgart, former opera- tor who sold out two years ago to Olan Jackson, Jackson Amuse- ment Company at Stuttgart.

Toland left no children. Millar will continue to operate the route until Toland's widow decides whether she will sell or keep it.

Can Coin Game

• Continued from page 43

making ideas Bally ever designed, according to bill O'Connell, gen- eral sales manager, who added that demand for Red Letter prompted Bally to introduce its current Can Can.

Players first play to light "OK" on the back glass, which permits them to shift the Magic Screen to score in the orange area. Then any two numbers lighted in the orange area give the player a red letter free game, with guaranteed features on the particular letter in the name that is hit red instead of white.

Seeburg Redlines

• Continued from page 43

in charge of music systems en- gineering. His staff includes Walter Cebula, product cabinet design; E. J. Meister, electronic equipment, and T. A. Dobson, senior product styling designer.

R. B. McFarland is chief en- gineer in charge of government and industrial engineering.

A RARE COMBINATION OF 5 PLAY-INCITING FEATURES THAT INSURE STEADY REPEAT PLAY...

Williams

1 Adjustable 3 or 5 ball play
2 Reserve Bonus Score carries over game to game until made.
3 Spell R-E-S-E-R-V-E to use Space Skill Hole.
4 Make 1-2-3-4-5 to use top center rollover for replays.
5 Match Feature and High Scores. 

• Plastic Finish on playfield.
• Kickout Holes advance Bonus Feature.
• Bottom Rollers for replays.

Order today from your Williams DISTRIBUTOR!

423 N. Fillmore St. Chicago 24, Illinois

When you buy a flipper game—Buy the best—Buy Williams

WILLIAMS MANUFACTURERS 1941-1961

COINMEN IN THE NEWS

• Continued from page 11

The town has just celebrated its 200th anniversary and Tom was one of the big wheels in the affair. All of the men in town had let their beards grow, but Tom couldn't get his off quick enough once the celebra- tion was over. ... Al Sharpe of Pab-Ner Amusement Company of Portland, Me., was the proudest music man in town this week. He and his wife, Elsie, have just become the grandparents of a "cute little bundle" to be named Donna Maria.

Vincent Marzuch of Pawtucket, R. I., an ardent golfer, is a happy guy these days after breaking 77 for the first time. Vincent, along with Anthony Cinquegrana, also of Pawtucket, played against Ernie Margoli of Trimont Automatic Sales Corporation and Walter Stadnicki of Providence, in a foursome, with the "professionals" getting a drub- bing, the Margoli-Stadnicki team being the pros, on the home course.

David J. Baker of American International Bowling Corporation announces that the Boston combine will move shortly from its quarters on Albany Street, Boston to a larger plant at 168 Tremont Street, in Everett. The firm will combine all of its activities under one roof and will give up the Belmont vending section. The new location allows easy access to all parts of the city and surrounding area.

Cy Jacobs of Interstate Music Company, Roxbury, keeps getting more lights into his diversification in sound tracks and searchlights. He's now doing floodlighting and has lighted several football games at night in the area. ... All gawking eyes in the music business are on Charles Stillman of Augusta, Me. He just hit a hole in one. ... Bob Jones of Riedel Distributing Company has returned from a trip to Europe where he visited music and games people in eight countries. Bob is full of enthusiasm for the business acumen and integrity of the Europeans and hopes to do quite a bit of business as a result of the trip.

Ralph Lackey of Karel Music Company, Roxbury, Mass., set to attend the NAMA convention with a view to diversifying into vending. ... Tom Zaurill of Commercial Music Company, Providence, is getting set for his trip to the Catskills. He won the AMI contest at Trimont's Big Challenge party.

West

Pete Gerlitz, of Mountain Distributing Company, has completely revamped his one-stop to make self-service possible for busy operators. This is the first time that any attempt to go into self-service operation has been used at the Denver distributorship, and according to Pete "it's something we should have done long ago." As a newly appointed...
Another Reason Why the \nRock-Ola \nPrincess \nIs Your Best Buy \nLook to Rock-Ola for advanced products for profit

T. B. Donohue Named \nUniversal Match V-P.

Chicago—Thomas B. Donohue, formerly organizer and president of United Servicemen Corporation, New York, was elected executive vice-president of Universal Match Corporation last week.

He was also named a director and member of the executive committee. Donohue has been a director of the National Automatic Merchandising Association for 12 years and currently serves as the association’s president.

He began his business career in 1940 as a certified public accountant, becoming controller in 1944 of National Vendors, Inc., now a subsidiary of Universal Match, and later was named executive vice-president.

He left National a year ago to organize and become president of United Servicemen, a corporation formed by the merger of 11 vending operating companies.

Ray Greiner to Hit \nFM Air With Outlet

Morrist, Ill.—The latest FM airwaves to come out of this city will be a joint effort between Ray Greiner, head of Northwestern Corporation’s sales department, and Mrs. Olga Greiner, his wife.

Mrs. Greiner will own and operate the station with Ray pitching in as advisor.

No newcomer to the airwaves, Greiner (Mr. that is) has been a ham operator for many years.

Little Rock—Fred Rambeinberger, route manager for Globe Coin Machine Company, owned by H. D. Ashley, suffered a personal tragedy recently when his 14-year-old daughter died after surgery intended to correct a heart ailment.

Corral is your key to a real rip-roarin’, fence bustin’ money-maker.

Fast player-appealing action plus its sensational new cabinet design means more coins in the cash-box.

See it at your distributor today!

- Making rollover sequence 1-10 scores special and lights each number for additional specials.
- Wagon Wheel rollover button scores number spotted.
- Bottom rollovers score number made plus spotted number on Wagon Wheel in center playfield.
- Roto-Targets score numbers or 100 points for bulls-eye.
- Alternating light pop bumpers for high score.
- Popular “Score-to-Beat” Panel.
- Match feature.

gotthlieb's \nCORRAL

Means High-Speed Action! Player Appeal! Profit!

Corral is your key to a real rip-roarin’, fence bustin’ money-maker.

Fast player-appealing action plus its sensational new cabinet design means more coins in the cash-box.
Bally CAN CAN

Popular OK Feature
Famous Red Letter Games
4-Way Pick-A-Play Buttons
Magic Screen

All the profit-proved Bally bingo features crammed into one brilliant game...
plus new 4-Way Pick-A-Play Buttons to attract biggest extra coins play.
Up earning-power in bingo spots by getting Bally CAN CAN busy for you now.

See your distributor... or write BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS
NOW WITH TRIPLE GOLD PIN
CHICAGO COIN'S CONTINENTAL
NEWEST BOWLER
5 GAMES IN 1

Imagine!
5 TERRIFIC WAYS TO PLAY—
INCLUDING THE INDUSTRY'S
NUMBER 1 PLAYER-PLEASER...
TRIPLE GOLD PIN

1 TO 6 CAN PLAY!
10c per player!
—BY POPULAR DEMAND—
NEW DOUBLE SIZE TAMPER-PROOF
ALL STEEL CASH BOX
• COLORFUL CABINET
• GAME SELECTOR BUTTON

3 — 4½” hard rubber
BOWLING BALLS
AVAILABLE SIZES:
10” . . . 16” . . . 21”

1. TRIPLE GOLD PIN
High scoring figures and strikes increase in value when GOLD PINS are lit!

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

3. FLASH-O-MATIC
Exciting, high scoring! Features SPECIAL BONUS for skill and timing.

4. REGULATION
Standard ABC scoring. Perfect game 300 points!

5. "300" CHAMP
20-30 Scoring. Plus Big Bonus! A "300" champ each game!

EXCITING! COMPETITIVE!

NO ONE BUT CHICAGO COIN OFFERS SO WIDE A VARIETY OF GAMES...

CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS
Greatest Profit-Producer Since Stereo

WURLITZER

TEN TOP TUNES PLAY STIMULATOR

To the already high earning power of the Wurlitzer 2500 comes another exclusive feature that means even more money for you—the Wurlitzer Ten Top Tunes Play Stimulator.

One easily installed button, plus an automatic plug-in selector unit, makes it possible to offer a MUSICAL BARGAIN—ten top tunes, programmed with location or area favorites, for a fifty cent coin.

On-location tests have proved the Ten Top Tunes Play Stimulator is a phenomenal extra profit-producer.

See it in action at your Wurlitzer Distributor’s. Learn how it is priced to quickly pay for itself. Talk with operators who are enjoying its profits. Then get Wurlitzer Ten Top Tunes Play Stimulators working and earning for you.

LOOK TO WURLITZER FOR LEADERSHIP

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