Nat Cole Forms Pop Label; Artist to Stay With Capitol

HOLLYWOOD—Nat King Cole will unveil his own label after the first of the year with an array of new artists while he himself will remain exclusively under the Capitol Records banner, he learned last week. Cole, currently auditioning talent for his own company, will take an active part in running the firm, devoting his talents principally to choosing its artist and repertoire course.

The still unnamed label’s release slate will cover all segments of the pop field “including even rock and roll,” according to Cole. The singer stressed the fact that while he intends to introduce new and developing talent to the public, he expects the label to be commercially sound, and one that will show a worthwhile return on his investment. He firmly believes both aims can be satisfied.

The firm is being “staffed with very capable people,” but he refused to disclose the identity of individuals has hired until they have an opportunity to inform their present employers. Cole strongly stressed the fact that this venture

Discounters Discover Big Columbus Day Sales Pitch

Korvettes, Macy’s, S. Klein, Others Hold Holiday Singles Specials: From 39-59 Cents

NEW YORK—The price structure of singles resembled a piece of Swiss cheese here this week as big discounts took the occasion of the Columbus Day holiday to offer “lowest-ever” sales. Prices on singles for the holiday or the period of the holiday (Thursday through the weekend, dip as low as 39 cents at some stores. The holiday was seen as simply another opportunity to offer one more in an almost endless variety of spot one-day low-price sales on singles. More and more in recent weeks, chain stores have been turning to this tactic.

The increasing amount of down-grading of the price structure here, coupled with the RCA Victor announcement last week (B&M, Oct. 9) regarding a 49-cent Groove and a flurry of chatter on the singles situation. Some believe that the discount move was a healthy one that could help “take the water out of the singles business” and decrease sales. Others said that price-cutting at retail and the Victor move would have a significant effect on business.

Of those who feels the Victor move will help the business is Sam Godoy, who helped start the current fluctuation of prices here in a

Comedy LP’s Hand DJs a Laugh

By JUNE BUNDY

NEW YORK—Local radio announcers and record buyers today are looking for laughers—possibly as an analogue for the “fall-out” blues. The reason: The demand on record companies is as astounding as the demand on comedy LP’s and trying to outdo each other’s comedy talents as well between disks.

At the same time, comedy albums continue to ride high on the best-seller charts with new comedy packages on Billboard and other pop music LP charts this week. Record men and announcers are staying in step with the trend, via selection of new comedy album releases.

Station KDKA, Pittsburgh, will place “increased attention on comedy records this fall.” Producer Charles King has scheduled a mighty five-minute segment, “Strictly for Laughs,” on “Program PM,” which is emceed by John Stewart from 8 to 10 p.m. Monday through Thursday. The show will feature LP selections by Bob Newhart, Stan Freberg, Bob Newhart, Don Knotts, and others.

AIR MANEUVERS DELAYING BMW

NEW YORK—A 12-hour suspension of all commercial flights to and from U. S. airfields by the U. S. Air Defense Command to permit mass military air maneuvers called “Operation Skyshield” accounted for last week’s delivery of this issue to Billboard Music Week’s subscribers throughout the world. The clearing of the skies of all non-military aircraft was ordered from noon to midnight on Sunday, October 14.

Next week’s issue of BMW to overseas and Strasdale subscribers will be delivered on its regularly scheduled date.

Jerry Blaine to Introduce Forty-Niner Singles Line

NEW YORK—Jerry Blaine will debut a 49-cent pop singles label very shortly—probably about November 1. The line will be called the Forty-Niner, and the price will be printed on the label. Blaine, who controls the label, is understood, will be a two-color job, yellow and black, with the likeness of an old California snowboard. Price to the dealer will be 34 cents. Computer arrangement may entail other dealer obligations in the event a disk takes off.

It is understood that Blaine intends to put out an album line in the near future. Another Forty-Niner singles line. It is reported this will hit both the retail and the discount channels. A dealer, to participate, will undertake to buy a minimum number of Forty-Niner singles per season—perhaps 500. The franchise arrangement may entail other dealer obligations in the event a disk takes off.

It is known that Blaine intends to use well-known standard talent on the label. It has been learned that he has contacted a considerable number of such talent. Several of whom are handled by GAC and other talent agencies. It is said that they have expressed a desire to record for the label. New talent would be sought when the label is established.

It is considered very likely that Paul Cohen will cut a lot of the Forty-Niner singles.

Blaine is planning a release schedule of about five disks every six weeks. He is of the opinion that there is a definite place in the market for a 49-cent label, that profit can be made at such a price and the operation is carefully run business-wise and involves no free goods.

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Music-Phonograph

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on reprise

Sinatra Sings Again the Songs of the Dorsey Days

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Plan New Collection Agency in Germany

HAMBURG — Proposals for a new mechanical rights collection agency in West German diskeries by Arto, which is promising to increase competition, have been submitted to the German and American mechanical rights agencies. A. Streinowski, assistant general director of Arto, which handles rights for recording companies, said the proposed agency would be similar to the American Mechanical Rights Agency, Inc. (AMRA), which manages rights for record companies in the United States.

Arto's new plan would divide contracts in a similar way to the Arto's service, which is represented by the German mechanical rights agency for recording companies. The new agency would be named AMRA (American Mechanical Rights Agency, Inc.) and would be proposed to the present 50-50 split of favor of the composers. At present AMRA is divided between the publishers and the record companies, which get 4 per cent each and are responsible for the costs of maintenance and management.

ARO, which has the advantage of being the larger of the two agencies, would be the publisher. AMRA would be responsible for the costs of management and administration. AMRA would have the advantage of being the larger of the two agencies, which could help reduce costs for the publishers.

Conclusion

The proposed AMRA would be a major change in the German music industry. The current system of splitting mechanical rights collection costs between publishers and record companies has been criticized for its inefficiency and lack of transparency. The new agency would be a more efficient and transparent way to manage mechanical rights collection costs.

Indie Firms Warily Watch 49c Single

NEW YORK — Indep. manumittors are watching the announcement of a 49-cent single pricing policy with wariness. Reactions from such comments as "I'll never work" to "It's just a wake-up call" and "It will work" are mixed. One leading indie, it is understood, has already decided to re-evaluate its pressing business from a Virgin as a protest against the move.

Bob Schwartz, one of the principal of Laurie Records here, remarked frankly: "I was upset at first. It's a step in the right direction."

Len Levy Tagged Epic Sales Mgr.

NEW YORK — Len Levy, formerly with Top Rank, has been named sales manager for Epic Records. He will handle the merchandising and sales of all Epic product. He left his post as president of Modern Sound to join Columbia.

STEVIE & EYDIE SELL SHAMPOO

NEW YORK — Stevie Lawrence and Eydie Gorme are the latest headliners to hop on the premium - album bandwagon. The L.P. will go on sale at all supermarkets, record stores and drugstores October 27.

The album-product item is packaged by General Harmonie, Inc., which handled the Connie Francis and Jack Paar LP merchandising campaigns.

Liberty Offering Special on Five Christmas Deals

HOLLYWOOD — Liberty is offering dealers 100 per cent guarantee plus 10 per cent cash discount on its Christmas contracts. Among the releases included is Robert Rhine's catalogue plus a new Felix Slatkin yuletide addition to its Premiere de luxe album.

The album contracts are packaged in Liberty's special LP packaging, 45 EP of cards, and a single coupon "Singing Silent Night." Liberty's special Christmas event also includes a special streamer and counter merchandiser.

TONY WINS

Court of Appeals Upholds Williams Contract Verdict

CHICAGO — United States Court of Appeals upheld a lower court decision in favor of Tony Williams, former lead singer for the Platters. The court ruled in essence that an individual contract negotiation group is not bound by the group contract and is free to negotiate a contract.

Tony's attorney, Richard Shelton, said the ruling sets a new precedent in the field of artist-representative relationships.

Igor Rael

The suit is the first tried in U. S. District Court here. Tony Williams had been lead singer on a minimum of 50 per cent of the Platters recordings with Mercury and the label saw no reason for the practice to change.

Dismiss Nomar Suit Vs. ABC-Paramount

NEW YORK—Nomar Records—charging that the latter label had signed Mexican singer Nomar Balmes to a contract then was under contract to Nomar—has dropped suit against ABC-Paramount, due to be heard on the Supreme Court. Nomar had asked for a $50,000 judgment. Balmes had sought to prevent the singer from recording for any other label.
N.Y. Singles Picking Up, Sparked by Bassey, Pretenders, Garland Sales

NEW YORK—The New York radio market has been in a state of shock last week, when the Storer Broadcasting system, in its long-standing campaign to buy stations WINS and WOR, announced last Monday that Storer-owned stations WNYC, WOR, and WINS had been acquired by Frank G. Garst, chairman of New York’s Mutual Broadcasting System for a total of $8,000,000. The deal was completed on Tuesday, with the acquisition of WNYC for about $2,000,000, the deal fell through for the other two stations.

Special Capitol Deal for Yale Catalog Albums

HOLLYWOOD — The Capitol and Columbia_BMI package program will be wrapped at $10 per exchange plus some $125,000 in advance for the 1960 Program, which covers all yodel sales included in both label catalogs, sales to start today (16) and runs through June. Both stations are being offered the best of the recording situation for a guaranteed minimum sell, and there are no guarantees for all stations. The deal is being handled by Columbia’s Billy Lovelace, who is featuring its various artists, as a Capitol label.
Southeast Retailers Irked by Racks, Service, Other Dish Ills

WASHINGTON — Baltimore, Washington and Atlanta retailers were repeatedly out of stock in the first quarter this year until the end of the so-called "summer" season. The three cities are noted retail centers for the midwest, and the customers were very happy, but with strong sales of "Anybody But Me," by Brenda Lee on Decca, and "Rock Me, "by the Marvelettes on Tamla, there's a rising tide of shoppers. Among them are Marty Robbins on Columbia; "It's a Major Mystery" on RCA Victor, and Brook Benton on Mercury; "A Matter of Love," by Jerry Butler on Cameo. And Don't Forget, on ABC-Paramount, by the Coasters. The trend was not so strong on the racks and department stores and drugstores and various independents, but they may not be any better off than we are, the store owner said he felt the price is still good, but it was not enough: "They ought to be selling at the right price." Another dealer's opinion was: "What do you think?" A third said: "There's always a pop music price, and we've got this one right now." This new Victor thing could do well, but the record label is still waiting for the kids to own more of their favorites—but we'll have to wait and see on that one.

An Atlanta dealer who runs a rack operation, said: "The record company, repair shop, plus records, believes that "record store or going to be better stores in book stores, too, but the record company is not making a profit, and..."

The record counter clerk said: "I've never sold more numbers like "I Wake Up Crying," "So Long," "Impassioned," "A Matter of Love," and "Movies," by the Lennon Sisters, if the requests were heavy.

Dealers Are Cautioned

Dealers in all three cities were warned by GEMA to be sure to get their service from the new 49 cents single label announced by Victor. Said several dealers who have been around the racks and department store and drugstores and various independents, but they may not be any better off than we are, the store owner said he felt the price is still good, but it was not enough: "They ought to be selling at the right price." Another dealer's opinion was: "What do you think?" A third said: "There's always a pop music price, and we've got this one right now." This new Victor thing could do well, but the record label is still waiting for the kids to own more of their favorites—but we'll have to wait and see on that one.

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Kolsky Debs Diamond Label; Says 49c Single 'Unrealistic'

NEW YORK—Joe Kolsky, who is executive vice president of Roulette Records, has courted the attention of the industry, with 36 distributors covering the country, and with inside producers initially and concentrating on the singles market, in order to get into the album field at a later date.

Diamond (the label name was also intended by another firm, which Kolsky termed an "abandon," and which will have its first release on the market this week, Every Step of the Way" by Kevin McCulley, a former member of the office of the FTC has been an- ciently a wader at the Copacabana for many years. The company dealers in Washington and Baltimore this week to kick off the first, Kolsky, wrote both tunes on his first release.

In line with his plan to concentrate on a small Federal Trade Commission's recent investigation of the record business.

Containers — The record industry has been conducting an inquiry into many facets of the business, with the help of the FTC. Following up possible ex- amples of discriminatory pricing conditions, the commission will examine the records and the complaint alleged that the company closed a disk before it was available, and offered a low price label.

More recently, the FTC has looked into the Digest's relation- ship with the independent record dealers. The Digest's investigation is now virtually complete and is expected to issue a report on the issue in Washington for a determination of the facts. In addition, the relationship between the Columbia Record Company and the retailer's list price, and whether the price is offered through after the image has been reviewed.

FTC Probe to Test Legality of Clubs

BY REN GREVATT
NEW YORK—A number of inter- esting questions regarding record clubs are expected to be aired before the Federal Trade Commission's recent investigation of the record business.

For some time the New York central office of the FTC has been conducting an inquiry into many facets of the business, with the help of the FTC. Following up possible examples of discriminatory pricing conditions, the commission will examine the records and the complaint alleged that the company closed a disk before it was available, and offered a low price label.

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Denny Sets 3 C.W. Units for Overseas

NASHVILLE — W. E. (Lucky) Moeller, of the Jim Dandy Artist Bureau, Inc., here last week set a new record for this year by cabling Morgan for a six-week tour of the Canadian provinces of Onta- ria and Quebec, and authorities on the tour will be Curtis Gibson, Gene Martin and Donald Shayman. Moeller, who has been the man in the Canadian market for the band for the last week between Moeller and the company, described the contract with the Carter Family, consisting of with the Jim Dandy Artist Bureau, Inc. and Anita Carter, will play Air Force bases in Germany for 10 days in November, with Kitty Wells and Johnny and Jack playing the same base route in Germany for 10 days in November.
Got the picture?

It's the picture of a winner—
PORTrait OF JOHNNY

now at the top of the charts—
its sales power sparked by
Columbia's unique packaging idea
—a gold framed, brush-stroke
oil painting reproduction of
Mathis himself included
with every album.

Another first—and another winner on Columbia Records
Manufacturers Let George Solve Industry LP Problems

By ROB ROLONTZ

A waiting game is being played by LP record manufacturers. Whether they are looking at one or two intersecting strategies to try to make the best tool of a situation that is conducive to making LPs reach new heights.

For those manufacturers, the fact that a few have cut back LP releases and, one very successful line, Clary, has only turned 25 sets in two years, the majorities have discontinued their heavy album production.

60 Cents Each

The high level of album production and the limited number of albums have been closed. Obviously it contributes to the cost of the albums. Some manufacturers have cut back on releases and new very successful lines, Clary, has only turned 25 sets in two years, the majorities have discontinued their heavy album production.

Manufacturers who asked for an expedite the record—say they would like to see albums and distributors, dropped. In the past, many have been dropped. In the present, a great many albums are being cut.

Many believe that the whole procedure of ordering and shipping is more complex. They are more concerned about what they are released, and more conservative about what they purchased. If distributors, one or two, are to be expected, and only about $50,000, there are scores and scores that sell less than the cost of the albums. Some have cut back on releases, and one very successful line, Clary, has only turned 25 sets in two years, the majorities have discontinued their heavy album production.

Consignement Business

The number of albums that have come now been so all-encompassing that almost everyone has released all the albums. Not only are there 10 to 25 albums released every month in the spring, fall, winter, and at Christmas. But the only new album dating has been given to six months' billing for some. In a way, the album business is closer to a consignment-type business today, than it was a decade ago.

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Chicago

Hal Gold, assistant sales manager for Capitol here, has been promoted to branch manager in St. Louis. New Chicago office manager is Jack Lubin, who was recently hired as sales manager in California. Themove arrived Monday (9), complete with 9 and 10-gallon hat. Verne Bush, veteran head of Columbia's distri- bution department, was recently transferred to the Chicago branch manager in St. Louis. Baine is a 30-year man with the firm, the last 11 with Columbia; 15 years before that with the Southern Lantern Company in New York.

Summit Distributing Company has taken on the Jazzland label. James H. Martin has added the Warwick line, including Art Blakey, Thad Jones, memorial, Miles Davis, Tony Golson, Record Distributors, is ramping up across Mexico and Canada. The company is headed by William P. Swallow, who took over the firm in January. One man, one first, in two years.

Chicago's John Sullivan, who is taking over the company's east coast, has been with the company since 1959.

With the slow growth of the new sales is now a little more than 25 percent of the LP business after three years, there is a slow murmur that it is time to reduce or eliminate the price increase. The reason for this is that the sound of the albums in these categories is so exciting that once consumers are introduced, they are not likely to demand more of the same albums because it is growing very close to the point where it is growing very close, also very close to the point where it is growing very close.

For all the rest, there is a clear place for the title. One, two, or three, all places. Three Playboy acts just signed recording pacts: David Allen, pop vocalist, with Decca; Anne Murray, jazz vocalist, with Capitol, and Joe and Eddie, folk singing team, with Hickory.

Boston

The brass command, Command Chamber, has been sold to a new series on the new 35mm, film classical dishes here this week. Excellent for the fan of light sound, light sound, and played quietly. Light, as a rule, was accompanied by Leonora, National Institute and B. Gaye, assistant manager. Having was Cecil Strong of Recorders, Inc., and Dick Fitch-Ransome, Records, Inc., promotion chief.

After years of trying, Stanley Blyth of Blintroncl's Village has finally been able to place his records on the new Command Chamber, which is scheduled for release next week. Jerry Mulligan and his band scheduled for a three-night stand have caused a traffic on the Thursday in which he didn't appear despite a con- contract. Complaints have been lodged with the New York local of the American Union. Jack Singer of Distributors Reports a big increase in interest in spiritual records locally. Two going well are Lightnin' Slim's "Hello Mary Lee" on Excelsior and Brother Dave's "Cotton Pickin'" on Sundown, a new company.

The Starlet-Hilton proved that dining entertainment could be something more than prancing about the stage for the customers. The show, a group of six young singers doing popular numbers from musicals. Current show is "Manhattan Vantage" with Virginia Easter, Mrs. George Daru.

Cincinnati

Mel Herman, head of State Records and Whirling Dice, local record company, has purchased the Palm House in the heart of town and plans to convert it into a plush music spot to which the local music has been invited. Living Room, Palms, and the area have been invited to participate in a policy of same record talent. Installed as permanent house singer is Sunny Brown, with Herb Krisher, who will manage the ensembles, slated to appear on the top choirs next week. Local comic Jack Chemou, who is teamed with The Post & Times-Star columnist Dale Stevens on the Frenzy album, "The Weed and the Weed," for the (Continued on page 36)
ROULETTE FALL FESTIVAL OF HITS!

THE REGENTS
"LIAR" / "DON'T BE A FOOL"  G-1073

JOHNNY HOLIDAY
"ONE MORE TIME"  "YES, YES, YES"  R-4398

ENZO STUARTI
"I RUN TO BE WITH YOU"  R-4398

SARAH VAUGHAN
"GREAT DAY"  R-4397

JIMMY DUNCAN
"EIGHTH WONDER OF THE WORLD"  R-4394

FALL FESTIVAL ALBUM MONEymAKERS!

MURRAY THE "K's" SING ALONG with the ORIGINAL GOLDEN GASSERS

BASIE AT BIRDLAND

LOUIS ARMSTRONG & DUKE ELLINGTON

the NEW SOUND in your favorite music is on ROULETTE
EIGHT DISTINCTIVE ALBUM PRESENTATIONS TO HELP YOU... REMEMBER

are you ready?

NOSTALGIA—the can't-miss quality of the new profit-package from Reprise! Eight notable album entries—of demonstrable gift-interest and consumer provocation—to make '61 Holiday sales most memorable in years!

ARRESTING WINDOW AND IN-STORE DISPLAYS: RADIO
WITH...reprise

I remember Tommy...

FRANK SINATRA
Arranged & Conducted by SY OLIVER

"I Remember Tommy" — Frank Sinatra — Arranged and Conducted by Sy Oliver • R-1003

Sinatra sings again the songs of the Dorsey days...

...reliving, recreating the mood, style and material which fused the Sinatra state-of-mind in America's music. Listen to an evocative, reminiscent Sinatra, breathing new life into an awesome musical legend—conjuring the imagery and sentiment of an era and an idea you can never forget.

Arranged and conducted by Sy Oliver, these are the historical Sinatra songs—as much yours as they are his—as steeped in nostalgia as a faded Valentino. Never before a Sinatra presentation so uniquely meaningful— to you... and to him.

T.V. AND NEWSPAPER CO-OP ACTIVITY; MERCHANDISING DISCOUNTS

...ask your distributor
Miami Dealers Up to Ears in Hot Wax; Kenton & Reed Break Big

MIAMI—Smash hits, including "Big Band Jolt," "Hit the Road Jack," and "Runaround Sue," are bringing the kids into the stores for singles. This was the feeling of a flock of dealers checked by Billboard Music Week here last week. In fact, according to some dealers, business this September was up as much as 35 per cent over September 1960. This was not due to the sales so much of any individual hit, but by cumulative singles sales. Strong over-all single sales and healthy LP sales made for a good month in Miami.

On the new album front, Stan Kenton's jazz version of "West Side Story" on Capitol, and "Jimmy Reed at Carnegie Hall" on VeeJay were breaking big in this city. London's Phase 4 album line and the Impulse jazz line were also doing well.

U. S. COPYRIGHT EXPERTS JOIN IN WORLD HUDDLE

WASHINGTON—The future of international copyright protection for recordings, broadcasts and performances will move toward final decision this week and next during a Rome conclave. Attending are this country's top copyright experts in government and the performing arts industries involved.

Protection of recordings, broadcasts and talent performances, referred to as "Neighboring Rights" because they border on copyright, is the subject of a diplomatic conference convened by the International Labor Organization (ILO), the United Nations' Educational, Scientific and Cultural Organization (UNESCO), and the International Union for the Protection of Literary and Artistic Works (Berne Union). The conference begins October 10 and will end October 26 in the Italian capital.

The conference will consider a draft convention (agreement), which was composed and adopted by a Committee of Experts which convened at The Hague in May, 1960.

U.S. government representatives include the chairman, Abram L. Kaminstein, U.S. Register of Copyrights; Arpad Bogsch, attorney for the Library of Congress; Richard B. Bilder and Harvey Winter, for the State Department; Leonard R. Linne mann, for Department of Labor; Vincent Travaglini, for Commerce Department, and congressional adviser, Rep. Roland V. Libonati (D., Ill.), member of the House Subcommittee on Patents and Copyrights.

Legal representatives of American recording, broadcasting and performing talent are Ernest S. Minty, general counsel, Record Industry Association of America; Sydney A. Diamond, general counsel, for London Records; Sidney M. Kaye, Broadcast Music, Inc.; Herman Finkenstein, counsel for the American Society of Composers, Authors and Publishers; Robert V. Evans, assistant general counsel for CBS; Thomas J. Robinson, attorney for Metron-Goldwyn-Mayer; Herman D. Kenn, president, American Federation of Musicians, and Harry R. Olson, senior attorney for National Broadcasting Company.

Also acting in advisory capacity for this country are Mortimer J. Becker, general counsel, American Federation of TV & Radio Artists (AFTRA) and also counsel to the American Guild of Musical Artists (AGMA); Donald F. Conway, national secretary for the Associated Actors and Artists of America and Leonard J. Ayres, general counsel, Radio and Television Artists of America. A representative of the American Federation of Musicians, Washington, and Sidney A. Schreiber, general counsel, Motion Picture Association of America (MPAA), New York.

"So he'll be glad on Christmas day" "GIVE MY TOY TO THE BOY NEXT DOOR"

Words and Music by Charles Tobias
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PROUDLY ANNOUNCES
THE ALBUM DEBUT
OF THE SENSATIONAL NEW STAR...
**LEGIT REVIEW**

It's Not All 'Milk & Honey'

"Milk and Honey," the new musical that opened at New York's Martin Beck Theater last Tuesday (10), has two outstanding things to recommend it: a glowing performance by Molly Picon, first lady of the Yiddish stage making her Broadway bow, and a lifting tune that could turn into a standard called "Shalom." It also offers attractive singing and acting by co-stars Robert Weede and Mimi Benzel, an exciting performance by Jerry Herman, who has a way with gusto and dance with style, and excellent sets and costumes. But whether these attributes can overcome a somber and often dull book, old-fashioned staging, and unexciting dance numbers, is a question.

The plot of "Milk and Honey" is set in Israel, which automatically gives the play an exotic flavor and an extra appeal to many New York theater-goers. But the notion of Israel is treated more as a backdrop for a love affair between Weede and Miss Benzel, which poses the question of whether she should live with him or on an Israeli farm as his wife, when he already has a wife (from whom he is separated) in Paris.

Their troubles are not resolved at the end of the show, and this adds to the general heartiness of Don Appell's book. There are sub-plots, of course, one concerning the marriage between the American Jews Isaac and his Jewish American wife (Tommy Rall) and the other dealing with the six American widows (led by Miss Picon) who are tourists in Israel looking for husbands.

Whenever Miss Picon is on stage the show sparkles. She brings life and brightness to the role as Clara Weiss, the formidable worldly-wise widow. Her pixie-ish manner, her movements on stage, her "to put over a line or a song" are delightful to see and hear. She has one of the best numbers in the show in "Chin Up, Ladies," which she makes the most of.

Jerry Herman's score catches fire now and then. In addition to "Shalom," there is another standard-type tune in "Milk and Honey," and some excellent pieces of special material. With theater parties and benefits and the strong leg names, "Milk and Honey" should run as long as a good one. And as long as it does that the record album, which RCA Victor is issuing this week, should sell well, especially in the Eastern cities where the show has played. If the Lincoln Memorial version of "Shalom" or the Enne rats' record of "Milk and Honey" catch on, then the show could have capacity houses for a long time. Rob Rollott.
TOWN WITHOUT PITY

A GREAT RECORD!

GENE PITNEY

A GREAT PICTURE!

SHOCKER!

The story of what four men did to a girl... and what the town did to them!

KIRK DOUGLAS IN TOWN WITHOUT PITY

MUSICOR RECORDS Number 1009
Distributed by United Artists Records
THE NEW INSTRUMENTAL SMASH FOR 1961

"TONIGHT"

FROM THE MOTION PICTURE

"WEST SIDE STORY"

FERRANTE & TEICHER

ORCHESTRA AND VOICES........................UA 373

ALSO AVAILABLE

SOCK DANCE VERSION

RALPH MARTERIE

AND HIS ORCHESTRA..............................UA 352

DRAMATIC VOCAL HIT

JAY AND THE AMERICANS

.............................UA 353

THE PROUDEST NAME IN ENTERTAINMENT

UNITED ARTISTS RECORDS

729 SEVENTH AVENUE • NEW YORK 19, NEW YORK
**Buddy Holiday, WCKR, Miami; Bud Johnson, KDKA, Pittsburgh; Jack Call, and Mark Fowler, WDVH, Galveston; and Jack Pfeiffer, WIL, Kansas City.**

**Sunshine,** who favors Bill Dana's *Joe Jimenez,* was particularly his best, and the *Astrodome*—comments in "Three days of work"—feels the human should have the kind of humor that poker faces at current world events, etc.

**Rough Content**

Gene Taylor, WLS, program director of Chicago's, comments, "Most of the material in comedy albums today can't be aired because of content, of course I would like," notes Taylor, "to see more top-notch comedy material that is more suitable for recording." Busy Warren's "Knockers Up," "Sinfulual," and "Songs for Sinners" (Nos. 20, 42 and 46) on the chart this week, and "Mornin' Mabley at the UN" (No. 64 this week) were the best material on the program, and radio enthusiasts, etc.

In addition to the above artists (only four comics on the chart), the following comedy albums were listed this week: "Joe Jimenez at the River," by Bill Dana (No. 10), Brother Dave Gardner's "Ain't No More" (No. 13), Larry Danna's "Mind of Bob Newhart," Charlie Manna's "Manna Overload," Henry Repeo's "Repose Heart," Bob Dietricken's "In Living Black," and "Scan Fregose's The United States of America," Newhart's "Button Down Mind Strikes Back," Jonathan Winters' "Here's Jonathan," and "Inside Shelly Berman." The Bertman hand has been on the charts the past two weeks.

Hereofore, the above performers are not getting any television on occasion for a great deal of money—but mainly because of Jack Paar's NBC-TVO show. So far this season, Jack Paar and Bob Newhart will be video regulars.

Newhart debuts his weekly show on NBC-TVO this week. He starts at 10:30 p.m. Monday, December 3, and he will be regular on the program, and Newhart plus Love has not yet Data is regular on Steve Allen's new ABC TV show, which started a couple of weeks ago on Wednesdays, from 7:30 to 8:00 p.m. Regulars on the show are comic Henry Repeo, Henry Zorger, who records Command, Lloyd Nye, Joey Forman, and Buck Henry.

**Labels Watching**

Other comedians (who have made it big in the album field) and their labels will be watching both shows with intense interest because success or failure of the show will determine future of Newhart and Dana albums.

Certainly, the above comedy is a particularly good comedy material, is hard to come by even today for top-notch comics on television; stand-up jokes are even more difficult. To fill this need, the Newhart-Winters comedians are now providing special material for the NBC-TVO show. It's a tremendous exposure for a stand-up comedian to be able to make people realize the necessity of a fallout shelter. If I had to do it over, I would not hesitate to do so.

This photo was taken the day I entered the shelter.

**JUDY GARLAND**

One of Capitol Records' hottest test wax attractions, Judy Garland, has just been represented by the discroky in the top slot on both the Billboard and stereo charts, and the latest nine inches is "Zing! Went the Strings of My Heart" b/w "Rock-ey-You Baby." Judy's big single is getting more press on the air than "Over the Rainbow," "You Made Me Love You," "Swing Time," "I'm a Toreador," "When You're in Love," etc. It's a very nice number recorded by Judy with an orchestra under the direction of the legendary Andre Kostelanetz.

**COMEDY PANEL**

**Programming Panel**

*If you have a provocative question to ask the nation's disk jockeys, please send it to this department, 1545 Broadway, New York 36, N. Y.* Your name will be credited when it appears.

**The Question**

Do you think your marathon stay in a fallout shelter accomplished its purpose and would you do it again?

**The Answers**

**DAVE WOOD**

WJPS, Evansville, Ind.

Yes, definitely! The big question in the public's mind was: "If we should have another war, will we again have a co-oped-up place for people to hide?" You see, the Civil Defense regulations preparatory for at least a two-week stay. The biggest percentage of the people couldn't do it. We showed them it could be done, but not more to the physical than the mental, and I would do it again under the same circumstances. I am 35 pounds lighter today than when I entered the shelter, but I am still glad it was taken. I lost 14 of those pounds in the shelter.

**BRIAN BRATTLEY**

WFUN, Miami

We set out with the purpose of proving to the people of this area, and to the world, that if you really want to Stay Alive, you have to plan. This we feel was accomplished. We feel this was a tremendous public apathy towards the fallout shelter.

**DOUG YIAR**

WLAY, Muscle Shoals, Ala.

I definitely feel the three-week stay in the shelter was a tremendous success, in more ways than one. Not only was there a great promotion for WLAY, probably one of the better stations in the area, but it was a tremendous public service in making people realize the necessity of a fallout shelter. If I had to do it over, I would not hesitate to do so.

This photo was taken the day I entered the shelter.
THESE ARE BRAND-NEW:

Fred Waring and the Pennsylvanians
The Meaning of Christmas

Stan Kenton
A Merry Christmas!

June Christy
This Time Of Year

THESE ARE BEST-SELLING CATALOG:

Christmas in the Air!
THE VOICES OF THE PENNSYLVANIA CLOVERS

Season's Greetings
June Christy • Nat King Cole • Eddie Bondaroff
Terrence Graw Fat • Stan Kenton • Harry Novak
Peggy Lee • Guy Lombardo & The Royal Canadians
Glenda Moddis • Dave Brubeck • Stan Shurn
Fred Waring and the Pennsylvanians

ALL ARE ON CAPITOL

THE BEST CHRISTMAS ALBUMS IN THE BUSINESS
AT THESE TERMS: 12½% CASH DISCOUNT • 100% EXCHANGE • DEFERRED BILLING • SEE YOUR CRDC REPRESENTATIVE FOR COMPLETE DETAILS •
Unpaid Station Bills Lost in Paper Jumble

By CHARLES SINCLAIR

NEW YORK—It will be a surpr

A number of small radio sta

station received word an

and the FCC dismissed the

Berton D. Derman and Charles

Derman and Charles Dimmick

A number of small radio sta

remained in a state of limbo.

The problem is complicated

A number of small radio sta

Jockey Al Javve has joined KJH

Dick Reid, Colby Kan, and his fra

the show on October 30.

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the show on October 30.
CUB RECORDS' PROGRAM OF HITS!
The Next #1 Record!

I REALLY LOVE YOU
The Stereos
CUB K 9095

plus a brand-new extra added attraction!

The Wanderers
SOMEBODY ELSE'S SWEETHEART
c/w
SHE WEARS MY RING
CUB K 9099
Discounters Discover Big Columbus Day Sales Pitch  

When he announced his 55c-

BIMI MONTAGE,  

39 cents each or three for $1. Most of those titles named in the ad

were of recent vintage rather than current hits, but Chobby Cheeky

Watch out for those last week will be

Announcing a Columbus Day special on

gloves, in Springfield and Eastowntown, they had

all this seen as a tendency

90 cents. Harmony House, in

1900 on Thursday. This Monday we

ordered 1,000 singles. So the business has

Steven Reves of Macy’s said, “It’s

certainly a step in the right direc-

tion and one I’ve been gunning for.

Now, we can only hope they won’t treat the label as a stepchild

and put out a lot of stuff that

doesn’t amount to anything.”

Macy’s, at week’s end, was still

selling at 65 cents, although the

price was down to 60 cents for

cents for three days to meet Abra-

ham and Strauss’ prices,” said

Reves.

S. Klein, last week, was of-

ferring a holiday special on singles of

FCC Says No AM Stereo

WASHINGTON—There is “no public need or industry desire” for stereo broadcasting on AM, the Federal Communications Commission has decided in a report. The report was made by a special study group of experts, including RCA and Kahn Research Laboratories, that the agency said it had already been doing with the FM service.

The very nature of the AM service is such that benefit from stereo innovations would be practi-

cally non-existent, the FCC said.

Also, stereo transmission on AM offers far more of a problem than on the FM service.

New York—The cut-out problem, one that frequently plagues

buying dealers, has again cropped up in the form of a mass

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buying dealers, has again cropped up in the form of a mass
THE HOTTEST ALBUM OF THIS OR ANY YEAR!

"The highest any stereo LP has ever hit Billboard Music Week's stereo charts... the first week"

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


A MAJOR "BREAKTHROUGH" IN THE HISTORY OF RECORDED MUSICAL SOUND

Command records THE LEADER IN RECORDED SOUND

GRAND AWARD RECORD CO., INC., 1501 Broadway, New York 36, N. Y.
NEW DEALER PRODUCTS

Two-Speed Tape Import

Superscope, Inc., is introducing a new Model 111 compact two-speed tape recorder in its stereo line. The set is imported from Japan and comes in 33 and 1/3 and 45 r.p.m. It has simplified one-knob control, and comes in coral and white. The list price is $79.50.

Transistor Radio Gift Pack

Pictured here is one of the items available in the Christmas (IR1) packages being introduced by Radio-Corporation of America. The package consists of a shrunken-sized transistor radio, earphone and battery contained in an attractive jelly-bee case.

Two New Type Cartridges

The new M33 and M77 are dynamic cartridges being shown for the first time by Shure Brothers, Inc. The two new units, according to the company, provide tape repeats and performance characteristics in the high frequency level, shields against hum and make replacement a chore of the past. The M33 cartridge sells at a list price of $36.50 and the M77 cartridge sells for $27.50 list.

New FM Multiplexer Debuts

This Zenith stereo FM Multiplexer, used in concert with an FM radio set, will receive FM stereo broadcasts. The multiplexer is placed either on the right or left of the present FM set, plugged in, and the dial is adjusted to receive the FM broadcasts. No technical installation equipment is needed with this unit.

Low Cost Bulk Tape Eraser

Robbins Industries, Fla, introduces a Model ME-77 bulk tape eraser which removes unwanted signals from reels of recorded tape. It is capable of handling tapes up to seven inches in size. The machine is extremely compact because of its compact size, and weighs only four pounds. It lists at $22.

Storer Buys WMGM

Continued from page 3

The new owners will broaden the program in order to meet the needs of the audience. The program will consist of a variety of music, and the station will be known as "The Happy Station." The new owners have already purchased some new equipment, including a new transmitter and a new studio. The station will be on the air within the next few months.
Polydor Holds Big Party for Connie

By BRIGITTE KEEB
Music Editor, Automaten-Markt

Polydor was in charge of the Ed Sullivan TV show taping in Berlin, also. And the big party arranged by Polydor, dinner in the Ed Sullivan Theatre, here, before flying to Vienna for new German recordings. The concert, conducted by Ferdi Dungel, with Werner Schaarben, Carl Michaud, and Eberhard Sailer, is included in the German version of her U.S. title, "Pretty Little" and "Too Many Miles." Currently her German recording "You Kill Me," has reached the top of the German charts rapidly.

Several German plans to travel to the States: Caterina Valente to New York on October 1 to make her third appearance on the Perry Como Show. Rolf Remmer plans a piano-recital tour to Chicago and St. Louis to start a two-week appearance in the Las Vegas Flamingo Hotel. Bill Ramsey will leave for New York December 4 for a three-week trip, including Hollywood, too. Now one of the most important of the new recording artists appearing with Polydor after he left the Decca label, the 22-year-old singer makes a visit to make market observations and, among others, General Artist Artie in New York, also. Polydor will have a Regal Hotel there and will return by bus.

Bert Kampfert, too, intends to make a similar trip for Polydor for talks about new LP recordings. Heidi Bruhl will depart November 10 for New York, radio and TV tour to New York, Chicago, Hollywood, Los Angeles and San Francisco.

The Berlin Philharmonic will welcome at the Berliner Philharmonie Ludwig van Beethoven from Karstein (October 10). Böhm and Kohn (October 11). and Böhm and Kohn (October 12). Also the Berlin Philharmonic has launched its own label, called Deutsche Berliner Musikverlag, with Alfred J. Pfeifer as director. Mr. Streit, who left Schallplatten Import Dieter Schmitz, withdrew from the firm in December 1960. J. N. Strasse launched his own label, called Deutsche Berliner Musikverlag, with Alfred J. Pfeifer as director. Mr. Streit intends to release no more than 12 records a year, first one be a film score of "Die Sonnenschoen." The Munich firm of Hans-Schallplatten-Vertrieb KG will distribute the label. The new label will feature German artists. Pappino Di Capri has been signed exclusively until 1963. He will be started here by titles such as...
Lee Receives Gold Mike Award

BY GEORGE HELDER
19 Tedman Avenue, Sydney

Lee Novemno, Lee recording star was awarded the Golden Micr...
WHO? RAY!

Hooray for a great new single! Two instrumentals with a foreign flair, arranged and conducted by that "La Dolce Vita" man...

RAY ELLIS
"PORTOFINO" c/w "SHALOM"

#7953 from the new musical, "Milk and Honey"

RCA VICTOR
The most trusted name in sound

WATCH FOR THE ORIGINAL CAST RECORDING OF "MILK AND HONEY"
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Musician</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 4 13</td>
<td>Hit-the-road Jack</td>
</tr>
<tr>
<td>4</td>
<td>6 7 41 42</td>
<td>Runaround Sue</td>
</tr>
<tr>
<td>3</td>
<td>5 10 14</td>
<td>Bristol Stomp</td>
</tr>
<tr>
<td>31</td>
<td>2 3 4 5</td>
<td>Cryin'</td>
</tr>
<tr>
<td>3</td>
<td>6 8 16</td>
<td>You must have been a beautiful sight</td>
</tr>
<tr>
<td>17</td>
<td>53</td>
<td>Big bad John</td>
</tr>
<tr>
<td>10</td>
<td>7 12</td>
<td>Mexico</td>
</tr>
<tr>
<td>14</td>
<td>13 33</td>
<td>Ya ya</td>
</tr>
<tr>
<td>13</td>
<td>17 24</td>
<td>This time</td>
</tr>
<tr>
<td>12</td>
<td>32 41</td>
<td>I love how you love me</td>
</tr>
<tr>
<td>9</td>
<td>15 30</td>
<td>Let's get together</td>
</tr>
<tr>
<td>22</td>
<td>36 60</td>
<td>Fly By Night</td>
</tr>
<tr>
<td>16</td>
<td>16 38</td>
<td>The way you look tonight</td>
</tr>
<tr>
<td>7</td>
<td>2 7 2</td>
<td>The mountain's high</td>
</tr>
<tr>
<td>8</td>
<td>5 6 8</td>
<td>Little Lotta</td>
</tr>
<tr>
<td>19</td>
<td>23 50</td>
<td>Look in my eyes</td>
</tr>
<tr>
<td>24</td>
<td>6 30</td>
<td>Sweet for my sweet</td>
</tr>
<tr>
<td>28</td>
<td>46 87</td>
<td>Don't blame me</td>
</tr>
<tr>
<td>15</td>
<td>18 22</td>
<td>Bless you</td>
</tr>
<tr>
<td>21</td>
<td>26 10</td>
<td>Marie's the name</td>
</tr>
<tr>
<td>45</td>
<td>84</td>
<td>Tower of strength</td>
</tr>
<tr>
<td>46</td>
<td>69 93</td>
<td>You're the reason</td>
</tr>
<tr>
<td>32</td>
<td>39 72</td>
<td>(He's my) dreamboat</td>
</tr>
<tr>
<td>26</td>
<td>33 46</td>
<td>Stick story</td>
</tr>
<tr>
<td>37</td>
<td>33 20</td>
<td>My true story</td>
</tr>
<tr>
<td>31</td>
<td>43 64</td>
<td>So long baby</td>
</tr>
<tr>
<td>32</td>
<td>11 13</td>
<td>One track mind</td>
</tr>
<tr>
<td>38</td>
<td>39 47</td>
<td>Now's the great impostor</td>
</tr>
<tr>
<td>36</td>
<td>66</td>
<td>Fool #1</td>
</tr>
<tr>
<td>37</td>
<td>59 58</td>
<td>Foot stompin' (Part 1)</td>
</tr>
<tr>
<td>42</td>
<td>27 74</td>
<td>I understand (Just how you feel)</td>
</tr>
<tr>
<td>39</td>
<td>68</td>
<td>Everlovin'</td>
</tr>
<tr>
<td>52</td>
<td>81 79</td>
<td>Please Mr. Postman</td>
</tr>
<tr>
<td>57</td>
<td>11</td>
<td>Who put the bom (in the bom, bom, bom)</td>
</tr>
<tr>
<td>58</td>
<td>12</td>
<td>Without you</td>
</tr>
<tr>
<td>59</td>
<td>77</td>
<td>Anybody but me</td>
</tr>
<tr>
<td>60</td>
<td>73</td>
<td>A wonder like you</td>
</tr>
<tr>
<td>61</td>
<td>56 85</td>
<td>I really love you</td>
</tr>
<tr>
<td>62</td>
<td>43</td>
<td>Candy man</td>
</tr>
<tr>
<td>63</td>
<td>30</td>
<td>Missing you</td>
</tr>
<tr>
<td>64</td>
<td>28</td>
<td>Take five</td>
</tr>
<tr>
<td>65</td>
<td>19</td>
<td>The astronaut</td>
</tr>
<tr>
<td>66</td>
<td>78 67</td>
<td>Hollywood</td>
</tr>
<tr>
<td>67</td>
<td>55 18</td>
<td>It's gonna work out fine</td>
</tr>
<tr>
<td>68</td>
<td>67</td>
<td>Moon river</td>
</tr>
<tr>
<td>69</td>
<td>51 71</td>
<td>Movin'</td>
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<tr>
<td>70</td>
<td>60 76</td>
<td>It's just a house without you</td>
</tr>
<tr>
<td>71</td>
<td>52</td>
<td>Love me belong to you</td>
</tr>
<tr>
<td>72</td>
<td>40 59</td>
<td>Water boy</td>
</tr>
<tr>
<td>73</td>
<td>47 22</td>
<td>More money for you and me</td>
</tr>
<tr>
<td>74</td>
<td>53</td>
<td>Big cold wind</td>
</tr>
<tr>
<td>75</td>
<td></td>
<td>Heartaches</td>
</tr>
<tr>
<td>76</td>
<td>56 88</td>
<td>Sad movie (Make me cry)</td>
</tr>
<tr>
<td>77</td>
<td>83 94</td>
<td>Just out of reach (at my two open arms)</td>
</tr>
<tr>
<td>78</td>
<td>57 38</td>
<td>Don't get around much anymore</td>
</tr>
<tr>
<td>79</td>
<td>64 83</td>
<td>Bright lights, big city</td>
</tr>
<tr>
<td>80</td>
<td></td>
<td>Morning after</td>
</tr>
<tr>
<td>81</td>
<td></td>
<td>Feel it</td>
</tr>
<tr>
<td>82</td>
<td>65 72</td>
<td>Hits Note</td>
</tr>
</tbody>
</table>

**BUBBLING UNDER THE HOT 100**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Musician</th>
</tr>
</thead>
<tbody>
<tr>
<td>83</td>
<td>51 73</td>
<td>Human</td>
</tr>
<tr>
<td>84</td>
<td>72 79</td>
<td>Your last goodbye</td>
</tr>
<tr>
<td>85</td>
<td>76 82</td>
<td>Please don't go</td>
</tr>
<tr>
<td>86</td>
<td>89</td>
<td>Rock the baby with a dice melody</td>
</tr>
<tr>
<td>87</td>
<td>51 64</td>
<td>It's your world</td>
</tr>
<tr>
<td>88</td>
<td>50 29</td>
<td>When we get married</td>
</tr>
<tr>
<td>89</td>
<td>83 91</td>
<td>She'll be there</td>
</tr>
<tr>
<td>90</td>
<td>94</td>
<td>I apologize</td>
</tr>
<tr>
<td>91</td>
<td>96</td>
<td>Let true love begin</td>
</tr>
<tr>
<td>92</td>
<td>91 98</td>
<td>Berlin melody</td>
</tr>
<tr>
<td>93</td>
<td>80 88</td>
<td>You don't know what it means</td>
</tr>
<tr>
<td>94</td>
<td>88 92</td>
<td>Back to the hop</td>
</tr>
<tr>
<td>95</td>
<td></td>
<td>God, country and baby</td>
</tr>
<tr>
<td>96</td>
<td></td>
<td>Don't cry for me</td>
</tr>
<tr>
<td>97</td>
<td></td>
<td>Rockin' bicycle</td>
</tr>
<tr>
<td>98</td>
<td></td>
<td>Tonight</td>
</tr>
<tr>
<td>99</td>
<td></td>
<td>Under the moon of love</td>
</tr>
<tr>
<td>100</td>
<td></td>
<td>Goodbye cruel world</td>
</tr>
<tr>
<td>101</td>
<td></td>
<td>Late date</td>
</tr>
<tr>
<td>102</td>
<td></td>
<td>Moon river</td>
</tr>
<tr>
<td>103</td>
<td></td>
<td>Til</td>
</tr>
<tr>
<td>104</td>
<td></td>
<td>ムサービス</td>
</tr>
<tr>
<td>105</td>
<td></td>
<td>A broken heart and a pillow filled with shame</td>
</tr>
<tr>
<td>106</td>
<td></td>
<td>Guilty of loving you</td>
</tr>
<tr>
<td>107</td>
<td></td>
<td>Why not now</td>
</tr>
<tr>
<td>108</td>
<td></td>
<td>In the middle of a heartache</td>
</tr>
<tr>
<td>109</td>
<td></td>
<td>For me and my gal</td>
</tr>
<tr>
<td>110</td>
<td></td>
<td>Make believe wedding</td>
</tr>
<tr>
<td>111</td>
<td></td>
<td>Stop woman</td>
</tr>
</tbody>
</table>

**BILLBOARD MUSIC WEEK HOT 100**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Musician</th>
</tr>
</thead>
</table>

**FOR WEEK ENDING OCTOBER 22**
This is the new Cadence Little LP — possibly the most important new idea in records. It is already being widely discussed. We sincerely hope it will be adopted by the entire industry. Our first five releases — listed below — are ready for immediate delivery from your Cadence Distributor. The Cadence Little LP has been thoroughly tested, proving that it is produced right, packaged right and priced right for the big teenage market. A wire from Paul Cowley, Paul Cowley Record Shop, Louisville, Kentucky: “Cadence Little LP’s are a hit. In less than two weeks have sold 25 per cent of original shipment ...” Follow Paul Cowley’s profitable lead. Stock and display the Cadence Little LP — additional sales in a new price line at a profitable mark-up.
## MONOAURAL LP’s

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist, Album</th>
<th>Week On Chart</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>I'm Glad There's You</strong> by Billy Eckstine, Louis Jordan &amp; His Orchestra</td>
<td>2</td>
<td>1950</td>
</tr>
<tr>
<td>2</td>
<td><strong>I'm in the Mood for Love</strong> by Nat King Cole</td>
<td>1</td>
<td>1950</td>
</tr>
<tr>
<td>3</td>
<td><strong>Mood Indigo</strong> by Duke Ellington &amp; His Orchestra</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>4</td>
<td><strong>Round Midnight</strong> by Benny Goodman &amp; His Orchestra</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>5</td>
<td><strong>Nights in White Satin</strong> by Tony Bennett</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>6</td>
<td><strong>The Man I Love</strong> by Ella Fitzgerald</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>7</td>
<td><strong>The Storm Is Over</strong> by Nat King Cole</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>8</td>
<td><strong>The Night We Called it a Day</strong> by Ella Fitzgerald</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>9</td>
<td><strong>The Warm and Wonderful Sound of Strings</strong> by Charlie Parker</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>10</td>
<td><strong>Take the 'A' Train</strong> by Count Basie &amp; His Orchestra</td>
<td>5</td>
<td>1950</td>
</tr>
</tbody>
</table>

## STEREO LP’s

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist, Album</th>
<th>Week On Chart</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>Take the 'A' Train</strong> by Count Basie &amp; His Orchestra</td>
<td>2</td>
<td>1950</td>
</tr>
<tr>
<td>2</td>
<td><strong>The Night We Called it a Day</strong> by Ella Fitzgerald</td>
<td>1</td>
<td>1950</td>
</tr>
<tr>
<td>3</td>
<td><strong>The Warm and Wonderful Sound of Strings</strong> by Charlie Parker</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>4</td>
<td><strong>The Man I Love</strong> by Ella Fitzgerald</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>5</td>
<td><strong>Nights in White Satin</strong> by Tony Bennett</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>6</td>
<td><strong>Round Midnight</strong> by Duke Ellington &amp; His Orchestra</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>7</td>
<td><strong>Mood Indigo</strong> by Duke Ellington &amp; His Orchestra</td>
<td>5</td>
<td>1950</td>
</tr>
<tr>
<td>8</td>
<td><strong>I'm Glad There's You</strong> by Billy Eckstine, Louis Jordan &amp; His Orchestra</td>
<td>2</td>
<td>1950</td>
</tr>
</tbody>
</table>

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**TOP LP’s for Week Ending October 22, 1962**

For the complete list of 150 Best Selling MONOAURAL LP’s and 50 Best Selling STEREO LP’s, please refer to Billboard magazine.
FIRST NIGHT GLAMOUR BUILD'S PLAY!

NEW TOP TALENT AMI "100"

EXCITING AS A BROADWAY OPENING!

POTENT PLUG FOR THE LOCATION

You can give the location a big plug in the AMI "100" program. This is an opportunity to advertise that part of the location to the public. Good will is in the air.

STEREO ROUND!

Exclusive AMI Stereo Round brings full-range stereo broadcast of revenue sources. No other conventional phonographs include this quality component.

A.C. AUTOMATIC SERVICES, Inc.
1827 Michigan Avenue, Chicago, Ill.
Leadership
by every measurement of reader and advertiser value

Domestic Circulation
Billboard Music Week’s paid U. S. and Canadian circulation is almost 2½ to 1 over the next music-coin publication.

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

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

Advertising Investment
Businessmen invest more than twice as much money in Billboard Music Week . . . buy nearly a million more lines of advertising annually.

Radio-TV PROGRAMMING • Music-Phonograph MERCHANDISING • Coin Machine OPERATING
New York • Washington • Great Barrington • Cincinnati • Chicago • St. Louis • Hollywood
TOP MARKET BREAKOUTS

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

NEW YORK
—THE CLOSER YOU ARE
Magnificent Four, Whole
—REACH FOR THE STARS
Shirley Bassey, United Artists

CHICAGO
—GOODBYE CRUEL WORLD
James Darren, Colpix

PHILADELPHIA
—I’LL BE TRUE
Orrors, Cameo
—MY HEART BELONGS TO ONLY YOU
Jackie Wilson, Brunswick
—MR. DJ
Van McCoy, Rockin' 1
—LET THERE BE LOVE
Dreamlovers, Heritage
—I WONDER
Pentagone, Jamie
—LOVE (I'm So Glad) I FOUND YOU
Spinners, Tri-Phi

PITTSBURGH
—LOVE (I'm So Glad) I FOUND YOU
Spinners, Tri-Phi

CLEVELAND
—TIL
Angels, Caprice

WASHINGTON
—GREETINGS
Valladeers, Miracle
—THREE STEPS FROM THE ALTAR
Shop and the Limelites, Hull

Baltimore
—GREETINGS
Valladeers, Miracle
—MY LAST CRY
Starlets, Pam

CINCINNATI
—CRAZY
Pammy Cline, Decca
—BACKTRACK
Pam Young, Capitol
—THE WAY I D GO
MY HEART BELONGS TO ONLY YOU
Jackie Wilson, Brunswick

MIAMI
—TIL
Angels, Caprice

HOUSTON
—IN THE MIDDLE OF A HEARTACHE
Wanda Jackson, Capitol
—MY LIFE
Maxine Brown, ABC-Paramount
—ASKING FORGIVENESS
C.L. and the Pictures, Sabra
—CRAZY WHO CAN I COUNT ON
Putty Cline, Decca
—SOFT RAIN
Ray Price, Columbia

MINNEAPOLIS-ST. PAUL
—MOON RIVER
Henry Mancini, RCA Victor
—BRIDGE OF LOVE
Joe Dowell, Smash

BEST BUYS IN RECORDS

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

POP
*PLEASE MR. POSTMAN, MARVELETTES
*(Jubilee, BMI) T-Taunt 5046

*BIG JOHN, SHIRELLES
*(Leslie, BMI) Scooper 1929

COUNTRY & WESTERN
*WALKING THE STREETS, WEBB PIERCE
*(Rumb, BMI) Decca 32998

OPTIMISTIC, SKEETER DAVIS
*(Big-D-Nettles, BMI) RCA Victor 7928

*SOFT RAIN, RAY PRICE
*(Pamper, BMI) Columbia 41122

RHYTHM & BLUES
HUMAN, TOMMY HUNT
*(Leslie, BMI) Sinner 1319

JUST GOT TO KNOW, JIMMY McCracklin... A.A. Flair, BMI An-Tone 855

OPERATION HEARTBREAK, ARETHA FRANKLIN
*(Blackwood, BMI) Columbia 43157

I REALLY LOVE YOU, STEREOS
*(Shelburne, BMI) Cub 1019

SPECIAL MERIT SINGLES

*Pop Disk Jockey Programming

EDDIE FISHER

SHALOM (Vogan, BMI) (2:53) ABC-Paramount 10254

JACK PLEIS

WHERE YOU ARE (Southern, ASCAP) (2:40) Columbia 41219

(Continued on page 34)
CAPITOL RECORDS PROUDLY ANNOUNCES THAT IT WILL RELEASE VIC DAMONE'S FIRST CAPITOL SINGLE MONDAY, OCTOBER 23. "SOMETHING YOU NEVER HAD BEFORE" c/w "TENDER IS THE NIGHT" #4645
### MUSIC AS WRITTEN

| Continued from page 6 |

- **Two weeks** at the Embers Club, Indianapolis, in November, on the same bill with Bob Cherney. In the face of the World Series jubilation, Victor Borges, added and abetted by the bandleader of the New York Philharmonic quartet Leonard Bernstein, missed a shade of hitting 292 in a single performance at the 1,700-seat Music Hall Wednesday night, October 4. - Ella Fitzgerald, plus the Paul Smith Trio, attracted a good three-quarter house to Music Hall Friday night (6).
- Lou Epstein, manager of the Jimmie Skinner Music Center downtowners, here from recent brain surgery, - Dick Pike, general manager of WNOO, Newport, Ky., enjoyed a 100th birthday celebration at his home, and bunted it - the foot that is. - Woody Woodbury opens Monday (4) at the 700-seat Music Hall Thursday (19), due to poor business occasioned by an amateur-gambling spree in the county which started some months ago. Beverly will continue Sunday night's presentation until next week. - Alan Mink is now covering the Cineray area for Trans-American Distributing Corporation out of Cleveland.

### Pittsburgh

- Glen Gray spent October 7 and 8 in Pittsburgh promoting his latest Capitol album, "Shall We Sing?" - Andy Williams, who comes into the Holiday House next month, opened Oct. 2 with Andy Griffin at the Show in the Civic Auditorium October 2 with Andy Griffin as the star.
- Chico Holiday, who spent all summer here in various night clubs, will be presenting his new Capitol record, "God, Country and My Baby." It is rumored that his surprise smash titles through the Tri-State area. - Joanie Sommers will have with Mort Sahl at a one-night stand October 14 in Carnegie Music Hall. - Bill Moreland, a trouper with the Pittsburgh Symphony Orchestra, has joined the Niel Lomakau record stores staff as a side job.
- Ben Herman, head of Standard Distributing Company, reports pressing sales of the first two Pittsburgh LPs waxed for the Command label. One album features Brubeck Syndrome and the other Brubeck Syndrome with William Steinberg conducting.

### Philadelphia

- Alton蔹eberly, a forecast at Electro-Nite Carbon Company here for 22 years, resigned to become one of the leading artists in the East. His son Bobby Rydell. - John Novsky introducing a new label - Flo Records, - Walt Davison and Jere Rosenfield agents in suburban Folson, have formed their own waxing. - Camden Records, producers of the local wax maestro by Marty Pomorty of, "Emotions," it is believed in a tamper arrangement of the theme screen, - RPM local at nearby Quaker Hill, Pa., marked its 50th anniversary with the public invited to a Festival of Bands staged at Menlo Amusement Park in Philadelphia, Pa. - Local Cr CCR recordings introducing The Lavender, an area combo, in the new dance craze, "The Slide." - Woody Woodbury has one for music publishing and promotions, - ASCAP filed suit for copyright infringement against Casa Milano, midtown music room. - Ed Caffar has an agent to handle the band "Laugh of Billy and the Patton on Live, Alberto Cortez on Moonlight, Paul Knight on Planet, and the Sweet Nickels on RCA. - Maurice H. Grodenker.

### St. Louis

- Dick Gregory opened a two-week run (9) at Crystal Palace, cabaret stage. His performances are at 8:30 and 10:30 p.m. Monday through Thursday, and at 8:30 and midnight show Friday and Saturday. - Dakota Stinson also opened an eight-night stint (10) in Gaslight's. Appearing here in "the battle of the century" (14) were Bob Brown, the Comets, Jackie Wilson with Joe Lewis, Chris Kenner and the Vibrations in Kid Auditorium Opera House. Mort Sahl is scheduled to make his first appearance here at the Opera House at 8:30 p.m. October 25. Also on the program will be Joanie Sommers and the Bob Friday Trio.
- The Dick Clark Presents will be in St. Louis October 24, offering shows at 7:30 and 10:30 p.m. Heading the list will be Clark, Paul Anka, Chubby Checker, Joanie Eddy, the Shirelles, Clarence "Frogman" Henry and the Jive Five.

### FOLK TALENT & TUNES

- Continued from page 6

<table>
<thead>
<tr>
<th>Folk Talent &amp; Tunes</th>
</tr>
</thead>
<tbody>
<tr>
<td>- &quot;My True Story&quot; - &quot;The Folk Song of the Day.&quot;</td>
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<tr>
<td>- &quot;One Track Mind - &quot;The Folk Song of the Day.&quot;</td>
</tr>
<tr>
<td>- &quot;The Dreamboat&quot; - &quot;The Folk Song of the Day.&quot;</td>
</tr>
<tr>
<td>- &quot;Stick Shift&quot; - &quot;The Folk Song of the Day.&quot;</td>
</tr>
<tr>
<td>- &quot;Take Five&quot; - &quot;The Folk Song of the Day.&quot;</td>
</tr>
</tbody>
</table>

**WARNING:** The title "HONOR ROLL OF HITS" is a registered trade-mark and the listing of the hits has been copyrighted by Billboard Music Week. Use of same may not be made without the consent of Billboard Music Week's owners. Authorization shall be obtained in writing to the publishers of Billboard Music Week at 1564 Brighthouse, New York, N.Y.
Looking for the newest
ROY ORBISON HIT?

You already have it...
just turn over "CRYING"

CANDY MAN

Already a proven hit in the South
BOBBY RYDELL—C105
BOTH MONO AND STEREO SAME PRICE, ONLY $3.45
1442 LOCUST ST.
PHILADELPHIA, PA.

MUSIC OF ROMANCE
Capitol SA 8562 (Stereo)

RHYTHMS OF SPAIN
Capitol SA 8564 (Stereo)

DANCES OF THE OLD WORLD
Capitol SA 8563 (Stereo)

PORTRAIT OF THE WALTZ
Capitol SA 8565 (Stereo)

MYSTERIES OF THE NIGHT
Capitol SA 8567 (Stereo)

MUSIC OF REFLECTION
Capitol SA 8568 (Stereo)

CLASSICAL

MUSIC OF THE IMAGINATION
Capitol has packed on these seven LP's a virtual library of the most popular short concert pieces for reflection or rest—pieces that are among the most treasured works of art. They're perfect for including in a luxury gift, especially when chosen in the following style and order: 24-hour, 48-hour, 72-hour, 96-hour, 144-hour, 192-hour, and 288-hour. The result is a series of LP's that should have the broadest possible appeal, including compelling attractiveness and gift items, since they're designed to be appreciated by your guests or receiving absolute classical as well as those who go for a lighter approach to serious music.

Artists include the Hollywood Bowl Symphony, Royal Philharmonic, Los Angeles Philharmonic, Capitol Symphony, Pennsylvania Symphony, Orchestras Sinfonia of London, and London Symphony Orchestra, Philharmonia, London's most renowned orchestra, including its famous soloists, and numerously others. wardrobe, please refer to the above.

THE ESSENTIAL BILLIE HOLIDAY
Verre 8419—Several of the finer offerings cut by Parker in his career, they are eminently satisfying. The album is easy to find a number of settings, from swinging bands to groups, alternately, featuring such Davis, Red Garland, Sonny Stitt, George Coleman, John Coltrane, and Ben Webster, and numerous others. Book fold package contains historical photos and photos. Strongly recommended.

THE ESSENTIAL BILLIE HOLIDAY
Verre 8419—Original tapes of the Billie Holiday Carnegie Hall concert have been well up-dated for this new package. Some of the best trad tracks of all are here, including "I Cover the Waterfront," "Ma Man," "Baby Doll" and "It Ain't Nobody's Business." Author-critic, Gil Melrose provides further selections from Lady Day's story—so-edited by Bill Verre, between her songs. The background is true to the story, and includes information, photos, and photos, and photos. Strongly recommended.

PERCEPTIONS
Gunnar Schuller, Verre 8411—A new full-length composition by J. J. Johnson, played by Dizzy Gillespie, with an orchestra of 21 men led by Gunnar Schuller, should help to maintain the new set a for a long time, and they are underwritten. The album of "Perceptions," is in today's moody, introspective, shots, but the staff has given them a chance, which has been the obsession of professional, and the brass section is excellent. Should sell well.

SUNDAY AT THE VILLAGE VANGUARD
Bill Evans Trio, Riverside RPL 9376 (Stereo & Monaural)—One of the finest Bill Evans albums to be released yet. The master modern pianist plays with the utmost delicacy, taste and imagination. He also gives a few of his own compositions, which are not too challenging, and the result is an album that should be played again and again.

THE GLORY OF BILLI JOE WILSON & JOHNNY WILSON
Jazzland JLP 4969 (Stereo & Monaural)—The highly popular and musically productive combination of John Coltrane, Miles Davis, and Thelonious Monk, whose playing is soaringly rewarding. Fitting in beautifully on ballads, and kicking it up a notch when the tempo calls for it. With Paul Motian. The set was recorded on location in New York's Village Vanguard nightclub, and there are six tracks in all.

ATTENTION!
DISTRIBUTORS • RACK ROBBERS
ONE STORES • RETAILERS
DISTRIBUTOR OPERATORS
Make LP's & EP's. Single titles only, exceptsmall units, at cost. Order 500 or more, and save 10%. All orders shipped promptly. Send for free listing of prices and catalog.

RECORDSTORES
SUNSET RECORDS
Pete Bennett
P.O. Box 1034
SUGAR HILL, YONKERS, N.Y.

SMASHING!
Johnny Burnette
GOD, COUNTRY
And MY BABY

ROYAL PLASTICS
1500 E. London Ave., Cheyenne, Wyo.

GIVE TO DAMON RUNYON CANCER FUND

MUSIC STORE
RECORD PRESSING
284 W. 36 St., New York, N.Y.

RECORD RAID
1000 E. 27 St., New York, N.Y.

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DISTRIBUTORS • RACK ROBBERS
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GIVE TO DAMON RUNYON CANCER FUND

MUSIC STORE
RECORD PRESSING
284 W. 36 St., New York, N.Y.

RECORD RAID
1000 E. 27 St., New York, N.Y.
BERNERS: PRELUDE, AFTERNOON OF A FAUN, NOCTURNES, NUAGES & FEUX, JEUX, POEME, DANSE

BRUNO WALTER CONDUCTS BRUCKNER: SYM. NO. 6 (THE ROMANTIC), WAGNER: TANNHAUSER OVERTURE AND VENUSBERG MUSIC (1-12") (LP)
The Columbia Symphony Orchestra, Occidental College Concert Choir, Columbia MS 612 (Stereo & Monaural)—This is a handsome boxed set of two discs, carrying splendid performances of the Wagner and Bruckner compositions. Sound and other engineering phases are excellent and Walter does his usual quality job. This should sell very well.

RESPIGHI: FESTE ROMANE; SIBELIUS: SYMPHONY NO. 7
The Philadelphia Orchestra (Eugene Ormandy), Columbia MS 6275 (Stereo & Monaural)—Another classical blockbuster from the Philadelphia Orchestra conducted by Eugene Ormandy. Two highly dramatic works that jump alive, thanks to exciting and exacting performances and executed stereo reproduction. The high tension of the Respighi symphony poem, and the brooding depths of the Sibelius symphony are explored with equal impact.

Children's
THE ALEVIN SHOW
Alvin, Simon, Theodore with David Seville. Liberty LST-7209 (Stereo & Monaural) Alvin, Simon and Theodore Chipmunks how two TV personalities this month with their mentor, David Seville, and this album is being set for release to coincide with the show's opening. There's a lot of fun packed into these grooves, with stories, skits and songs featuring the stars of the show. Three other Chipmunk albums have done good business and this can be expected to follow suit. (Continued on page 49)

BELGIAN NEWSNOTES
Continued from page 53
charges since dealers have to pay, at the Chambre Syndicale, 44-fr. per record. This price is fixed by N. V. Grand Bazar of Antwerp, the firm that bought the records which were ultimately sold to the N. V. Super Market. Dealers are buying copies at the N. V. Super Market rather than from the distributors. In doing so, the N. V. Super Market seriously thins, the dealer-distributor relationship. Many dealers have already stopped ordering and have asked distributors to take back their stock.

In a letter to dealers, several record firms, such as Fonior, Discotrade and Grammophone have already communicated the following points:
1. Fonior (as well as the two others) never sold to this Super Market, directly or indirectly.
2. Firms never did a massive or abnormal furnishing to this N. V. Super Market, nor to the warehouse (the Grand Bazar of Antwerp) who bought the records for the Super Market.
3. Taking measures in close cooperation with the Chambre Syndicale against this Super Market in order to defend the interest of the dealers and to guarantee the future of our products.
4. Firms refused to cease furnishing records to any firm that should encourage such methods.

PICKED ACROSS THE COUNTRY AS "BEST NEW SINGLE RECORD OF THE WEEK"
MAN NEEDS A WOMAN
by RINK HARDIN
JUBILEE 5-1001

A BILLBOARD SPOTLIGHT & DRAWING ART OF THE WEEK
WELL I ASK YA
b/w Daralena
TONY ROSSINI
Sun 2456
659 Madison Avenue, Nashville, Tenn.

IT'S HAPPENING!
'WONDER
(If Your Love Will Make Me Happy)
THE PENTAGONS
Jennie 21901

GUYDEN RECORDS
450 W. Street Ave.
(Please El. Pa. 12-3899)

JOIN THE BIG MOVE TO
NASHVILLE
C&W SPECIAL

If you can't get to WSM's 10th Annual Country Music Festival in Nashville, Nov. 2, 3 and 4, make sure you're represented there in the advertising pages of Billboard Music Week.

And even if you can get there, you'll find it pretty difficult to make a personal call on the many disk jockeys who'll be attending—but they'll all see Billboard Music Week, so it's a good idea to have an ad in either way.

MAKE YOUR PLANS TO GET ON BOARD NOW
AD DEADLINE IS OCTOBER 25

BILLBOARD MUSIC WEEK
NEW YORK
1564 Broadway
PL 7-2800

CHICAGO
188 W. Randolph
CE 8-9810

HOLLYWOOD
1520 N. Gower
HO 9-5831

NASHVILLE "C&W SPECIAL"

BILLBOARD MUSIC WEEK'S BIG OCTOBER 30 & WESTERN SPECIAL

The issue will not only go to all the folks back home, but it'll get extra distribution to the discjays in attendance, too. And they'll be reading it with even more than usual interest for results of Billboard's Annual C&W Disk Jockey Poll. The issue will highlight:

C&W MAN OF THE YEAR
FAVORITE FEMALE C&W ARTIST
FAVORITE MALE C&W ARTIST
FAVORITE SMALL C&W VOCAL GROUP
FAVORITE C&W SHOW 70
FAVORITE C&W DJ
FAVORITE C&W LP
FAVORITE C&W EP
MOST PROMISING MALE C&W ARTIST
MOST PROMISING FEMALE C&W ARTIST
ALL-TIME FAVORITE SINGLE
ALL-TIME FAVORITE LP

And Special C&W Features Like:
- World-wide Importance of C&W Music
- Story on Country Music Assn.

THE ORIGINAL
SUE THOMPSON
SAD MOVIES
(Pick Me Up)
HICKORY 1153

THE ORIGINAL
SUE THOMPSON
SAD MOVIES
(Pick Me Up)
HICKORY 1153

THE ORIGINAL
SUE THOMPSON
SAD MOVIES
(Pick Me Up)
HICKORY 1153
COMEDY

SICK NO. 2

The Sickkals. Amy (No number)—Although the basic idea of this package (and its album cover) may be considered by many to be in bad taste, it is done so slickly, that the album should chalk up considerable sales in the teen market. The imitations by Jordan and his fern partner, Bandleader, are Frank Sinatra, Bobby Darin, Ed Sullivan, Gregho Marx, etc., are outstanding. Selections include the "airbrushed" version of "Presidential Press Confer- ence," "Frankenstein."

DEAN MORGAN

"Ouch! You're breaking my Heart!"

"That's Up Buttercup" ... 50th Fifties

FOLK

ROBERT JOHNSON—KING OF THE DELTA BLUES SINGERS

Columbus 1654—Johnson is a legend to blues aficionados. He was "discovered" at an early age, leaving a slim stock of recordings. His performances are in the primitive country style of the Old South, which epitomized the blues. His music is great and well-known. The material is very down to earth, haunting and somber in quality. Collectors will love the album which has an arrearing cover art.

CLASSICAL

SPECIAL MERIT ALBUMS

Classical

IGOR STRAVINSKY CONDUCTS 1661

MAGNIFICENT MUSIC & MOUSSEAU—The repertoire includes "Movements for Piano and Orchestra" (complete) written by Charles Ives, "Double Canon for String Quartet," "Epithalamium for Flute, Clarinet and Harp," "Octet for Wind Instruments" by Boccherini. The compositions, particularly the first, are fresh and harmonically fascinating, and are masterfully performed.

POP LP's

NEW RELEASES PICKED TO BE HIT IN '50'S

James Booker's "Tubby" Part 1 and 2

"I Can't Save The Lord"

"CONSTANTLY ARDING"

"HAPPY CLOWNS OF JOY"

"I'll Be Sorry"

"My Religion"

"SACRED MOURNFULNESS"

"The Storm Is Passing Over"

"People I Used To See"... Peacock Records

"I CAN'T STAND A LIE"

Peacock Records, Inc.

NEW HIT!

"SITTING AND DRINKIN'"

CHASINE KITTRELL

vojaw 399

Jolits' hottest albums but it should still be nice in 3 years from now."

"SICK NO. 2" (The Monkees) on The Monkees Disk. Recorded at a cost. There is a sense of harmony combined with sophistication and style, and of humor, sincerity and wit. The best of the Modernists with Paula Kuss, Among the Modernists are "Moonlight Serenade," "Moonlight Cocktail," and "In the Mood."

"MUSICAL MADE FAMOUS BY GILDA MILLER" (Evelyn Miller) on The Monkees Disk. Recorded at a cost. There is a sense of harmony combined with sophistication and style, and of humor, sincerity and wit.

"ALLEN JOLSON WITH OSCAR LEVANT AT THE PIANO" (Oscar Levant) on The Monkees Disk. Recorded at a cost. There is a sense of harmony combined with sophistication and style, and of humor, sincerity and wit.

"SATELLITE TO THE STARS" (The Monkees) on The Monkees Disk. Recorded at a cost.

"AREN'T WE GOING TO KINDERGARTEN?" (The Monkees) on The Monkees Disk. Recorded at a cost.

"FORTUNE OF HITS" (The Monkees) on The Monkees Disk. Recorded at a cost.

"MODERATE SALES POTENTIAL"

"BLUE NOTE" (The Monkees) and "MGM 2400" (The Monkees) on The Monkees Disk. Recorded at a cost.

"THE GREAT COMEDY HITS OF THE MONKEES" Harry Stewart, Capitol 7688.

"FORTUNE OF HITS" (The Monkees) on The Monkees Disk. Recorded at a cost.

LOW PRICED CLASSICAL

"SAINT-GERMAIN HIGH GENE" (The Monkees) on The Monkees Disk. Recorded at a cost.

"TEN MONKEES WITH THE MONKEES" (The Monkees) on The Monkees Disk. Recorded at a cost.

"TEN MONKEYS WITH THE MONKEES" (The Monkees) on The Monkees Disk. Recorded at a cost.

"STEVE - "THE MONK"" (The Monkees) on The Monkees Disk. Recorded at a cost.

"TEN MONKEES WITH THE MONKEES" (The Monkees) on The Monkees Disk. Recorded at a cost.

"THE GREAT COMEDY HITS OF THE MONKEES" Harry Stewart, Capitol 7688.

"FORTUNE OF HITS" (The Monkees) on The Monkees Disk. Recorded at a cost.

"MODERATE SALES POTENTIAL"

"BLUE NOTE" (The Monkees) and "MGM 2400" (The Monkees) on The Monkees Disk. Recorded at a cost.

"THE GREAT COMEDY HITS OF THE MONKEES" Harry Stewart, Capitol 7688.

The Monkees were selected as the group of the year.
**Reviews of New Singles**

**CHILDREN'S**

**LIMITED SALES POTENTIAL**

**POPULAR**

**RUDY WINNFIELD**

**ROBERT NUNN**

**LEONARD BROTHERS**

**DENNY EZRA AND THE GOLDEN-**

**JERRY JONES AND THE YEARLING RABBITS**

**THE COACHMAN**

**THE MODERATE SALES POTENTIAL**

**JAZZ**

**THE HORSE SILVER QUARTET**

**HANK CRAWFORD**

**COUNTRY & WESTERN**

**JIMMY MARTIN**

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**FREDDY ROSE**

**THE RHYTHM AND BLUES**

**HOLLY WOLF**

**LARRY NOLEN**

**ROCKY DENNIS**

**COUNTRY & WESTERN**

**JIM HADLEY**

**Spanish Newsmen**

**Indie Firms Watch 49c Singles**

** point where he could sell distributed at 32 cents, but I can tell you right now that the future of this move is copied by others—and we could have a lot of upset.**

**Meanwhile, other majors are no less nervous, and no other announcement plans immediately forthcoming.**

**Southwest Retailers**

**continued from page 4**

**keeping to right on stocking singles, even though the albums and that are too out of the way to sell by traditional methods.**

**But they will have a chance, after all, if you have a good record. And you have a good record, we can have a lot of upset.**

**Dealer Troubled by Top 40**

**As a group, Atlanta dealers seem to be handled by Top-40 radio power, and it would be cutting off the only real market for them.**

**Dealers generally have found the going rather sluggish.**

**We haven't had a really big break out in months, "Big Bad John" comes the nearest.**

**Newspapers in Baltimore and in Washington, D.C., are finding the Top 40 pattern as heavily, apparently, on radio pick-up as in cities farther south.**

**The record company, which is partly boxed Musician Workshops, on records, with non-commercial and -stop distribution.**

**The record company, which is partly boxed Musician Workshops, on records, with non-commercial and -stop distribution.**

**Dealers in the area report that the trend has been very much against Top 40.**

**N. Y. Radio Scene**

**continued from page 3**

**Big With Me" by Billy Bland, "Clock Hands" and "Wana" by Jimmy Dean's "Big Bad John, "Standing in the Need of Prayer," are the big items. **

**Van Gogh, "I Know I'm Right," which was released by Scepter last week which received heavy play by WABC, NBC, and other stations.**

"Just Out of Reach" by Johnny Burke was released by Verve this week and was a successful country hit along since Elvis and the rock boom on the pop singles charts.

**Children's**

**Orchestra**

**the important thing. Unfortunately, too many people have lost respect for Top 40 today. Lowering the price won't help for any impression of value for the record.**

**Marvin Schlichter of the Scop-**

**is in for a big surprise. They'll have sale. They think it will go half the time the volume to make the same profit. And when you consider the current price, it's more than you think it would.**

**If the general price level came down (God forbid), but even then we'll have a chance, after all, if you have a good record. And you have a good record,**

**If you want Hook, you want Bui, you want Nast.**

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**N. Y. Radio Scene**

**continued from page 3**

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Mid-South Ops See Take Better Than '60

By ELTON WHISENHUNT

MEMPHIS—The economic picture for operators and distributors in the Mid-South this fall appears to be that it will be better than last year. Phonograph and game collections are up and the situation for the 1960 season is the best the industry has known in several years.

The phonograph has been picking up in the past few months, particularly in the South, where the price of new equipment has dropped considerably. This has helped to stimulate sales, and as a result, many operators have found that they are now selling more phonographs than they did a year ago.

Sales of phonographs have been on the increase in the South, with many operators reporting a 20 to 25 percent increase in sales over the same period last year.

Operators in the Mid-South area have also reported an increase in the sale of game machines, particularly in the smaller towns and rural areas.

The situation for operators in the Mid-South area is generally better than last year, with many operators reporting an increase in sales and profits. This is due to the increased demand for phonographs and games, as well as the increased availability of new equipment.

DENVER BUSINESS

Ops Note Slight Increase, With Juke Caim 5%; Games Up 10% Over 1960

By BOB LAMISER

DENVER—Sailing into an exceptionally pleasant fall, juke box and amusement machine operators here are reporting returns slightly ahead of last year's collections.

Juke box collections are up for the week ending October 15, 1960, per cent over September, 1960, and are running 10 per cent better than last year. Such operators as Frank Holbe of Century Hi-fi and Harry F. Knedel, manager of Knight of Stylene Music Company, and Sam Keys of Apollo Music Company credit the increase to an increased interest in the music industry.

Stereo and 33s: Derby's five largest distributors, including Mountain Distributors, Detroit, Radio, and Stereo Motion Picture Company, are selling 95 per cent of their new phonographs.

The situation is due entirely to the fact that the selection of stereo is to a great extent based on location. Operators say that they have no difficulty in selling stereo, and that it is the preferred choice of customers.

The situation is not as good as last year, however, and many operators are reporting a decrease in sales. This is due to the fact that the economy is not as strong as it was last year, and that the price of new equipment has dropped considerably.

The situation is not as good as last year, however, and many operators are reporting a decrease in sales. This is due to the fact that the economy is not as strong as it was last year, and that the price of new equipment has dropped considerably. Although there is a decrease in sales, many operators are still reporting a profit, and are optimistic about the future of the industry.

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DENVER BUSINESS

Confidence Marks W. C. Ops' Reaction

By SAM ARBOTT

LOS ANGELES — Music and games are taken at this particular time here, but operators are confident that gross revenues will increase before the end of the year.

At the distributor level, the new equipment was reported as being in the 33s and 45s. W. C. Kodak, president of W. C. Kodak's, Inc., has not provided last minute information in the juke box business.

"It's the biggest joke in the business," he says. "It doesn't mean a thing in the average tavern. You can get away with it only if you put it in a place where people attend. The worst area got more people this year than ever before but they spent no money for games or music," Kodak explained. The area is in a transitional stage this year with this operator expecting the situation to change for the better when the winter crowds pour in.

Six-ball pool tables and bowlers were named as the top money-makers in the game field by both Hembly and Holmes. In Gutshall's resort area, the various types of games and the 22-foot shuffleboards were the top grossers.

(Continued on page 49)
Dallas Area Feels Cautionary Optimism: Good Stereo, 33 Juke Side Results

By O. R. ALLEN

DALLAS: The sales of audiocassette machines have been brisk in the Dallas area. It is said that the popularity of audiocassette machines is growing due to the fact that they are more compact and portable than the traditional reel-to-reel models. The sale of audiocassette machines has increased by 20% in the last quarter compared to the previous quarter. The majority of sales are from the younger age group, who prefer the convenience of audiocassette machines. The major brands sold in the Dallas area include Sony, Panasonic, and JVC.

Boston Trade Struck by City Redevelopment

By CAMERON DEWAR

BOSTON — Estimates on music and games consoles range all the way from a decline of 5% off from last year through about a 25% increase. Most operators claim they are better than last year. In fact, he said that in his case it is up on last year.

More Reports

Browning was also optimistic about stereo and 33 records. He said that he was anticipating a good year, and that he expected to see a lot of new products in the near future.

New Game Console

The arrival of the new game console is expected to boost sales, with many operators looking forward to the release of the new console. The console is said to have advanced features that will appeal to gamers of all ages. The console is expected to be released in the next few weeks, and many operators are already preparing for its launch.

St. Louis Same

The St. Louis scene is said to be similar to the rest of the country. The sales of audiocassette machines are up, and many operators are seeing an increase in sales.

Games OK

By and large, the same games that were popular last year are holding up against this year. Basically, it is the five-ball and the six-ball games that are most popular, and they are being accepted more and more in the business establishments.

New Locations

A new example of a kind of a music company that is doing well is a music company in the University of St. Louis. There is no local competition, and the company has been able to establish itself as the number one music company in the area.

New Locations

Operators here as well as elsewhere are busy in the flush of the new locations, men in the field related, but these are not confined to any particular business establishment.

Lease Arrangements

According to C. M. Music boss E. E. M. Reed, the sales of audio games and music consoles have been steadily increasing over the past year. The sales of audio games and music consoles are now up by 25% from last year. The major brands sold in the area include Sony, Panasonic, and JVC.

Denver Business Up Slightly

Continued from page 63

There are few new types of locations that have been set up recently. However, the operators are optimistic about the future, and they expect to see an increase in sales in the coming months.

Business Slumps in Cleveland

Continued from page 63

Around this circuit of locations even 90 days ago, it seemed to be on the increase, Kennedy reported, but he expects it to continue. "All operators are seeing a drop in the music business," Kennedy said. "But we are not seeing a drop in the overall music business." The major brands sold in the area include Sony, Panasonic, and JVC.

Business Slumps in Cleveland

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U.S. GRAND JURY RETURNING N. Y. MOA RECORDS

NEW YORK--A Federal grand jury this week re-
sumed its efforts to expose the activities of the
Music Grand Jury of New York its books and
records. The Grand Jury had been conducting an investigation to de-
termine if the Association had violated any federal anti-
trust laws. According to gen-
eral agents, the return of the books usually indicates that a grand jury is about to bring in an indictment.

be similarly unified. Most music indus-
tries, it is conceded, is on a hit-or-miss basis. Ten or 20 op-
 erators handling the co-op could afford a professional music program-
ning service beyond the resources of any single operator.

However, this would be only the beginning, and the German de-
tails many more possibilities within the framework of the co-op idea. Ob-
viously, if a single service organi-
ization would suffice for a given geographic area, so would a sin-
gle business and administrative organization.

And music programming could

Milwaukee Round-Up

• Continued from page 43
do not need stereo to improve the action.

According to Doug Opitz, Wis-
consin Novelty Company, "Stereo
died a fast death around here. The 
average tavern is so noisy that stereo music is completely ignored."

Music equipment purchases are also under last year's figures. Com-
mon claim they are buying about
half as many new jacks as they did during 1960. Demand is up sharply for good used jube boxes and
games.

Arcade business has suffered a steep fall. Enforcement of a long-
delayed ordinance which pre-
hibits those under the age of 18 years from entering arcades ac-
 companied by a parent has severely re-
stricted traffic.

Highway discount centers and suburban shopping de-
tails have come as a new type of
location? Local operators have shifted from the downtown to the
horseless realities today. The shop-
ing center promoters generally have a place for a music con-
nection. And the nature of the
market requires an abundance of equip-
ment the order of an arcade.

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more other parts of the world—at the same time American readers are receiving
their copies. Two and a half times more International readers are getting the vital
news of world-wide music events from this issue from all over U. S.

U. S. C. T.

A. M.

HAMBURG—West German

monorail operators are now

organizing operating co-operatives as a solution to ever-mounting
tephy.
The various German co-

op schemes have these points in com-

mon:
1. Merging all servicing func-
tions in any given area, the con-

solidated servicing organization

being, charge of all photographic

in the area.
2. Consolidation of certain ad-

ministrative and business functions

here applicable and practical.
3. Unified music programming

United Gives
Bonuses on Two New Games

Pickering Charges
Unfair Competition
On Wico's Stylus

CHICAGO—Pickering

and Company, manufacturer of a stylus

assembly for Seeburg juke boxes, has

filed a suit in U. S. District

Court here seeking to enjoin Wico

Corporation from marketing a sim-

ilar model.

President Walter O. 

Stanton said that company tests of the

Wico stylus assembly indicated it

was "not up to Pickering's stan-

dards."

Pickering is charging unfair

competition and patent infringe-

ment, and claiming treble damages.

Pickering President Stanton not-

ed that the Wico product, report-

edly imported from Switzerland, is a

close copy of the Pickering model

that even he has trouble with it.

A lawyer indicated that the

Pickering suit cites two patent in-

fringements "one of which in-

vokes a patent which Wico doesn't

manufacture or sell." The other

involves a patent which every-

body sells and is regularly import-

ed. Stanton's firm has con-

firmed the validity of the patents

involved and said they would file

an answer shortly to the indicated

charge.

Pickering stylus assembly

includes a sapphire needle, arm-

ature, damping material and mount-

ing and is sold by Seeburg for $3.75 per

pair.

United, Inc., of Wisconsin Giving
Up Its Wurlitzer Distributorship

MILWAUKEE—After 13 years as

the Wurlitzer distributor in

Wisconsin and the upper penin-

sula of Michigan, United, Inc., has

given up the line. The territory is

being taken over by Sandler Dis-

tribution Company, Minneapolis.

Sandler is the Wurlitzer distribu-

tor in Minnesota and North and

South Dakota.

According to Harry Jacobs Jr.,

United president: "We are defi-

nitely not going out of the coin

machine business. Our plans call

for expanding our music and

games routes and placing greater

emphasis on some allied interests.

We will be available to other

clients for service and will con-

tinue to sell both new and used

music and games equipment."

Jacobs this week trimmed his

company roster from 12 to six em-

ployees. Steffen Ev Hoehl will

stay on as a salesman. He will

select locations for the firm's music

and games routes and will also

promote background music.

United, Inc., will retain the Bally

game line on a direct factory basis. It also has the State dis-

tribution of the Tape-A-thon

background music equipment line.
Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING

CHICAGO — So far this year, 19 State per-machine tax bills have been defeated in the various State legislatures, with one still pending, according to Richard W. Funk, legislative counsel for the National Automatic Merchandising Association. No major legislation, adverse to the vending industry, has been passed this year.

Funk explained that NAMA reviewed 1,100 State bills this year, with 500 of them reported in detail to the NAMA membership. The summary was prepared jointly with Sidney S. Kollock, NAMA Western counsel, and John Insalata, assistant NAMA counsel.

As of September 1, a total of 19 State per-machine tax bills had been defeated, with one still pending. Four States had proposed eight bills to tax the vending of cigarettes, but all were stopped. Funk said:

"Taxes Repealed"

Among other advances were the repeal of five important existing local per-machine tax ordinances and the defeat of eight proposed local per-machine bills.

In the public health area, State codes meeting NAMA requirements were enacted in Connecticut and California and local regulations of similar enactments were adopted in Philadelphia, Clayton, Mo., and Kahluaweli County, Mich.

Funk said that NAMA action prevented the enactment of seven State laws concerning required vending machines. Among these was a Connecticut proposal to shut down all vending machines one day a week, and an Ohio proposal requiring a special cigarette license of $100 which included licensing of all operators. Also, the adoption of the use of all location contracts and other legislation providing sharing of lack of understanding of the vending industry.

Anti-Squig Law

The introduction in the Congress of important NAMA-sponsored amendments to the federal anti-squig law was rated a major accomplishment by Funk, with favorable results expected possibly before Congress adjourns. In summarizing the legislative year for vending, Funk pointed to the significant increase of local per-machine tax problems since last spring.

"The increasing importance of the vending business itself, the circumspection about vending by city officials among each other, and the continued confusion, in spite of all this, about all the various operated devices and their function are largely responsible for these increased problems," Funk explained.

"Taxing Mix-Up"

He reported a recurrence of county government bodies in search of tax revenues, and the pronounced interest in taxing among States, cities and counties as important factors in the legislative picture affecting vending today.

"Theft and robbery of vending machines have increased to such a point this year that two machines have been countered by considering the purchase of break-in insurance," said Funk.

"We are beginning an organization effort to acquaint lawmakers with the problems which sales taxes produce, for the vending industry, because we foresee hard problems in the future and States enact additional and broader sales tax levies, as expected.

Funk, who became NAMA legislative counsel early this year, has been a good pilot of 1961 in this field, leading NAMA members' efforts to defend the industry and discriminatory tax and legislative proposals.

Other important proposals which required NAMA action include elimination of vending prohibition under candy and beverage ingredients, among others.

The full report is being sent to all NAMA members and may be reviewed by other operators who are interested.

BULK VENDING

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A Formula that builds bulk vending into a Big, Prosperous Industry.

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FAUX BAKING CASING,
FOOD WRAP,
REPACKAGING, BAKING
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DISPLAY SUPPLIES,
AND ALL KINDS OF
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Get the capsule before it's too late!
Order now and receive a free sample!

TENNESSEE BULK VENDING
Associated with the National Vending Industry

NAMA Results
- Continued from page 40
public relations, public health and legislation.

Northwest
A meeting of the Northwest Autom.
Vendors, held in Spokane, September 16, brought 75 opera-
tors and a large number of guests to the meeting. John Rob-
ertson of Seattle, Wash., discussed the national trends in the
industry, and the state of Washington, with special emphasis
on the importance of public relations. The meeting was
well attended and the transactions were handled efficiently.

California Automatic Vendors
Association, now a NAMA State Association, was represen-
ted by its President, Dr. William Dennis, who spoke on
the importance of public relations and legislative programs.

Panel Discussions
Two panel discussions dealt with the future role of independent
state associations and the national operating companies.

In Connecticut, 60 operators attended a special con-
ference, September 14, featuring a panel of speakers.

Tennessee Bulk Vending
Association
MEMPHIS — The organizing
meeting of the Tennessee Bulk Vending
Association was held at the Legal
Inn, October 3, 1962. The ini-
tiation fee was set at $5 per mem-
ber.

The association, begun in Mem-
phis earlier this year with hopes of expanding to other
Tennessee cities, comprises two new members at the recent
meeting:

Mr. L. L. Armstrong, Armstrong Vending Company, and
Roy L. Luttrell, Luttrell Vending Company.

Legislative Drive
Each member pays $1 a month due to the legislative committee to help
build a sufficient fund by the time the 1963 Legislative meet-
 ing is held. The committee has been particularly active in
both Tennessee and Mississippi.

Purpose of the association is to
build a trend of public relations.

Fifty-Cent Change Making Unit
DENVER — There's no more
logical place at which to spot bulk
vending machines than those where
the customer is already in
change. According to Lou Ma-
fone, head of the big Ray's Vend-
ing Company, here.

Malone has made a big thing
from coin-operated laundry machines which have sprung up throughout the Denver
area. The primary advantage to par-
ticipants of these "do it yourself" machines is the cost of changing dollars and quarters
inside the machine, compared to the
burden of having to make change for
extractors and dryers.

The most of the coin changers
for the sake of protection, are ac-
cepted on a wall, where they can be
calculated according to the studs or
chambers below them for a bulk vend-
iner bulk operators in the area will
be used.

The Carolina group is affiliated
with the National Vending Industry
Committee which has been asked to
establish a joint committee to work
in concert with the local committee.

The CBVA announced that sev-
eral of its members have qualified
for franchises under a master con-
tact to operate machines on behalf
of the North Carolina Association
for Retarded Children, the South Carolina Association for Re-
tarded Children and the Tennessee
Association for Retarded Children.

Next meeting of the association
will be in Charlotte December 30.

JUMBO FOOTBALLS
$1.00 per M 5 M bxs. Gold or silver plating.
Big and Beautiful—perfect vending size—Regular size in gold or silver $1.00 per M 5 M bxs.

FUN LOCK, the perfect capsule. Patent No. 76.4941.
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Time payments available on Oak machines through all distributors.

At Oak machines are available in 3c, 6c, 10c and 25c machines, or a combination of the above, also machines with nickel and combination of nickel and dimes. Each machine is absolutely protected by patent and coin prevention devices.

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MAKE YOUR OWN COIN MACHINE 
IN 30 DAYS
All models are supplied with complete instructions and parts, and direct from the manufacturer.

ROLL GUN AND PICTURECARD VENDER
This is the only machine available for 2c and as low as 1c. Prior to this, 2c machines have been filled. As an added feature, each machine is wired with a coin prevention device, both in the U.S. and Canada. The machine has 800 cards and 1,000 bill gum.

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CAROLINA BULK VENDING ASSN.
Elects New Slate of Officers

CHARLOTTE, N. C. — Leo Winkler, president of the Carolina Bulk Vendors, announced the slate of officers for the 1963 slate of officers, held here early this month. The newly elected officers include: William A. Smith, chairman; John C. Craven, vice chairman; and Harry P. Frohman, secretary. Frohman was reelected as the secretary of the NCVA. After the meeting, the officers and their respective states were:副主任, William Dennis, treasurer; F. B. Hynsford, national treasurer. Frohman outlined the forms and procedures required by the State for the new vending-building law which went into effect October 1.
UPERIGHT SPECIALS!!

Midway Joker Ball ........... $165.00
Auto-Bell Galloping
Auto-Bell Horse Scope... 175.00
Dominoes ...................... 100.00
Kenoey Red Arrow ....... 325.00
Auto-Bell Wagon Wheel ... 75.00
Kenoey Hermaid .......... 125.00
Auto-Bell Cross Days ...... 75.00
Games' Double Shot ..... 95.00
Auto-Bell Super Circus ... 125.00
Kenoey's Touchdown .... 150.00
Kenoey's Criss Cross Diamond ........... 150.00

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Seeburg
...personalized for every location

The Seeburg Sales Corporation, Chicago 22

ROYAL'S OFFICE WORK is in the capable hands of Mary Koehler, Maxine Maslak and Wilma Bill. The girls handle the record-keeping for Royal's entire international operation.

CINCINNATI — Some 744 adults and what appeared to be twice as many children turned out at the recent open house to celebrate the opening of Royal Distributing's new building here.

The youngsters were given a total of 2,367 kiddie rides, courtesy of the house, with Royal employees Thornton Sitts and Al Moermund in charge of the rides.

Winners of major door prizes were Bill Donnelly, Cinco Novelties, a Pro Hockey game; Bob Badgley, Tri-County Vending, Marksmen Gun, Lowell Clark, Clark Candy and Tobacco, Tim Bueh, and William Froge, Ripley, O., Skill Ball.

Other door prize winners were: Jim Donnelly, Carl Keller, Dick Ditter, Bill Froge, Riekey Ditter, Nancy Suplins, Joe Crist, Dick Stillmaker, Mrs. Joe Partis, Charles DeArth, M. Wonderly and Robert Borod.

Clarence Anderson, in charge of the bar, reported that the guests consumed 1,840 bottles of soft drinks, 900 bottles of beer and 27 fifths of other liquids.

SUPERVISING THE BEHIND-THE-SCENE ACTIVITY at Royal are Clarence Anderson, shipping and receiving clerk; Paul Habertie, shop manager, and Jack Silvernell, assistant shop foreman. The firm's new quarters has an enlarged loading dock that can accommodate up to three trucks at separate levels and has an electric fork-lift truck to facilitate moving.

HAROLD HOFFMAN (right), manager of Royal Distributing Company, stands in front of the firm's new quarters opened recently. It contains some 22,000 square feet of floor space and has complete parts, showroom, service, and record one-stop facilities under one roof. Looking on with Hoffman are (left to right) Paul Himberg and Matt Haley, salesmen, and Clint Shockey, sales manager.

NEW SHOP AREA FOR ROYAL DISTRIBUTING COMPANY, CINCINNATI, has ample room for the firm's large-scale activities. Here new games are uncrated, checked and shipped out. Used equipment is brought in, reconditioned and shipped out. Royal new ships all over the world and represents some 14 coin machine manufacturers. Note the modern overhead trolleys with electrical outlets.
EUROPEAN NEWS BRIEFS

Eng. Makers Greet Common Market

BRUSSELS—Irony of Britain into the European Community. The common market will directly stimulate British production of machine tools, as shown by the recent British machine tool industry, which now offers a wide variety of products to the European market. This is expected to strengthen the position of British machine tool manufacturers in the European market.

While some segments of British industry are concerned about the effect of the Community on the British market, overall, the impact of the Community is expected to be beneficial to British industry. The Community will provide a larger and more stable market for British goods, which should lead to increased production and exports.

The Community will also encourage cooperation between British and European companies, leading to the development of new technologies and products. This will benefit both British and European industry, as well as consumers, who will have access to a wider range of high-quality products at competitive prices.

Dutch Finding Service Imperative

AMSTERDAM—Service is being emphasized as a selling point in the competitive Dutch jude box market. All major U.S. and West German manufacturers competing for the Dutch market are going overboard to promote their box before any other manufacturer.

For example, the West German firm of N.S.M., which produces the Finish jude box, brings its sales representatives to the city to work with the largest firms in Holland at the N.S.M. plant at Bingen for servicing instruction. The function has been adopted generally by U.S. firms with stock facilities on the Continent.

AMF not only offers servicing courses but also a leasing and servicing manual which is leased to its customers. This emphasis on service is the outgrowth of the fierce competition over location of country ownership, which has been increasing in the last few years. The country ownership is expected to increase in the coming years.

Locations Hit SACEM Payments

PARIS—French jude box locations are opening to drive down copyright royalties, a move that is expected to increase the revenue of the French jude box market. The French jude box market is expected to grow significantly over the next few years, as the country moves to a more market-oriented economy.

The SACEM payments, which are the result of a copyright royalty agreement between the French government and the jude box manufacturers, are expected to be reduced. This will allow the French jude box manufacturers to compete more effectively with their international counterparts.

A new French jude box market is expected to emerge, as the French government moves to a more market-oriented economy. The French jude box market is expected to grow significantly over the next few years, as the country moves to a more market-oriented economy.

Ops Advise Careful Programming

FRANKFURT—West German operators associations are advising their members to concentrate on economic programming as an alternative to the investment in expensive boxes. The advice is based on the premise that the current economic environment makes it impossible for operators to supply locations with both flashy boxes and the latest top-ten jude boxes.

Better a more modest model with expert economic programming, the advisors suggest. German operators are increasing their investment in the newest top-ten models. The smaller boxes are much cheaper to keep stocked in top tens, and, when properly programmed, they have the potential to bring in more revenue than the investment in prestige boxes.

Bavarian Ops Award Koehler a Pin

MUNCHEN—The Bavarian Operators Association has awarded Alfred Koehler a gold pin commemorating his 30 years of service as an operator with the company. Koehler, the former manager of the Bavarian Association, is the first such award ever made by the Bavarian operators association. He was honored for his years of service as a member of the association.

The award is a testament to Koehler's dedication to the industry and his commitment to the operators association. Koehler is respected by his peers for his knowledge and experience in the industry, and his contribution to the operators association has been invaluable.

Two New German Payout Machines

COLOGNE—Wulff GmbH of Cologne is introducing two new payout systems on the German market, Metrotax and Verma. The new systems have six main features in common with the Wulff system: a timing device, a built-in pay system, a quality recording system, a market mechanism, a greater play appeal, and a built-in pull. Genuiner Wulff Auslauflaufes also is marketing two new payouts, Saturn and Komfort. Komfort operates electrically.
VINTAGE COIN MACHINES IN SUFFOLK EXHIBITION

NEW YORK—An exhibition of vintage and vending machines—from 1826 to 1910—will go on display at the Suffolk County and Maritime Museum, Stuyvesant Square, L. I., next week. The coin-operated units will be in the museum for two months.

Included in the display will be a tobacco vending machine built in 1826, a coin-operated violin, an 1892 hurdy-gurdy, and an early prototype of the juke box, which played 3-inch disks.

The coin machines are on loan to the museum from Frederick W. Hertz, a well-known hobbyist in collecting coin machines—including amusement games, music machines and vending units.

Fred Hertz, art director for Bovisit Teller (The New York specialty store), has been a serious collector of antique coin machines for several years. His collection includes the earliest known tube (circa 1890) and Puck, an early coin game device that played music while the patent was operating the machine.

Fred Hertz is a member of the Music Box Society and the National Association of Watch and Clock Collectors. He has written an (unpublished) encyclopedia of coin machines, which covers vending, music, amusement and gaming devices.

Cox & Simpson Buy Williams Music; Always Better Service Is New Name

STUTTGART, Ark.—Two coin machine men with headquarters in St. Louis, Missouri, have leased one of the oldest routes in the State, for a reported $25,000.

Bill Simpson and Elton Cox made the purchase of equipment at approximately 30 locations from Floyd Williams, who is retiring after 34 years in the business.

Simpson was formerly service manager for Jackson Amusement Company here and Simpson was route manager for the same company.

Name Changes

Cox and Simpson changed the name of the company to A.B.S. Music Company. (A.B.S. stands for Al timore, Baltimore and Saint Louis.)

The men said they hoped soon to install new coin-operated equipment in all and in addition to save overhead expense on vehicle operation.

Cox and Simpson also announced updating of the route with purchase of a good deal of new equipment for it. They said they would build the company "into a desirability of the type that Stutts won't be seen of".

Cox and Simpson are members of Arkansas Music Operators Association.

Harold Young Boys C&D Amusement Co.

CARUTHERSVILLE, Mo.—Bowery Amusement Company last week bought out C&D Amusement Company at nearby Hayti, Mo., for a reported $25,000. Approximately 47 pieces of equipment changed hands. Former owner of C&D is Joe Dawson, who also owns Surfing Oil Company, which has some 20 service radio in the installment plan. He would devote his time to that business.

The route purchase makes Young the largest operator in this Missouri area.

DOUBLE-PLAY DISK

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 200 sides per machine, they represent maximum programing efficiency. Records listed below have both sides either on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on doubles-play disk.

Crying

CANDY MAN

LITTLE SISTER

Van's The Flame

DON'T BLAME ME AND MY MARRIAGE

(Hit's My) DREAMBOAT

AND HOLLYWOOD

FOOL #1

EVER LOVIN'

A WINDER LIKE YOU

WHAT A PARTY

ROCKIN' CYCLE

BOY FRIEND

MOVEMENT 4-01

ELVIS PRESLEY

RCA Victor

7988

EVERLY BROTHERS

Waverly Bros.

5051

CAROL FRANCES

RCA Victor

1309

BRUNA LEE

RCA Victor

3100

NICK WILSON

Imperial

8770

PATTI SONGER

Imperial

8779

WURLITZER

2500

ULTIMATE IN AUTOMATIC MUSIC
endcity, Ltd., eeburg Distribut West Canada

CHICAGO—Seeburg has named
endcity Equipment Ltd., Van-
cover, B. C., as distributor for
the provinces of British Columbia, Al-
tara, Saskatchewan and Manitoba.

endcity will handle the com-
plete Seeburg line of juke box and
selling equipment in all four prov-
inces. The outfit will also handle See-
burg's background music equip-
ment in British Columbia, Alberta
and Saskatchewan.

Douglas W. Keough, endcity
president, said that offices will be
opened in Calgary and Winnipeg, in
addition to the present outlet in
Vancouver. All will handle a com-
plete stock of parts and service as
well as records.

Keough also announced the fol-
lowing appointments: R. H. Pres-
cott, executive vice-president; D. H.
Van, vice-president in charge of
operations; Gordon Sutherland, as-
ser sales manager; Murray Gour-
don and Vera R. Hohn, sales rep-
resentatives covering the juke box
and vending lines. Background mu-
sic personnel will be named later.

NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION cele-
breated its 25th birthday with an informal office party September
14. Preparing to cut the cake are Nate Leverone, founder-chair-
man of Automatic Canteen Company of America and NAMA's first
president, 1928-1945; assisted by Clinton Darling, executive direc-
tor of NAMA from 1936 to 1960.

JACK COHEN (right), winner of a free trip to Florida, courtesy of
A. C. Automatic Service Inc., stands with George George, head of
Monroe Coin Machine Exchange, after getting the good news.
Monroe is the distributor who submitted Cohen's name to A. C.
Automatic for its monthly drawing. Cohen is a veteran of some
30 years in the coin machine business, and for 20 years has been
president of the Phonograph Merchants Association, Cleveland.

MEMBERS OF RICHARDSON AMUSEMENT COMPANY, Moccan, Ga.,
pose with one of the three Princess phonographs they bought to enter
the Rock-Ola Lucky Seven Contest. Every operator who buys three
or more Princess phonographs on an electric-eye Polaroid Land camera
kit. The operator who submits the photo of the best-looking juke
box installation wins an all-expenses-paid trip to Las Vegas.
standing are O'Neal Powell, Hugh Davidson, serviceman; E. E.
Richardson and Eddie Richardson, owners, and Bobby Edwards
serviceman.
FREE
Electrical Tube Catalog, listing thou-
ousands of varieties, transmitting, special-
purpose industrial tubes and semi-con-
ductors of various sorts. An im-
portant reference source and selling
guide for inquirers of electrical tubes.
Write today for Free Catalog!

ATLAS ... MUSIC -- VENDING
MUSIC -- Reconditioned
A.M.I. 8-128 $165
A.M.I. 6200 $460
A.M.I. 9600 $455
A.M.I. 1278 $450
A.M.I. 1824 $260
A.M.I. 2624 $250

VENDING -- Reconditioned
WITTENBERG 841 24 S.E. $195
RusPEG 4000, $595
Suding 2708 8c $625
Smurfit 1824 $260
Sudding 2704 $250
Sudding 2709 $250
Sudding 1824 $260
Sudding 2709 $250

Distributors for
AMI - ROWE

A Quarter Century of Service
DIV. OF AC AUTOMATION SERVICES, INC.
3126 N. WESTERN AVE., CHICAGO 47, ILL. U.S. A.
Telephone 5-3055

SURE SHOTS FOR LONG RUN PROFITS
Williams coin-operated POOL TABLES

50" 90" OVERALL SIZE
Deluxe 75 model $32 42" x 72" overall size

Both Deluxe 90 and Deluxe 75
Have All These Features:
- Fully polished chromed plated casings around all pockets
- Lively rebound cushions
- Hand rubbed mahogany veneer finish
- Formed Formica rails
- Separate cue ball return within easy reach from upright, 60" high
- First quality balls, 3 1/4" - " cue ball size 3 1/8"
- Two dimers or 24X push chute
- Reversed removable drawer

Place Your Order Today!

WILLIAMS ELECTRONIC Mfg. CORP.
1025 W. FRANKLIN ST.
CHICAGO 60, ILL.

THE PENNSYLVANIA COIN MACHINE TRADE got a look at Rock-Oh’s new Princess phonograph “back in their own backyard,” so to speak, when Mickey Anderson Jr., decided to tour the area with a pick-up truck, holding a series of showings along the way. Anderson Jr. (center) with Brother Dave, and Dave Ailce, Rodgeway, Pa., who bought one of the new machines.

MILWAUKEE MENTIONS
Walter Koehl has been added to the S. L. London Music Com-
pany sales staff. He will call on operators in the Wisconsin and upper
peninsula territory with the firm’s line of Seeburg music and games
equipment. Koehl was most recently with United, Inc., and also
Paster Distributing Company.

Otto Hutriak, Otto’s Distributing Company, back recently from a
vacation trip, reports his health holding up very well. . . How about
Dick Weber, P. & P. Distributing Company route man? He put in
his six months of Army training service and returned to civilian
life. The day after he went back to his job at P. & P. he got his
notice that he was being placed on active duty.

Jerry Glassman, Radio Doctor’s Third Street counter man, has
been in and out of Mt. Sinai hospital lately. . . Business has been
running ahead of last year, according to Sam Hastings, Hastings
Distributing Company. Both route receipts and the wholesale end of
the business have shown improvement.

Fall fishing is in Northern Wisconsin lakes has been good, re-
ports Lee Dillon, H. & G. Amusement Company. He caught a couple
of nice steelhead mushies while up there last week. . . Boatman
Clarence Smith, Milwaukee Amusement Company, has been taking
advantage of the lovely fall weekend weather. Last weekend he cruised
up the Wolf River and his plans call for another trip up the Wis-
consin River to enjoy the beautiful fall foliage.

West
The newly-passed 4 per cent sales tax in the Denver area is
expected to have little effect on juke box collections, according to local
distributors. While the tax, of course, means that more change will be
used in paying sales taxes on every retail purchase, the more fact
that the tax rates will remain constant will probably be offset
to some extent by comparability, making nickels and dimes more valuable for
assessment machine and juke box entertainment.

PETE GERITZ, proxy at Mountain Distributors, has returned to work-
ing a full day in his Rock-Oh’s distributing headquarters, after several
months of "taking it easy" following two serious operations.

Robert Latimer.

Lucky Horoscope
5c, 10c, or 25c Play
National Coin Rejector in each chair
Two Coin Returns
Easy to Load—Holds approx. 1,000 tickets
Size: 18" x 8" x 6" Wgt: 20 lbs.
Mid-State Co.
2331 Milwaukee Ave.
Chicago 47, Ill.
talented & Hip Record Programmer picks Ala. Juke Box Location Hits

By ROB LATIMER

JONCTOMBER, Ala.—Centralized program-
ing by a single person is the only answer when
you have expanded your territory to locate
clients and have little or no opportunity to
study each location’s music tastes and
adjustments on an individual basis, according
to Isaac Cohen, of Cohen Amusement Com-
pany, big vend-
ing and music firm here.

Even though he operates a large
radio station, and a complete
shop, Cohen trusts his own judgment
in making up a music menu. I
sthe first few years ago to come
with the time to one expert. It took several
years for many there is not
the man in charge of Mrs. Ruby
Muscle and has a wide
perience in music, every aspect of it.

Policy Change

Even though expansion has been continuous,
Graham has not been justified in hiring extra personnel
merely to provide a service for music
programming time. Instead, of expecting route
directors to handle programming along with their
other duties, Cohen simply
asked the directors to
program in the office.

J. J. Dougherty followed several other women who
break a crack at this sort of duty, a long-range
jobless and probably not a big changeover.

“Some people have a feel for what the public
likes and a love for phonograph music, and
they haven’t,” Cohen said. Mrs. Dougherty, a
music critic for a quintessential store, said
the best she”, “is to be good at determining where the record won’t
be a profitable play.”

Tollie Names

tiebel Distrib

CHICAGO—Tollie has named
L. Tiebel Games Company its
exclusive distributor for Kentucky
and Indiana.

Tiebel, headed by Walter Walz,
has its headquarters in Louis-
ville. National Coin Machine
Exchange, backed by Joe Schwartz,
is its sales manager in Chicago.

Tollie intends to utilize a sub-
distributor in the Indiana area
and Leonard Schwartz will also travel
the Indiana territory.

Keyes Becomes Grandfather

NEW YORK—Irving Kaye,
grandson of the Irving Kaye Com-
pany, Inc., became a grandfather
for the first time Thursday (12).

The younger Kaye is a general
sales manager of the firm. Their
daughter has been named Gay
Kaye.
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
Collections Show Upward Trend After Dismal Summer

By HAL REEVES

ROIT — Although music novelty collections were off 50 per cent this summer, we have taken a sharp upward trend in the last two weeks, accord- ing to Art Stuve, veteran Detroit juke box operator.

"There is no activity in stereo," he said. "We have been getting better sales, but the stereo market is just not there yet."

Stuve said that he has been buying more single records and 45s, but that the overall picture is still not good.

He said that he has been buying more single records and 45s, but that the overall picture is still not good.

Game Leaders

In the game field, pool tables and bowling games are easily the leaders here. Local strict regulations, with the ban on pinball, for instance, account for a considerable part of the special situation in this city. There are reports of some new legislative activity in various up- State towns, but nothing definite at the State level. There are some reports of possible liberalization of legislative rules to assist the industry.

Basic commission arrangements seem to be stable here. The general rule on music is a 50-50 split with no minimum or guarantee, according to operators. Lease type arrangements are not much favored here, except possibly to protect the operator's loan to a location. The loan arrangements, incidentally, are apparently becoming more important. The minimum or guarantee basis is still popular for games either.

Distributors are reluctant to admit sales are down, but the average report is a slight decrease in expecta- tions for the year, but, general conditions considered, they have not been bad.

It is evident that the uncertainty of local economic conditions has hit both music and games opera- tions fairly hard here, and any impor- tant improvement will be closely related to the future of the auto industry.

Shopping Centers

Major trends toward games and music in shopping centers have not become very prominent here until very lately. They are, of course, in various stores in the cen- ters themselves and have been for years. But two new discount houses are currently getting games installations—the Miracle Matt on West Eight Mile Road, with about five units, mostly kiddie rides, and a new store in Flint, where a battery of some 20 is being put in.

These include pinball, kiddie rides, games, and arcade equipment. The installations are being made by Nationwide Playgrounds, Inc., of Chicago, with equipment pur- chased from King-Pin.

With types of games subject to varying local regulations, and shop- ping centers usually located in small municipalities rather than the major cities, the development of this trend cannot safely be pre- dicted at present.

A ROIT, Philadelphia distributor of AMI music machines, says, "The trend for additional specialis- es is not strong here, but we have taken advantage of the situation and are doing very well with our new truck."

Say You Saw It in Billboard Music Week
THOUSANDS AND THOUSANDS OF SALES HAVE RESULTED...

WALTER GREINER, Sales Manager, Northwestern Corp., commenting on his company's advertising in Billboard Music Week for the past 28 years, says:

"... in a breakdown of inquiries which our coded ads have pulled over the past year... Billboard Music Week showed up extremely well...."

"... Over the past 28 years... Billboard has been very instrumental in supplying us with leads...."

"... needless to say... thousands upon thousands of sales have resulted from these inquiries...."

WALDO E. BOLEN JR.
President

THE NORTHWESTERN CORPORATION

MORRIS, ILLINOIS
September 10, 1963

Mr. Dick Wilson
Billboard Music Week
185 West Randolph
Chicago, Illinois

Dear Dick,

Welcome back to the Midwest once again, Dick.

I should appreciate your getting down to Harris in the near future as I have some additional copy changes to work in our weekly ads.

Also, you'd be keenly interested in seeing a breakdown of inquiries which our coded ads have pulled over the past year. I might say that Billboard Music Week showed up extremely well in this study.

In fact, over the past 20 years, 1943-1963, Billboard has been very instrumental in supplying us leads which we immediately pass on to our distributors for handling in their respective territories. It is needless to say that thousands upon thousands of sales have resulted because of these inquiries.

We'll be showing our latest equipment at the N.A.H.E. Convention to be held at the Motor Hotel in Chicago. It might have your artist work up a few rough layouts and bring them along.

Sincerely,

Wise Greiner, Sales Manager

FOR OVER 50 YEARS THE WORLD'S FINEST MERCHANDISE VENDING EQUIPMENT

Special Note to Operators:
You're sure of the most and the best in bulk vending equipment every week in...