French Ops Admire De Gaulle’s Actions

By Omer Anderson

PARIS—The juice box trade’s love affair with General Charles de Gaulle is still thriving passively.

The General appears to have been as successful with the coin machine trade as he has been unsuccessful in Algeria. Under de Gaulle’s Fifth Republic the coin trade is thriving, and phonograph operations have never been more prosperous.

This doesn’t mean that all operations are prospering and problems have become extinct. But trade conditions under de Gaulle’s regime have improved steadily, and the industry generally has reached a peak of postwar prosperity.

The General has proceeded on a no-nonsense basis to eliminate many of the restrictions and much of the harassment which held the trade under the Fourth Republic of “revolting-door premiers.” Jacques Rosnald, a veteran op- erator on the Ria de Grenelle, praised the trade’s affection for de Gaulle in these terms:

“We are businessmen, and what we have wanted is simply to be left alone. (Continued on page 47)

AND NO DISCOUNT

After Hours, Surprise Lend Spice, Sales to Nation’s Record Markets

By Bob Rolontz

NEW YORK—“Spincity alone doesn’t sell a magetic type of record—it has to be funny in the first place.” These words of wisdom come from Stanley Borden, veteran record man who today might be considered the king of the sophisticated record market with his After Hours, Surprise labels. Records, Borden Bell Book rec- ords, Volumes I and II, have sold over 200,000 and 200,000 repectively, which is an awesome sales achievement today.

Interdisc Distrib

Farms Own Label

PARIS—Interdisc, the Swiss-based international record dis- tributing company, has inaugu- rated its own company in France. The company is known as Interdisc Paris and is located at 67 Blvd. de Clichy, Paris.

Interdisc Paris is representing in France several American independ- ent companies, including World Pacific, Stinson, Big Bear, Jersey Jazzland, Contemporary, Good Time Jazz, Hi Fi, Popula and the Prestige labels Bluevilles, Moodysville and Swingville.

Activities of the new company will consist of manufacturing and promoting the product of these companies, and of developing its own catalog in France.

In charge of Interdisc Paris is Alain Batia. Also with Interdisc are Frank X. Shaefer of Big Bear, Harold Barlay and Jean Tronchet (from Jazz Hot).

First domestic releases in Inter- disc’s ambitious program include J.P.’s by top sellers Cannonball Add- erson, “African Waltz”; Lew Mc- Cain, “In San Francisco” and Wes Montgomery, “Movin’ Along.”

It is expected that Interdisc will commence with its own local re- coding program of jazz and pop artists in Paris.

Record Firms Jockey for Better Profits Through Widespread Distributor Activity

By Ben Grevatt

NEW YORK—A surge of grippe disrupted the distributing busi- ness last week. Continuing re- cently noted patterns, lines con- tinued to change hands in various markets, giving rise to continued dealer complaints on protection of inventory. Beyond this, there was a lot of activity among distributors in some cases and adding of others. On yet other fronts, there were rumors of new combines of distributitions in dif- ferent cities cropping up.

Though no clear-cut trends were indicated the shifts were seen as a reflection of the hard business conditions of the times. All moves were aimed at getting a better shot at the market and effecting a more favorable ratio of selling costs to profits wherever possible. Dealers hoped it all might mean a more responsible distributor approach to dealer profitability.

Kopp Closes Branch

In one instance, Kopp Records, which started its own branch in New York less than a year ago, discontinued the branch and re- turned to independent distribution. The line is now being handled by All-State Distributors.

In another case, Capitol is discontinuing its branch in Cleveland. The market will be served in the future by retail sales with product to be shipped out of Pitts- burgh on an overnight delivery.

GERMAN INDUSTRY KEYS PITCH TO TEEN MARKET

Firms, Shops Set Disk Clubs, Phonobars For Segment Buying 60-70% of Singles

Hamburg—West German disk- sellers are cultivating the tem- porary segment of the disk trade, and the sales surveys have disclosed that teen-age purchasing power has been grossly underestimated in this country.

Disk shops are making it a point to cater to their teen-age clientele. Teen-age disk clubs are being formed, and teen-age phonobars, established in record shops.

The attention being showered on the “twist teen and twenty” set is rooted in a set of impressive statistics culled from a series of trade surveys.

There are 3.5 million teen-agers in West Germany (with total popula- tion of 47 million), and teen-agers have monthly disposal in- come estimated at 250 million marks ($57,500,000), or around $590 million annually.

The 3.5 million German teen- agers buy between 60 and 70 per cent of the 55 million phonograph records produced annually in West Germany. In fact, the Bonn govern- ment’s Ministry for Family Affairs, Franz-Josef Wurmmeyer, claims that teen-age buying averages annually ($50 million) on phonog- raph records.

These studies are supported by similar surveys conducted in Eng- land, Italy and France, with buying by 44 per cent of all phonograph records and record players sold in retail shops.

In West Germany the disk- sellers are not alone in recognizing the purchasing power controlled by the teen-agers. The German teen- age folk is a very competitive among consumer goods produc- ers for the teen-age-agers’ marks.

All this gives the German disk sellers a chance to explore in an effort to take still higher record sales to the teen-age market. West Germany’s teen-age disk market is concen- trating on these points.

Index to Contents

| General         | Hot R&B Sites | 29 |
| Music-Phonograph | Programming-Magazine by Category | 31 |
| Album Cover of the Week | 1 |
| Best Boys In Records | 1 |
| Single Record Review | 12 |
| 1964 Year Round Report | 13 |
| Phonograph Records by Category | 29 |
| Coin Machine Operating | 41 |

Paid Circulation This Issue 21,181
Grants May Change AM Radio Formats

By MILDRED HALL

WASHINGTON—The "hopelessly stereotyped" AM format, on which most AM stations rely for their profits, will be gradually altered by a curriculum of additional AM radio programs that may change the sound of music and create some competition, according to a recent FCC Commissioner's report.

Kentucky Broadcasters' Association last week (1961) says that an "independent and intensive study of the situation is needed," and that the Federal Communications Commission will ask Congress for funds to study the matter. Ford said the agency will have to determine whether the public interest is being served by the "me too"-type of policy of station grants, or whether the growth may be stunted by degrading program service to the public it was intended to serve.

Ford opined that the number of AM's permitted to operate in one market could take some of the financial (and hence ratings) pressure off licenses, and possibly allow the slow process of 40" or "turntable" programming on radio.

To the radio viewers, this would be a mixed blessing. It would reduce the number of..."}

Paul Cohen Heads New Kapp C.W.

Record Division

NEW YORK—Kapp Records last week announced the formation of a new Record Division, with Paul Cohen, who succeeded Dave Kapp at Decca Records, as its manager. Cohen, who heads the operation, is a former radio publicist and a former manager of a number of artists. He was joined by Andy Snitz in the production department.

The new division, according to a recent success story, will be located in Nashville, by Cohen. Cohen, over the years, has been associated with a number of artists, including his own label, Todd Top Rank, and with the Columbia, Decca and the United Artists.

The division's objective is to produce music that is different in sound and style and to develop a new line of artists. Cohen has signed several artists, including the orginal Beatles, the Rolling Stones, and the Byrds.

H. Starr, Conkling Rockmill Buy Stock

WASHINGTON—Herman Starr, publisher and board member of the Warner Bros. music company, bought up to $5,000 shares of Warner Bros. common stock, in August, according to a report in Security and Exchange Commission's September bulletin of "insider transactions." Starr made a similar buy-up on March 6, 1960, but sold the 7,500 blocks of shares back to the company in January, 1960, according to SEC report. (BMW, Warnerua)

Another officer of Warner, James J. Conkling, recently bought up to $3,000 worth of Warner Bros. shares, under option purchase. Jack L. Warner, president of the company, bought 5,000 shares of common, in a block dated on May 22, 1962.

In a Dec. 2nd transaction, Milton R. Rockmill, president, acquired 600 shares as co-trustee, bringing his total holdings to 279,300 shares. (Cont.)

Jeff Kruger Inks King Disk Deal

NEW YORK—Jeff Kruger, British Night impresario, music publisher and head man of Embassy Enterprises, has signed a worldwide whirlwind visit here Tuesday (17) for Studio One. Kruger, who is also President of King Records, presides at the British music industry's most respected rhythm and blues talent showcases. He was accompanied by his wife, Joan, who is the British representative of the very British Press Association. The couple stayed in the week's only hotel, the Royal, and then took off for the week's only show, at the Royal Albert Hall for a concert tour of the week's only band, the Rolling Stones.

Kruger, who is also President of King Records, is one of the most successful British publishers, having published the careers of many of the week's only British artists, including the Beatles, the Rolling Stones, and the Who.

The deal was signed at King Records, and Kruger is currently negotiating with the Beatles, the Rolling Stones, and the Who. The Beatles and the Rolling Stones are the most successful British bands, and their records are the most popular in the world. The Who are also a very successful band, and their records are very popular in the United States.

The deal will allow Kruger to continue to publish and promote the careers of the Beatles, the Rolling Stones, and the Who. It will also allow him to continue to promote the careers of other successful British bands, such as the Who and the Stones. The deal will also allow Kruger to continue to promote the careers of other successful British artists, such as the Who and the Stones. The deal will also allow Kruger to continue to promote the careers of other successful British artists, such as the Who and the Stones. The deal will also allow Kruger to continue to promote the careers of other successful British artists, such as the Who and the Stones. The deal will also allow Kruger to continue to promote the careers of other successful British artists, such as the Who and the Stones. The deal will also allow Kruger to continue to promote the careers of other successful British artists, such as the Who and the Stones.
New Sinatra, Ferrante & Teicher, Mono Hit N.Y.C.

NEW YORK—Frank Sinatra, who hasn’t had a single hit for a spell, appears to be on his way to a string of them. He has been riding high on the “Billboard” charts ever since the release of his new album, “Sings for Only the Lonely,” and Jerry Butler’s “The Thrill is Gone” recording of the same song. Jerry Butler version is currently ousting the Henry Mancini recording of “Violette” as the top seller.

Slow Selling Stars

A number of seemingly hit potential sellers are not yet breaking down the New York doors with their new releases. A couple of the more promising are “Muskat” and “Don’t Blame Me” by Donny and Marie’s new album, “To the Max.” But they are just one of a host of new album sellers for the fall season.

Record Firms Sure to Reap Benefits of Promotion, Themes, Advertising, Artists

By JUNE BUNDY

NEW YORK—Hollywood is on a big-budget musical kick again, and the recording industry may benefit from the new trend, via increased promotion of musical fare, and stepped-up sales activity in the sound track album and record markets.

The record business has made a tidy profit in recent years on its sound track albums; but most of these albums were featured pictures; which were straight comedy or dramatic shows. However, though they rarely were used in big production numbers, film themes have been known to sell thousands of copies. Kinky挑选 expec

The most striking example of the success of the sound track albums was the multimillion-dollar version of “The Sound of Music” for 69 cents, but so many customers wanted to know what was behind the music, they raised the price back to 99 cents.

BAD JOHN, “Moon River” Beat Slow Baltimore Upsurge

ATLANTA Fair Hurting Oct. Record Take

ATLANTA—In Atlanta last week the Southeastern fair was still holding down record sales somewhat by rhythmizing teenagers’ spending money. Nevertheless, “very good sales” were reported by Atlantic’s Troy Scudder; “I Love How You Love Me,” the Paris Sisters; “Bad John,” Moon River, both versions; “Please, Mr. Postman” and “Pushin’ Your Luck,” by Stevie King and Jerry Butler. The best-selling albums are “Heartaches,” by the Marvelettes on Colpix; “Let There Be Drums,” by Sandy Nelson; “Rockaway Baby,” by the Hurricanes; “Your Ms. Said You Cried,” by Kenny Dennis on Munic; “My Last Cry,” by the Starlets on PM; “My Heart Belongs Only to You,” Jackie Wilson on the Vanguard; “Drum Beat” by the Intruders on the Smash; and “Tina” by the Four Tops on the Epic.

New York RCA Victor exhausts have not yet decided what artists will be on the first records to be issued on the new 49-cent Grove label. More records will be released next week. However, it is known that Sony James has already recorded transfer to the label, and that at least one other fair artist has also moved over to the label, but has not officially signed a contract.

Sony James made her request to Chet Atkins, Victor Nashville director, last week. It is rumored that a 49-cent disk will increase single sales all over the country, and will be a boon to operator and the record truss. James is trying to get his new waxing, “Young Love” issued on Grove on the label’s first or second release.

The fact that artists have requested transfer to Grove indicates that the company will be as busy as some tradetesters have predicted to get names on the Grove artist roster. However, it can also be expected that Grove will sign new young artists as well, since the label is aimed at teens.

Meanwhile Morty Craft, of War-

Victor Mulling Artist Roster For 49-Cent Grove Label

NEW YORK— RCA Victor

ATLANTA—Dealers are begin-ning to feel the start of the fall season, as “Bad John,” “Moon River,” both versions; “Please, Mr. Postman” and “Pushin’ Your Luck,” by Stevie King and Jerry Butler. The best-selling albums are “Heartaches,” by the Marvelettes on Colpix; “Let There Be Drums,” by Sandy Nelson; “Rockaway Baby,” by the Hurricanes; “Your Ms. Said You Cried,” by Kenny Dennis on Munic; “My Last Cry,” by the Starlets on PM; “My Heart Belongs Only to You,” Jackie Wilson on the Vanguard; “Drum Beat” by the Intruders on the Smash; and “Tina” by the Four Tops on the Epic.

New York RCA Victor exhausts have not yet decided what artists will be on the first records to be issued on the new 49-cent Grove label. More records will be released next week. However, it is known that Sony James has already recorded transfer to the label, and that at least one other fair artist has also moved over to the label, but has not officially signed a contract.

Sony James made her request to Chet Atkins, Victor Nashville director, last week. It is rumored that a 49-cent disk will increase single sales all over the country, and will be a boon to operator and the record truss. James is trying to get his new waxing, “Young Love” issued on Grove on the label’s first or second release.

The fact that artists have requested transfer to Grove indicates that the company will be as busy as some tradetesters have predicted to get names on the Grove artist roster. However, it can also be expected that Grove will sign new young artists as well, since the label is aimed at teens.

Meanwhile Morty Craft, of War-

Victor Mulling Artist Roster For 49-Cent Grove Label

NEW YORK— RCA Victor

ATLANTA—Dealers are begin-ning to feel the start of the fall season, as “Bad John,” “Moon River,” both versions; “Please, Mr. Postman” and “Pushin’ Your Luck,” by Stevie King and Jerry Butler. The best-selling albums are “Heartaches,” by the Marvelettes on Colpix; “Let There Be Drums,” by Sandy Nelson; “Rockaway Baby,” by the Hurricanes; “Your Ms. Said You Cried,” by Kenny Dennis on Munic; “My Last Cry,” by the Starlets on PM; “My Heart Belongs Only to You,” Jackie Wilson on the Vanguard; “Drum Beat” by the Intruders on the Smash; and “Tina” by the Four Tops on the Epic.

New York RCA Victor exhausts have not yet decided what artists will be on the first records to be issued on the new 49-cent Grove label. More records will be released next week. However, it is known that Sony James has already recorded transfer to the label, and that at least one other fair artist has also moved over to the label, but has not officially signed a contract.

Sony James made her request to Chet Atkins, Victor Nashville director, last week. It is rumored that a 49-cent disk will increase single sales all over the country, and will be a boon to operator and the record truss. James is trying to get his new waxing, “Young Love” issued on Grove on the label’s first or second release.

The fact that artists have requested transfer to Grove indicates that the company will be as busy as some tradetesters have predicted to get names on the Grove artist roster. However, it can also be expected that Grove will sign new young artists as well, since the label is aimed at teens.

Meanwhile Morty Craft, of War-
GEMA Rejects All Charges That It Operates Outside Govt. Supervision

By OMER ANDERSON

MUNICH—GEMA, the West German copyright organization that represents the Bonn Parliament that the performing rights societies are under governmental supervision. The GEMA board of directors, declared that GEMA voluntarily submits to the Bonn government to maintain its fee structure.

Schulze, referred to Bundestag interpellations asking for the GEMA to disclose financial information as requested by Schaeffer, to explain in detail the GEMA setup. The representations dealt in particular with GEMA's distance from the Bundestag, which demanded GEMA to accept the Bundestag deputies accused GEMA of having achieved "a measure of autonomy," and of excessive spending for administration.

But Dr. Schulze rejected this implied criticism, which he termed beyond fair competition. The Bundestag's resolutions came as a "matter of principle," and Schulze stressed the continuance of the Bundestag's critical concern.

The GEMA official declared that the copyright organization's position is irrefutably demonstrated by the fact that it has been entirely self-operated in making public its operations. In January 1952, Schulze pointed out, GEMA voluntarily reached an agreement with the Bundestag of Germany submitting GEMA to the minister's supervision.

This agreement, according to Schulze, had these main points:
1. The Bundestag in the GEMA's domestic and religious affairs, as agreed.
2. A seat for the GEMA in the Federal Ministry, together with explanatory material and supporting evidence.
3. To furnish the Justice Ministry at any and all times information concerning GEMA's domestic and religious affairs.
4. To invite a representative of the Justice Ministry to the GEMA's regular meetings.

Schulze maintains that GEMA, in effect, agreed voluntarily to operate inside a golden-felt, granting GEMA the opportunity to set up its own branch to any branch it wishes in Germany. A Federal justice minister, Fritz Schaeffer as having the opportunity to set up its own branch to any branch it wishes in Germany.

There is no evidence to the contrary, insisted Schaeffer, that the German Federal Ministry of Justice is not fully informed of GEMA's activities.

Some critics argue that GEMA's relations with government agencies are governed by its internal policies. It has been suggested that GEMA's fees are too much for its services, and that it is too small and inefficient to be a fully effective organization.

In fact, GEMA maintains that it is not a government agency, but rather a private business. GEMA's structure and management have been designed to ensure maximum efficiency and profitability for the benefit of its members. GEMA's fees are based on a percentage of the gross revenues generated by its members, and are determined by market forces.

GEMA's current financial difficulties, it is argued, are due to the fact that the organization has been unable to adapt to changes in the music industry. However, GEMA maintains that its financial problems are due to the fact that the music industry is not making sufficient revenue to cover its costs.

In conclusion, GEMA's position is that it is not a government agency, but rather a private business. Its fees are set by market forces, and its financial difficulties are due to the changing landscape of the music industry.
BIG BAD JOHN
4-42175*

TAKE FIVE
4-41479*

ROCK-A-BYE YOUR BABY WITH A DIXIE MELODY
4-42157*

JIMMY DEAN

DAVE BRUBECK

ARETHA FRANKLIN

IT'S YOUR WORLD
4-42055*

DANNY BOY
4-42199*

MARTY ROBBINS

ANDY WILLIAMS

DECORATING the charts!
Five winners on COLUMBIA RECORDS

*also available on Single 1319
JAPANESE COPYRIGHT LAW DUE FOR THOROUGH REVISE

TOKYO—With an intention to revitalize the outdated Japanese Copyright Law, the Ministry of Education is determined to terminate the postponement of the long-awaited revision session this year. The revision will study and discuss the much speculated amendment of the Copyright Law. This will be done to conform with the modern development in the field of international copyright law.

The time-worn Japanese Copyright Law was enforced in 1899 and protects the rights of authors of literary, musical, and artistic works. The law, though not as strict as European or American counterparts, provides for such audio-visual facets as radio, television, phonograph records, and computer programs.

No radio or television station in Japan owes any obligation to make payment for records used provided that the label named in the records are released in Japan under government programs. Neither author nor composer is entitled to receive any compensation for the rights of composition for the radio or television station. Whenever Japanese records are used for radio or television transmission, no personal clearance is necessary with respective domestic copyright law, while in this country, records pressed from imported masters and of Japanese origin go entirely "free of charge" on the air, no remuneration is due legally.

These facts have forced the Ministry of Education to make up its mind to extend the scope of protection and establish concrete regulations to cover every category in audio-visual field.

The Japanese government dispatched five representatives including Mr. Tatsukichi, Minister to Yugoslavia to the diplomatic conference on copyright held in Rome from October 10. This conference aims to establish the rights of performers, producers of phonorecords, and audio-visual works. The conference is expected to make a slight, if not moderate move. This move might be a major step in changing the Japanese Copyright Law in the direction of the recent trend in the international copyright convention, to which a great many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).

The contents of the projected revision of the Japanese Copyright Law, though in detail not yet determined, are supposed to incorporate a great deal of the spirit of Berne Union and the 1952 Paris Union, as well as the latest convention, to which the Japanese Ministry of Education desires to take a positive step to align the major parts of copyright in the country with the rest of the world. The latest convention, to which many of worldwide states (except Japan) are signatories, is Berne Union (revised in Brussels in 1948).
The Story of a Millionaire

This is the story of a millionaire. No, not a millionaire in the sense of dollars or securities; but a millionaire in far more important values – friendships and loyalties.

In the past few weeks, since first announcing I was leaving Roulette Records, I have, without exaggeration, received more than 300 calls from people associated in various ways with the record industry. I intended at first to write a letter to each of these people thanking them personally. However, I soon found out this was impossible.

I received calls, wires and letters from nearly everyone associated with radio (DJ's, PD's, librarians and station owners) wishing me the best of luck, from suppliers promising their fullest cooperation, and from owners and executives of record companies inquiring if they could help me in any way. Distributors, one stops and rack merchandisers also assured me of their help, as did independent producers and independent promotion men. I could go on and on.

I have a lot of faith in the record business. Despite the pessimists and the alarmists, I believe in the future of the record business. It is a business that has been very good to me over the past six years.

They say one discovers his true friends when things are gloomy and dark. Well, things were never gloomy or dark for me. How could they be when I soon realized how many true friends I had made in the short time I have been in the record business.

Therefore, I am sure you can't blame me for saying, "I Am A Millionaire". The realization of knowing that I have so many friends is worth more to me than any amount of money.

So, to everyone from me – thanks, thanks – a million thanks.

Sincerely,

Joe Ralsky

P.S. The name of my company is DIAMOND RECORDS, INC. 1650 BROADWAY, NEW YORK, N. Y. JUdson 6-3876

P.P.S. My first release by a great new talent is

KEVIN McQUINN
singing
"EVERY STEP OF THE WAY"
D-101
SYMBOLS
DL = Day Letter
NL = Night Letter
LT = Letter Telegram

This is a too message when in defined data is indicated by the paper products.

The time this comes to the noon or 9:00 at night and in LOCAL TIME or place of origin LOCAL TIME is place of destination.

5120 EST OCT 20 61 CTA596
WJ0485 L4854 CTA466 L4854 CTA495 550392 GT NAHO2 RX PD 6 EXTRA NEW
YORK NY 20 4:50P EDT
JAY LASKER, REPRESENTATIVE, REPRIEVE RECORDS OF HOLLYWOOD
CALIF

SINATRA'S "I REMEMBER TOMMY" AND ENTIRE RELEASE ACCEPTED BY
DEALERS AS GREAT TREMENDOUS-GIGANTIC SENSATIONAL FABULOUS CATACLYSMIC
COME ON LET'S RUN LET'S GO SHIP SHIP SHIP REGARDS
LOU KLAYMAN ACTION RECORDS FS. AKI LOOKS LIKE IT'S HAPPENING

PFC.
"Steve Allen came back to television and you would have thought the kid had never left home. Steve's comedy hour arrived on a new night, at a new hour, on a new network and was billed as The New Steve Allen Show. Don't let them kid you. It's the old Allen and the old gang and the old wild, improvisational imaginative nonsense that is sometimes magical... and at times rises to heights no other comedy show can touch.

It is a brand of comedy that never follows the trite and true and that is always in there trying. There were some inspired moments in Steve's opening hour... One had Bill Dana doing his "Joe Jimez-The Astronaut," that you may already know from his best-selling record album, but which is still hilarious. Another was an animated segment (by Ernie Pintoff) dealing with an interview with a jazz musician that was further about than an astronaut has ever gone... and it was pretty wonderful... Steve brought back the Quietman Man as a musical cat who is saying questions when given the answer. One was a beauty. To the answer, "You can say you will pay all the doctor bills," Steve sang the question, "What can I say, dear, after I say I'm sorry." While (Steve) television is not very entertaining on television, not little movies. Perhaps it would be more proper to say that on Wednesday night television came back to television."

-Cecil Smith, LOS ANGELES TIMES

"Allen indicated in his first telecast... that he's planning to serve up pretty wild and the same old menu as before. Many of the same associate goofs were on hand--Louis Nye, Bill Dana, Dayton Allen... when Steve accompanied a "Preview of next week's show" with the observation, "You'll be pleased to hear we've been working for another week," we were indeed pleased."

-Harry Harris, PHILADELPHIA INQUIRER

"Talk about a three ring circus! Last night on television it was just ridiculous. There was so much happening that my 56-inch TV set couldn't come close to catching everything... Steve Allen's new show... stands a pretty good chance of heading off Wagon Train at the pass before the season ends. Nearly always Steve has presented an outline (of a new TV) programs, and that was the case last night. To be sure some of the familiar faces were aboard and the Allen trademarks were visible, but still the hour offered some new and clever touches. Perhaps the cleverest bit was a five-minute cartoon depicting a radio interview with a hip, way-out jazz man. It was the week's first jazz end. It was funny too. Chalk up tremendous contributions from such Allen lieutenants as Bill Dana, Louis Nye, Dayton Allen. They worked in various combinations to add the necessary spark and polish to the skills that they came off as professional laugh-getters--which are the best kind, as you doubtless know... Steve Allen's new show looms as one of the best of the 1961 season."

-Bill Buchanan, BOSTON DAILY RECORD

"Broad satire, hearty knocky and lively music made up the varied menu served on the New Steve Allen Show... It is definitely the brightest weekly hour of the season. Aiding Steve are a group of talented comedians backed by a stable of sharp writers... (particularly enjoyable) were the hilarious sketch about the FCC's investigation of TV programs, the interview with Joe Jimez, the astronaut, and Pete Fountain's brilliant clarinet solo. Such Allen regulars as Louis Nye, Joe Foreman, Bill Dana and others helped to make this program an enjoyable one.

-Ben Gross, NEW YORK DAILY NEWS

"Steve Allen and his gang were in rare form for their return after a year's layoff. Working before a live audience in Hollywood, Steve pulled all the stops after the laughs, but not once did he strain for them. The Allen Investigating Committee, which was tops, served to bring back Louis Nye as producer of violent TV shows, Dayton Allen as the kid's Captain Animal, and to introduce Buck Henry as David Unkind. One of the best numbers was an animated cartoon review by a critic with a jazz musician. It was priceless. Joe Jimenez, alias Bill Dana, did a delightful skit about an astronaut and Allen's musical question man was great. But the Allen-Nye-Dana opera skit outdid them all. As guests, Pete Fountain scored with his clarinet, and lovely of-face-and-voice Sandy Stewart upheld Steve's claim to having found an excellent new voice."

-Arthur Fortridge, BOSTON HERALD

"Allen Show sparkles... Wednesday night TV came up with something superior for every conceivable taste and preference... it all added up to the first completely successful night of the TV season... Steve Allen offered the first of his new shows... this was a lively program which sparkled with a virility which has become unusual on our screen. The Allen Show also had about it an air of solidity and class... Buck Henry's imitation of David Susskind was magnificent... and there was a marvelous tidbit in a Jazz-star interview, with cartoon illustrations. A good show with a great deal of the sort of vitality which makes for TV success."

-Janet Kern, CHICAGO AMERICAN

"Allen at best in new show... welcome as a breath of fresh air was the New Steve Allen Show, which might well have been titled 'The Old Steve Allen Show at its Best.' Steve and company were in top-notch form throughout this brilliant and breezy comedy variety hour which ABC-TV, of all networks, introduced as its answer to such action-adventure competition as 'Wagon Train' and 'Malibu Run.' Allen's Intelligent cheerfulness, a zany astronaut characterization by Bill 'Jose Jimenez' Dana, a good-natured spoof of a government committee investigating television, and a hostage opera sketch, highlighted by Louis Nye's antics, contributed to making Steve's return a most happy one."

-Anthony La Camera, BOSTON AMERICAN

"With the evening's drawing in, it is pleasant to report that the small screen is at last filling out with quality entertainment. Last night, instead of the wimpy, crawling hours that mark a reviewer's tomb from May to September, we had mirth and song, new faces and dearly familiar old ones. From 7:30 to 11:00, the old black box was a lively and lovely thing. First in focus was Steve Allen, back after a year's absence... the enduring quality of the show is still there. I mean that sharp, irreverent point of view, the rowdy but very wise sense of fun... One memorable jest had the producer of a show, 'The Deportables,' explaining the significance of a mound of garbage on his show. 'That's our ultimate sponsor,' said he. Most of the old Allen crew is back... Bill Dana, the incomparable Jose Jimenez, was hilarious as an astronaut, sitting for a TV interview. An animated cartoon featuring a big musician (was) frightfully dull..."

-Harriet Van Horns, NEW YORK WORLD-TELEGRAM

"Steve Allen came back with just the kind of informal, witty, relaxing show that television needs so badly. If the rest of his shows are as original, clever and funny as last night's, he'll stop Wagon Train fast. His Allen investigating committee which spoofed TV was hilarious. Buck Henry, one of Steve's writers, must have made the great Susskind wince in his role of David Unkind. Dayton Allen's takeoff on Captain Kangaroo was a masterstroke. Louis Nye, a regular on Steve's old show, proved again what a versatile comedian he is in the parody on the Metropolitan Opera."

-Eleanor Roberts, BOSTON TRAVELER

From all of us:

Steve Allen
Charlie E. Andrews
David Brown
Leonard Stern
Bill Dana
Stan Burns and Buck Henry

Bill Persky and Sam Denoff
Arne Sultan and Marvin Worth
Richard Brill
Louis Nye
Dayton Allen
Joey Forman
Dick Bennett
THE FUNNIEST
DOOTO
ALBUM
EVER
RECORDED!

THE WHOLE
OF
HATTIE NOEL

DTL 823

THE BEST SELLING
Comedy Albums
ARE ON DOOTO...

NEW RELEASES
HE'S FUNNY THAT WAY........REDD FOX 815
THE WHOLE OF HATTIE NOEL........HATTIE NOEL 823
COMEDY SWEEPSTAKES........SCATMAN CROSBY 814

HOT SINGLES
"MY GIRL"........CHAS. MCCULLOH & SILKS 462
"EARTH ANGEL"........THE PENGUINS 349
I'VE HAD YOU........THE CREATORS 453

BEST SELLING ALBUMS
THIS IS FOX........REDD FOX 809
"BELLO THE BELT........RUDY MOORE 808
FOR A PIECE........ROSIE HOLLAND 812
WILD PARTY........REDD FOX 804
LAFFABANA........REDD FOX 801

HAVE ONE ON ME........REDD FOX 200
PILLOW PARTY FUN........BARON HARRIS 294
DOWN BY THE RIVER........ZION TRAVELERS 807
BLAME IT ON THE BLUES........WILLIE HAYDEN 293
LADY OF THE PARTY........REDD FOX 214
RACY TALES........REDD FOX 275
SONGS THROUGH A KEYHOLE........JOEL COWAN 285
REDD FOX TUNES........REDD FOX 290
SIX LIES........REDD FOX 295
LADF OF THE PARTY, Vol. 5........SLOPPY DANIELS 232
PARTY RECORD PARTY..........GENE & FRIDDY 279
THE SLIDE-SPLITTER, Vols 1 & 2........REDD FOX 253-270
NIGHT IN HOLLYWOOD........GEORGE KIRBY 250

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

DEALERS: Dig DOOTO'S 10+1 PLAN!!
Only One More Week—Deadline Oct. 31st

Robbins Sales Lost to Poor Service
- Continued from page 3

be that the dividing rod technique may show scientific and research promise of a film or two. Also shows that the music business is still very much alive.

No Sale

Another phenomenon that has dealers scratching their heads—not only in Washington—is heavy request from regular customers, not a hype, followed by "no sales." Case in point here was heavy request for "Bright Lights and Big City" by Jimmy Reed on Vee Jay, and for Joe Dowell's "Bridge to Love" on Smash, but the requesters did not come back to buy when the records were in.

This is similar to another phenomenon in Washington, Baltimore, and Atlanta: A one-week run on certain new numbers, and then—nothing. Dealers, labels and distributors ponder: Why did the hook come out when and where does the starting line local momentum? Theories offered by dealers are that even the regular customers may go find the request elsewhere; or the radio plays them to death—and suddenly drop them to give hard play to a newer tune...
Robert Rheims Christmas albums and records have been the outstanding yuletide sales leaders, offered on the industry's greatest Christmas program. This year Liberty offers the greatest Robert Rheims Program ever, with:

10% DISCOUNT! 100% GUARANTEED SALE! JANUARY 10, 1962 PAYMENT!

2 A BRAND NEW LIBERTY PREMIER CHRISTMAS ALBUM FOR THIS PROGRAM:

"SEASON'S GREETINGS"
THE FANTASTIC STRINGS OF FELIX SLATKIN
LPM 136/33—LS1 14033
An album of supremely beautiful arrangements of twelve favorite carols and songs: White Christmas; God Rest Ye Merry Gentlemen; Hallelujah Chorus; Angels We Have Heard on High; Silver Bells; It Came Upon the Midnight Clear; The First Noel; I Heard the Bells on Christmas Day; Away in A Manger; Silent Night.

3 ALL-TIME BEST SELLING ROBERT RHEIMS CHRISTMAS RECORDS!

"MERRY CHRISTMAS" ROBERT RHEIMS, ORGAN AND CHIMES
LP 6003/ST 7003

"WE WISH YOU A MERRY CHRISTMAS" THE ROBERT RHEIMS CHOIRALIERS
LP 6004/ST 7008
12 carols in exquisite arrangements by a superb choir. Printed on clear green vinyl. Cover printed on gleaming green foil.

4 SALES AIDS TO HELP MAKE THIS YOUR BIGGEST CHRISTMAS EVER!

Eye-catching, useful counter merchandiser

SEE YOUR LIBERTY REPRESENTATIVE AND STOCK UP NOW!

- Yours for the asking, with qualifying order.
C/W. Radio Pkg. To Be Introduced At CMA Meeting

NEW YORK—A new program and production package, Country and Western Radio, will be introduced to stations and djs by Stars International at the Country Music Association's convention in Nashville next week.

The people said to be first of its kind, is designed especially for stations featuring C/W. music. The service, distributed by Richaud M. Ullman, Inc., will be sold on an exclusive basis to C/W stations in the U.S. and overseas.

Herb Eisenman is producer of the new package, and will be in Nashville to meet with station djs and to present the new format.

The new package allows stations with almost 1,000 programs and production aids (music, jingles, spots) to tailor their programs to suit the audience of their communities.

B'casters Protest FCC Log Reports

WASHINGTON—The FCC's proposed new log requirements are being hotly opposed by the industry as "an IBM machine as well as an artful" tool. In over 8,000 entries called for during a single broadcast day on some stations. Another complaint is that the logging of program takes longer than the actual performance.

These complaints, together with the question of the loss of time, came from network and independent broadcasters last week at the FCC meeting.

DISC-JOCKEYTITE

JOE KYNE, C.W. Radio

The word "disc-jockey" means different things to different people. To some, it means a DJ who wears polyester suits and is decked out in gold lamé and flashy, space-age recording equipment; to others, it means someone who works in radio and TV stations; and to some, it means the person who operates the turntable at a rock-and-roll show. The disc-jockey is a versatile performer, capable of entertaining a wide variety of audiences, from teenagers to adults.

Olds & White Correction

NEW YORK—Two prominent local djs, one of whom is the recently identified in the last issue of Billboard Music Week. Olds, a popular djs, was recently tagged with the nickname "Hans" on WINS, here, was incorrectly called as affiliated with another station and was called the "Washington Block."
THIS RECORD IS NOT FOR SALE AT 49¢

IT'S A HIT!

"TONIGHT"

FROM THE MOTION PICTURE, "WEST SIDE STORY." A SEVEN ARTS-MIRISCH PRODUCTION

by EDDIE FISHER

Seven Arts #719

GET WITH EDDIE'S BIG ALBUM

"TONIGHT WITH EDDIE FISHER"

RAMROD 6002 (mono); SR 6002 (stereo)

SEVEN ARTS RECORDS, INC. 701-7th Ave., N.Y.C., N. Y. (Morty Craft, pres.)
SHOW TO HONOR LIGHT, CONNIE

PHILADELPHIA—The Greater Delaware Valley Broadcasters Music Show which runs Friday (27) through Sunday (29) has added a new touch to the stately event in advance when the Poor Richard Club pays tribute to Connie Francis, the quintessential pop music icon. The Poor Richard Club is the oldest music club in the Delaware Valley with a heritage of more than 70 years, composed of advertising agencies, newspaper and magazine publishers.

At a luncheon on Monday, October 25th, kicking off a premonograph week in behalf of the show, the Poor Richard Club will crown Connie Francis as "Miss Fidelity." In addition, Light will be conferred on a Poor Richard Award for helping to carry the torch in music.

The show will be the special section of the show on Thursday (23) in the Bulletin. Inviter and the Daily News. The Poor Richard Club announced its special section will be presented for distribution at the show.

Bortick also made available 16-page spreads for dealers to use in their regular newspaper advertising. He is picking up the tariff for the 12-inch which sells to the show and adjoining it there. He has also arranged for local disk jockeys, TV personalities, and radio personalities to make personal appearances throughout the show every hour on the hour, in front of the fabulous antiquarian pictures and albums.

In addition, there will be a free picture taken with every purchase of a new piece of music. There will also be over 300 record albums given away as door prizes.

Bortick also revealed that all the space—35 rooms—next year will be dedicated to record dealers who will now be widely represented in the show.

SALES OF CUSTOM STEREO GET WORD OF MOUTH BOOST

MINNEAPOLIS—Word of mouth advertising has helped bring a 100 percent annual increase in custom stereo sales at Anderson's Hi-Fi. Anderson's, according to Wayne Meinhofen, manager of the custom stereo department, "has found that the business has come from referrals by customers, he pointed out.

Other advertising media used to get new business include radio, direct mail, newspaper and magazine advertising.

RKO has not proved too successful, but spot announcements on a local FM station, turned out to be more productive. Meinhofen said RKO doesn't feel newspaper advertising works with his custom sales, but when the papers are used. Local magazines such as Selects from the local discount magazine, the Home reader, and 8th & 8th, a magazine devoted to the activities of community centers, are used to good effect. A local magazine is used as well.

Meinhofen also develops the personal touch, which builds the referral business, by telling his salesmen to "stick with the customers who are just looking." This routine often leads to the discovery of a weak link in the person's sales.

(Continued on page 40)
"The Twist" Dance Rage Explodes Into The Adult World!

and

Chubby Checker Is The King Of "The Twist"

Millions Saw Chubby Do This Record on The Ed Sullivan Show Last Night!

Coming Soon!
New "Twist" Party Album by Chubby Checker

These "Twist" Albums Available NOW!

THE PROMPTER, ONLY 7\(\frac{3}{4}\)" HIGH, 9\(\frac{3}{4}\)" WIDE, 11\(\frac{3}{4}\)" DEEP, 13\(\frac{3}{4}\) POUNDS LIGHT!
RCA VICTOR announces the most amazing High-Fidelity recorder since the invention of the tape cartridge! Only $99.95!

WONDERFULLY COMPACT! WEIGHS LESS THAN 14 POUNDS!

Now! An all-new RCA VICTOR portable tape cartridge recorder-player! The easy-to-use "Prompter" is so compact it weighs less than many portable typewriters. Best of all, it's priced to sell on sight (and sound) from only $99.95!

COMPARE THESE UNIQUE FEATURES!

One-Step Cartridge Loading! Just drop in the tape cartridge and start playing or recording. Blank cartridges are readily available.

Records up to two hours of high-fidelity—up to four hours of normal conversation. Dual-speed selector lets you choose 3½ inches per second for high-fidelity, direct electrical recording, or 1½ inches for extra-long playing of good-quality voice recording.

A quality tape recorder engineered for top performance! Frequency response from preamplifier: 50-15,000 at 3½ per second.

Easy-to-operate controls! One knob for rewind, stop or play; a one-position control for record; single dual-position switch lets you select sound track easily.

Complete recording and playback facilities make it ideal as a tape deck. Full set of plug-in jacks for recording for home use and playback through properly equipped hi-fi, TV or radio sets. Internal speaker cut-off switch shuts off the recorder's speaker when playing back through supplementary system. Microphone jack for candid recording.

Makes finer quality recordings! Neon level indicator helps make more distortion-free, clearer sounding recordings.

RCA Victor "Golden Throat" brilliance and realism! 3½ x 5" electrodynamic speaker is precisely balanced with amplifier and cabinet for richer, fuller tone.

Sensitive ceramic microphone! Permits high-quality recording of events in sound as they actually happen. A compact microphone holder with cord storage fits easily inside the lid.

Spring-loaded handle! Makes this truly portable recorder even easier to carry.

Erase-proof interlock! Prevents accidental erasures by locking out the record position on the recorder.

Automatic tape stop! Stops tape and shuts off motor at end of tape.

Plays reel to reel! A simple optional attachment accommodates 3 inch reels for reel to reel use.

SEE WALT DISNEY'S "WONDERFUL WORLD OF COLOR," EVERY SUNDAY, NBC-TV NETWORK

The Most Trusted Name in Sound

Nationally advertised list price shown, optional with dealer. Price, specifications subject to change. TIMESUP

Watch for further news about other RCA Victor tape cartridge models, including stereo.
We're Riding High!!!

CONNIE FRANCIS
(HE'S MY)
DREAMBOAT
MGM K13039

THE STEREOS
I REALLY
LOVE YOU
CUB K9095

LEROY HOLMES
His Orch. & Chorus
THEME FROM
BRIDGE TO THE SUN
MGM K13036

JOHNNY RHYTHM
WOULDN'T IT BE NICE
MGM K13043

THEME FROM KING OF KINGS by ORNADEL
MGM K13047

MGM RECORDS
THE STARPPOWER LABEL
Beginning November 13 A New World-Wide Service for the Music Industry

Your opportunity to enlarge your world contacts in music and services.

An exciting yet economical way to enhance your distribution and increase your global profit.

Another Service from

Billboard Music Week
The International Communications Center of the Music Industry

Inquiries: International Division
Post Office Box 45
1564 Broadway, N. Y. C. 36, U. S. A.

Germany

New York City Station WTMF In Program Tie With Radio Lux

By BRIGID WEE
Music Editor

Automaten-Markt, Bramswegweg

According to Mrs. Dennis Lea,

Director of the<br> WTMF program, the Radio<br> Department of Radio Lux<br> burg will take over the<br> program from WTMF<br> in September. The<br> Mannheim, the German<br> affiliate in Stuttgart, will<br> also broadcast the program.<br>

Mrs. Lea, who recently signed singer<br> Danny Mannis as press and public rela-

tions executive for WTMF, stated:

"The first program is on "October 22, 1963"

The Jimmy Giuffre Trio tour Germany and Austria in October and November. The trio will appear in Stuttgart, Munich, Frankfurt, and Vienna. Austrian organism Bosse, Carsten Saks and<br> Bruckner, and the Norwegian<br> band from Yugalov are also<br> scheduled to appear.

Graham in Zürich.

Radio Lux is a new LP, with the<br> German version of "My Fair Lady" starring Paul Halpin, John Williams, and<br> Rick Schott, dir. of "The Silly<br> Symphony" in Germany.

The producer is Theo Brouel.

Tral Jazz

Storyville issued a series of EP's of<br> "Jazz in the Street Scene in Europe." The first records were "Jazz in<br> Flanders," "Jazz in Scotland," "Jazz in<br> Scandinavia," "Jazz in Denmark," "Jazz in Germany," "Jazz in Italy," and "Jazz in Belgium.'

Iron-Curtain Jazz

Tallinn, the capital of Estonia, is<br> celebrating a jazz festival. The'<br> "Seven Dixie Lady" from<br> monaural opened the first night, followed by the Coral<br> Bullet Quartet, the Modern<br> Jazz Quartet, and the<br> Occident Jazz, with a swing<br> band. The jazz band was the<br> climactic event of the festival.<br> It started with the "Tailor Quartet<br> Little Girl." Then the "Seven Dixie<br> had their debut on the<br> organized by the "Seven Dixie Lady,"<br> playing in the "Tailor Quartet"<br> the Bridgeten formed a jam session with the<br> groups from all parts of the<br> Jazz fan is scheduled for<br> Poland. Eight Polish jazz<br> groups, including the<br> band from Yugalov are<br> Former German, now U.S. citizen<br> resident in his home town<br> band of Gunther Horiq, and in<br> Zid." In Zid, the band of<br> "Kathedral Ransbush."
WANDA JACKSON'S "IN THE MIDDLE OF A HEARTACHE" #4635 IS IN THE BILLBOARD TOP 100!
ITALY
RAI-TV May Cut Down San Remo and Naples Song Festival Air Coverage

By SAMI STEINMAN
Piazza S. Ambrogio 1, Rome

Chances are strong that RAI will shortly announce that it will no longer televise the song festi-
vals in San Remo and Naples in their entirety. Since the disk and publishing houses are getting an opportunity to present more than twice as many songs through the "Canzonissima" TV show, it is more likely that they will go along. The move has brought opposition from the Italian Society of Publishers and Composers.

Initial program of the season got so-so notices but Miranda Martino singing the Nino Rota composition, and RCA Italiana entry, "Scegli My Hand" fared best of the seven songs on the program. With only one channel operating four nights a week, the program is expected to attract a large audience.

Jazz Festival

Second Jazz Festival at St. Vin-
cent was a success with greater number of participants than the first. SdA Pierfidi Catalano, pres-
tident of the Italian Jazz Music Federation, "We continue to be convinced, as we have always been, that there can be no actual or artificial barrier between professional and amateur in the field of jazz."

Paulo Sgarro's "Sonata" was sung by Paula Orlando and Rossana Silvi of the "Sinfonia Jazz." The "Rimbaud Quartet" performed by Giovanni Pascoli and his group with Claudio (Bartok) and Renato Saccone (Al
hambra) were popular at the "Salone dei Musicisti." The program closed with "Vivaldi's Four Seasons" performed by the "Orchestra della Radio Italiana."

FRANCE

Flood of Cover Versions Inundates Picture Theme Music Disks

By EDDIE ADAMS
92 Quai du Marche Joffre, Paris 2nd (France)

Film themes continue as the most covered music of the moment. Among the latest is "Havanna," from the U.S. picture "The Guns of Navarone," which has seven versions: two vocals with Les Compagnons De La Chanson (Col) and John Williams (Polydor) and five instruments with Franck Pourcel (VSM). The Joe Relay theme (Echo) is also very popular with Benny More, Jerry Mange, Jo Courin and Mitch Miller.

"Protegez-moi Seigneur" (Peder
e Sven) from "Le Gout de la Violence" has nine versions: three vocals by Dalida (Barclay), Germaine Bassigna (VSM) and Maya Casabianca (Philips), and six instruments with Franck Pourcel (VSM), Georges Jouve (VSM), Yvonne Amelie (Pathé), Tino Fugi (Philips) and Jacky Nogues (Pop).

Obituary

Marguerite Menado, 58, French writer of "Tir la Douce" and author of "Edith Piaf's Hits," died sudden-
ly October 12.

Disk Business

Belgian through Jacky Seven will wax a series of rock and roll and "twist" singles on Barclay Records. . . . Barclay Records issuing a series of jazz LP's from Sinatra's new Republic label. . . . Les Chats Sauvages are becoming top sellers in the jive box, Pathé is rushing out six singles this week.

Among a big batch of new re-
masters the most interesting are current U.S. chart titles such as Bobby Darin's "You Must Have Been a Beautiful Baby" (London).

A HUNDRED POUNDS OF CLAY (Avec le poignet de terre) by Dalida (Barclay), Richard Anthony (Columbia) and Johnny Hallyday (Philips). "Michael" by the High-
waymen (U. A.), with a cover by John William (Polydor) and "Runaway" by Del Shannon (London).

VENEZUELA

Foreign Labels in Contracts

By ALVARO PANALVER C.
Director, Notidiscos Apartado 3666, Caracas

Cuey Bolanos, president of Fave-
dica, which produces in Venezuela, Colombia, Ecuador, Brazil and Argentina, represented the release of the Audio-Fidelity and Ansonia labels, also Music and Musical Instruments of Brazil and Music Hall of Argentina.

Representatives of Capitol will be in Caracas in January to conclude negotiations for the release of this label in Venezuela. It is possi-
ble that Favedica will obtain this contract.

Stanley Steinhame, general man-
ger of Grieg-Ornina of Venezu-
ela, is in the Marine Corps in Paesano Rico where he must ful-
fill training.

Johnny Quiros, who is in charge of the Sana label, just contracted for the Disco Jockey label of Ar-
gentina, Chantecler of Brazil and RGI.

For the end of October the new Maya label will be sold to the pub-
lie at Bs. 9 in monos and Bs. 11 in stereo.
from a great new show
"SUBWAYS ARE FOR SLEEPING"
music by Jule Styne—lyrics by Betty Comden and Adolph Green

the kind of song that
"COMES ONCE IN A LIFETIME"
c/w Tender Is the Night 4-42219 also available on Single 85

as only
TONY BENNETT

can sing it!

on
COLUMBIA RECORDS

and the Original Cast Recording of "Subways Are for Sleeping" will be on Columbia Records—of course!
TOP LP'S BY CATEGORY

To help dealers buy and carry and properly display inventory, and to help broadcasters program, the 200 Best Selling LP's are here. Material and arranged alphabetically. The same 200 LP's are listed in order of retail strength on the cardboard insert. Those LP's listed in bold face and capital letters are on the chart next weeks or less.

VOCAL LP'S

Title (Label) (Stevens) Mena Top LP Rank

� MENDYCO'S SONGS AND 11 OTHER (ELEPHANT) (30) 13

1. GREAT HITS (MEREDITH) (39) 129

2. Come Sing With Me (Cap) (30) 132

3. Bobby Darin Sings (ABC) (21) 130

4. THE GREAT SONGS OF AMERICA (30) 19

5. HILL BENT FOR LEATHER (COL) (20) 100

6. HOLIDAY SONGS (REC) (39) 116

7. Johnny's Mood (Cap) (39) 113

8. LOVE SONGS (ATLC) (39) 112

9. Honey River (Cap) (39) 111

10. "W&F" YELLOW GIRL (WARNER) (39) 102

11. "THE BOY" Easy (Cap) (40) 102

12. POSTHUMOUS JOHNNY (COL) (39) 101

13. JIMMY REED AT CARNABY (VAY) (70) 100

14. Rick Nelson-No Other Love (ABC) (39) 99

15. SEALED PARCHMENT (ABC) (39) 93

16. SINATRA SHOWS (ABC) (39) 82

17. "I'M IN LOVE TODAY" (58) 73

18. "YOU AND I" (39) 72

19. CHILDREN'S SONGS (ABC) (58) 72

20. "SOMETHING FROM EVERYBODY" (58) 71

21. "WORLD LOTTIE FRANKLIN" (COLUMBIA) (43) 71

FEMALE VOCALISTS

Title (Label) (Stevens) Mena Top LP Rank

1. At Last (ABC) (30) 133

2. Miss Peggy Lee (CAP) (30) 99

3. Connie Francis Sings Jewish (ABC) (30) 89

4. Connie's Greatest Hits (ABC) (30) 88

5. "I HAVE DREAMED" (ABC) (30) 87

6. Old Style Trucks (ATLC) (30) 83

7. Judy at Carnegie Hall (Cap) (30) 74

8. Great Hits (ABC) (30) 72

9. MAX MARX (ABC) (30) 71

10. SPECIAL DELIGHTLY (ABC) (30) 66

11. Time for Us (ABC) (30) 65

12. COLOMBUS VOLTURNE (DOULTON) (90) 12

13. Yours (ABC) (30) 58

14. From The Hungry (RCA) (30) 57

15. Now We Go Again (RCA) (30) 54

16. Kingston Trio (ABC) (30) 52

17. How Close Up (ABC) (30) 47

18. Limelights (ELECTRA) (30) 45

19. Suddenly Fabulous Limelights (RCA) (30) 40

20. Ventures (DOULTON) (30) 30

CHORUSES

Studio Sing Along With Mitch (Cap) (30) 18

Happy Times Sing Along With Mitch (Cap) (30) 17

Maria Sings Along With Mitch (Cap) (30) 16

Saturday Night Sing Along With Mitch (Cap) (30) 15

Sentimental Singing Along With Mitch (Cap) (30) 13

Still Sing Along With Mitch (Cap) (30) 13

YOUR REQUEST SING ALONG WITH MITCH (ABC) (30) 12

MIXED VOICES

Older But Good (OS) (30) 89

Older But Good, Vol. I (OS) (30) 16

COMEDY LP's

Title (Label) (Stevens) Mena Top LP Rank

1. Button-Down Mind of Bob Newhart (ABC) (30) 109

2. merle COOGAN'S LAUGHING TRUNK (ABC) (30) 98

3. Stan Freberg Presents the M. S. A. (Cap) (30) 84

4. "The Great Harry Caray" (Cap) (30) 79

5. "In Living Black and White" (Cap) (30) 79

6. Shelby Basket (ABC) (30) 76

7. "Jester of the Hungry" (Cap) (30) 74

8. Moscow (Cap) (30) 72

9. "MURRAY THE K" SINGS WITH THE ORIGIONAL GOLDEN GASSIERS (71) 64

10. Songs of Sinatra (Cap) (30) 62

11. SONGS FOR SUNDAY (CAP) (30) 57

(IN going through parentheses indicates relative retail strength of studio LP's)
TOP MARKET BREAKOUTS

Records shown here are important to buyers and programmers because this measurement of local popularity may well influence popularity and sales on a national scale in the weeks ahead. These records have shown sharp local sales increases during the past 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.

CHICAGO
— ONE GRAIN OF SAND
Eddy Arnold, RCA Victor
— FOR ME AND MY GAL
Fredy Cannon, Swan
— FLY BY NIGHT
Andy Williams, Columbia

PHILADELPHIA
— AFTER ALL WE'VE BEEN THROUGH/ MY LIFE
Maxine Brown, ABC-Paramount

SAN FRANCISCO
— GYPSY WOMAN
Impersonals, ABC-Paramount
— WANTED, ONE GIRL
Jan and Dean, Challenge
— ON BENDED KNEES
Clarence Henry, Argo

PITTSBURGH
— LONESOME
Jerry Wallace, Challenge
— BERLIN MELODY
Kurt Edelhagen, Decca

BALTIMORE
— YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT
Kenny Ding, Musicor
— LET THERE BE DRUMS
Sandy Nelson, Imperial
— YOUR LOVE IS growing COLD
Johnny Crawford, Del-Fi

CLEVELAND
— WASTN'T THE SUMMER SHORT?
Johnny Mathis, Columbia
— FOR ME AND MY GAL
Fredy Cannon, Swan

CINCINNATI
— WASTN'T THE SUMMER SHORT
Johnny Mathis, Columbia

MILWAUKEE
— FLY BY NIGHT
Andy Williams, Columbia
— LET THERE BE DRUMS
Sandy Nelson, Imperial
— FOR ME AND MY GAL
Fredy Cannon, Swan

HOUSTON
— ONE GRAIN OF SAND
Eddy Arnold, RCA Victor

MINNEAPOLIS-ST. PAUL
— YOUR MA SAID YOU CRIED IN YOUR SLEEP LAST NIGHT
Kenny Ding, Musicor
— COMANCHEROS
Claude King, Columbia
— WALK ON BY
Leroy Van Dyke, Mercury
— SOMEBODY ELSE IS TAKING MY PLACE
Joel James, MGM
— JUST A LITTLE BIT SWEET
Charlie Rich, Phillips

BEST BUYS IN RECORDS

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

POP
— MOON RIVER, JERRY BUTLER
(Stony, ASCAP) Vee Jay 465
— HEARTACHES, MARCELS
(Stony, ASCAP) Capitol 117
— IT'S JUST A HOUSE WITHOUT YOU, BROOK BENTON
(Play, BMI) Mercury 71898
— SEPTEMBER IN THE RAIN, DINAH WASHINGTON
(Stony, ASCAP) Mercury 71876
— PLEASE DON'T GO, RAL DONNER
(Allen K, BMI) Gamma 3114
— COUNTRY & WESTERN
— BACKTRACK, FARON YOUNG
(Yonderer, BMI) Capitol 4616
— RHETMY & BLUES
— SWEETS FOR MY SWEET, DRIFTERS
—(Braveno-Progressive-Tide, BMI) Atlantic 2117

TOP MARKET BREAKOUTS

Cleveland
— Wastn't the Summer Short?
Johnny Mathis, Columbia
— For Me and My Gal
Fredy Cannon, Swan

Philadelphia
— After All We've Been Through
Maxine Brown, ABC-Paramount

San Francisco
— Gypsy Woman
Impersonals, ABC-Paramount
— Wanted, One Girl
Jan and Dean, Challenge
— On Bended Knees
Clarence Henry, Argo

Pittsburgh
— Lonesome
Jerry Wallace, Challenge
— Berlin Melody
Kurt Edelhagen, Decca

Baltimore
— Your Ma Said You Cried in Your Sleep Last Night
Kenny Ding, Musicor
— Let There Be Drums
Sandy Nelson, Imperial
— Your Love is Growing Cold
Johnny Crawford, Del-Fi

Chicago
— One Grain of Sand
Eddy Arnold, RCA Victor
— For Me and My Gal
Fredy Cannon, Swan

Day

— Fly by Night
Andy Williams, Columbia
— Let There Be Drums
Sandy Nelson, Imperial
— For Me and My Gal
Fredy Cannon, Swan
— The Garden of Eden
Bobby Comstock, Festival

— Lonesome
Jerry Wallace, Challenge

— One Grain of Sand
Eddy Arnold, RCA Victor

Minneapolis-St. Paul
— Your Ma Said You Cried in Your Sleep Last Night
Kenny Ding, Musicor
— Comancheros
Claude King, Columbia
— Walk on By
Leroy Van Dyke, Mercury
— Somebody Else is Taking My Place
Joel James, MGM
— Just a Little Bit Sweet
Charlie Rich, Phillips

BEST BUYS IN RECORDS

— Moon River, Jerry Butler
— Heartaches, MarceLS
— It's Just a House without You, Brook Benton
— September in the Rain, Dinah Washington
— Please Don't Go, Ral Donner
— Country & Western
— Backtrack, Faron Young
— Sweets for My Sweet, Drifters

SPOTLIGHT SINGLES OF THE WEEK

The pick of the new releases:

**Reviews of New Singles**

**Pop**

**BARRY MANN**

**Little Miss U.S.A.** (Adlon, BMI) (2:40) — Find Another Fool

Here's a sock follow-up to Mann's current hit "Who Put the Bomp, etc." He is in exuberant vocal form on "Little Miss U.S.A." a rocking novelty with a catchy tempo. Flip is a solid r.r. item with cute feminine chorus work. Both sides are strong, but "Miss U.S.A." has an edge. **ABC-Paramount 10263**

**ANN-MARGRET**

**It Do Me So Good** (Are, BMI) (2:14) — Ann-Margret, who was high up on the charts with her last single, has an attractive side in this gospel-flavored blousy tune. She sells it with considerable emotional impact. Flip is "Gimme a Little Time," (Are, BMI) (2:14)

RCA Victor 7952

**BRIAN HYLAND**

**The Night I Cried** (Pepo, ASCAP) (2:56) — I'll Never Stop Wanting You

Hyland made the charts with his last single, and his new one should move out equally well. "The Night I Cried" is a plaintive rockabilly with pretty bolo-ton styled rock back. "I'll Never Stop Wanting You" is another solid rockabilly. Hyland is in good voice on both sides. **ABC-Paramount 10262**

**ETTA JAMES**

**It's Too Soon To Know** (Morris, ASCAP) (2:40) — The thrush sings out with sock effectiveness and personality on the great oldie, done to sweet triplity. Watch it. Flip is "Seven Day Fool" (no publisher given) (2:50)

Arga 5402

**DEE CLARK**

**Don't Walk Away From Me** (Roosevelt, BMI) (2:36) — Dee Clark comes through with a sock reading of a potent new rockabilly that moves. The arrangement is stylish and the lead solo on the flip is "You're Telling Our Secrets" (Famous, ASCAP) (2:11)

Vee Jay 409

**LITTLE CAESAR AND THE ROMANS**

**Ten Commandments of Love** (Are, BMI) (2:36) — Little Caesar could have another smash with this strong vocal version of the old rock and roll hit, backed by an unbridled drum. Flip is "C C Rider" (Rush-Progressive, BMI) (2:08)

Del Fi 4170

**ANTONIO PRIETO**

**La Novia** (Regent, BMI) (2:44) — A lovely new tune that is already a hit in Italy, Argentina and Mexico receives a warm and fullsome performance from Mexican star Antonio Prieto in Spanish, over attractive backing. Side could be big here, too. Flip is "El Millar" (Regent, BMI) (2:32)

RCA Victor 441

**JAMIE HORTON**

**They're Playing Our Song (16 Candles)** (January, BMI) (2:07) — Jamie Horton has a chance for a big hit with this plaintive lament while the vocal group sings the rockabilly "16 Candles" in the backup. Flip is "Going, Going, Gone" (Darry Lane, BMI) (1:48)

Joy 258

**TOMMY BUTLER**

**Turn Around, Look at Me** (American, BMI) (2:37) — A warm, sincere performance by Butler of a meaningful new ballad. Another version by Glen Campbell on Crest has a slight head start but this one's good enough to garner a generous share of the action. Flip is "That's What I Want" (Tysol-Zurak, BMI) (1:37)

Roulette 4399

**PETE BENNETT AND THE EMBERS**

**Fever** (Jay and Cee, BMI) (2:25) — Here's the standout tune, once a smash for Little Willie John and Peggy Lee, back in fine, rockin' instrumental dress. It moves in persuasive style, using organ break in the style of the Mar-Keys' recent smash "Last Night." This has the sound. Watch it. Flip is "Soft" (2:15)

Sunset 1002

(Continued on page 31)
### MONOAURAL LP's

<table>
<thead>
<tr>
<th>#</th>
<th>Week</th>
<th>Title, Artist, Label</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>50</td>
<td>Portrait of Benny Goodman</td>
<td>11</td>
</tr>
<tr>
<td>2</td>
<td>49</td>
<td>Portrait of Ava Gardner</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>50</td>
<td>Portrait of Frank Sinatra</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>50</td>
<td>Portrait of Bing Crosby</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>49</td>
<td>Portrait of Billie Holiday</td>
<td>4</td>
</tr>
<tr>
<td>6</td>
<td>49</td>
<td>Portrait of bob Hope</td>
<td>3</td>
</tr>
<tr>
<td>7</td>
<td>50</td>
<td>Ruby Keeler: The 1940's</td>
<td>2</td>
</tr>
<tr>
<td>8</td>
<td>50</td>
<td>Portrait of Count Basie</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>50</td>
<td>Portrait of Ella Fitzgerald</td>
<td>1</td>
</tr>
<tr>
<td>10</td>
<td>50</td>
<td>Portrait of Duke Ellington</td>
<td>1</td>
</tr>
</tbody>
</table>

### STEREO LP's

<table>
<thead>
<tr>
<th>#</th>
<th>Week</th>
<th>Title, Artist, Label</th>
<th>Week on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>50</td>
<td>Portrait of Benny Goodman</td>
<td>13</td>
</tr>
<tr>
<td>2</td>
<td>49</td>
<td>Portrait of Ava Gardner</td>
<td>10</td>
</tr>
<tr>
<td>3</td>
<td>50</td>
<td>Portrait of Frank Sinatra</td>
<td>8</td>
</tr>
<tr>
<td>4</td>
<td>50</td>
<td>Portrait of Bing Crosby</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>49</td>
<td>Portrait of Billie Holiday</td>
<td>4</td>
</tr>
<tr>
<td>6</td>
<td>49</td>
<td>Portrait of Bob Hope</td>
<td>3</td>
</tr>
<tr>
<td>7</td>
<td>50</td>
<td>Ruby Keeler: The 1940's</td>
<td>2</td>
</tr>
<tr>
<td>8</td>
<td>50</td>
<td>Portrait of Count Basie</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>50</td>
<td>Portrait of Ella Fitzgerald</td>
<td>1</td>
</tr>
<tr>
<td>10</td>
<td>50</td>
<td>Portrait of Duke Ellington</td>
<td>1</td>
</tr>
</tbody>
</table>
THE BIG NEW STARS OF 1961!

THE HIGHWAY MEN

THEIR SECOND BIG SMASH!

"GYPSY ROVER"

COUPLED WITH

"COTTON FIELDS"

PICKED BY BILLBOARD
UNITED ARTISTS RECORD UA 370

THEIR BIG SMASH ALBUM
INCLUDING THE NO. 1 HIT
"MICHAEL"

UNITED ARTISTS ALBUM
UAS 6125:STÉREO
UAM 3125:MÔNO/

TIN PAN ALLEY

REALITY IN ACADIA

In nearly every U.S. jukebox is a pre-Civil War Negro spiritual called Michael, which probably originated among slaves who traveled by boat each day between the Georgia mainland and their quarters on the offshore islands. Michael, now the boat ahoy... Sitter, help to trim the sails... The river Jordan isea, and cold. Child, the body has not the soul. Released by United Artists last January, the song was recorded by five folk singers called the Highwaymen. It began to catch on with the public, and by the end of the summer, reached the top of the charts, and has now sold more than 1,000,000 copies, bringing the Highwaymen handsome royalties. More recently, however, the Highwaymen are actually college boys—all senior honor students at Connecticut's Ivy-tinged Wellesley University.

Relaxed Control: Now contemplating offers to perform for as much as $2,500 a night, the five boys claim their fresh-faced, small-town and junior-year-in-performance-uniformity. In their frat-house basement, where one of their brothers suggested they record for United Artists, the five Westerners by and large have a lot more fun than the average college group.

Singing in English, French, Hebrew and Spanish, the group is a kind of Kingman Quartet, being a spread of folk songs, guitar and beyond that they divide into a variety of instruments, including banjo, mandolin, accordion, mandocello, and occasionally a kazoophone. With a native singing voice, and a N.Y. style their style is controlled and relaxed, with faults. The group's forte is with United Artists, they could be any good college group.

TIME, OCTOBER 6, 1961
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; Number</th>
<th>Week Ending October 29</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;(He's) The Great Imposter&quot;</td>
<td>Smokie</td>
<td>United Artists 916</td>
<td></td>
</tr>
<tr>
<td>One Track Mind</td>
<td>Elton John</td>
<td>Atlantic 7502</td>
<td></td>
</tr>
<tr>
<td>Candy Man</td>
<td>Queen</td>
<td>RCA Victor 1901</td>
<td></td>
</tr>
<tr>
<td>Take Five</td>
<td>Lee Ritenour</td>
<td>Columbia 44400</td>
<td></td>
</tr>
<tr>
<td>What a Party</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Bless You</td>
<td>Tony Orlando</td>
<td>RCA Victor 19046</td>
<td></td>
</tr>
<tr>
<td>So Long Baby</td>
<td>Gladys Knight</td>
<td>United Artists 9017</td>
<td></td>
</tr>
<tr>
<td>Moon River</td>
<td>Queen</td>
<td>Atlantic 7502</td>
<td></td>
</tr>
<tr>
<td>Heartaches</td>
<td>Rod Stewart</td>
<td>United Artists 8017</td>
<td></td>
</tr>
<tr>
<td>I've Just Seen Everything</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Look in My Eyes</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Take Good Care of My Baby</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>You Must Have Been a Beautiful Baby</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Tower of Strength</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Sweets for My Sweet</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>I Dream of You</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Fool #1</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Everlovin'</td>
<td>Rick Nelson</td>
<td>Imperial 2770</td>
<td></td>
</tr>
<tr>
<td>Don't Blame Me</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>You're the Reason</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Stick Shift</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>The Mountain's High</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>A Wonder Like You</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Foot Stompin' (Part II)</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Really Love You</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Please Mr. Postman</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Anything But You</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>My True Story</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Big John</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Your Last Goodbye</td>
<td>Barry White</td>
<td>Atlantic 7502</td>
<td></td>
</tr>
<tr>
<td>God, Country and My Baby</td>
<td>Johnny Mathis</td>
<td>Liberty 19049</td>
<td></td>
</tr>
<tr>
<td>Crazy</td>
<td>Peter Cetera</td>
<td>Arista 1257</td>
<td></td>
</tr>
<tr>
<td>Tonight</td>
<td>Donna Summer</td>
<td>Epic 12500</td>
<td></td>
</tr>
<tr>
<td>Young Boy Blues</td>
<td>Roy Head</td>
<td>Bell 7502</td>
<td></td>
</tr>
<tr>
<td>Moon River</td>
<td>Barry Manilow</td>
<td>RCA Victor 1901</td>
<td></td>
</tr>
<tr>
<td>Goodbye Cruel World</td>
<td>James Darren</td>
<td>Columbia 44979</td>
<td></td>
</tr>
<tr>
<td>Morning After</td>
<td>Easy-Peazy</td>
<td>Capitol 45859</td>
<td></td>
</tr>
<tr>
<td>I'll Be Seeing You</td>
<td>Frank Sinatra</td>
<td>Columbia 44979</td>
<td></td>
</tr>
<tr>
<td>My Heart Belongs to Only You</td>
<td>Jackie Wilson</td>
<td>Atco 75079</td>
<td></td>
</tr>
<tr>
<td>The Astronaut</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Don't Get Around Much Anymore</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Bridge of Love</td>
<td>Nat King</td>
<td>Capitol 45859</td>
<td></td>
</tr>
<tr>
<td>The Way I Am</td>
<td>Melba Montgomery</td>
<td>Epic 12500</td>
<td></td>
</tr>
<tr>
<td>Berlin Melody</td>
<td>Billy Vaughn</td>
<td>Decca 19043</td>
<td></td>
</tr>
<tr>
<td>Don't Cry No More</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Theme From Here in September</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Somewhere Along the Way</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Help Me Tonight</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Under the Moon of Love</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Let True Love Begin</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>In the Middle of a Heartache</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>It's Your World</td>
<td>Marty Robbins</td>
<td>Columbia 44979</td>
<td></td>
</tr>
<tr>
<td>Everybody Gotta Pay Some Devil</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Money for You and Me</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Gypsy Woman</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>The Summer Soldier</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Mudcat</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>Breakback</td>
<td>The Isley Brothers</td>
<td>King 60139</td>
<td></td>
</tr>
<tr>
<td>I Adore You</td>
<td>Barry White</td>
<td>Atlantic 7502</td>
<td></td>
</tr>
<tr>
<td>Three Steps from the Altar</td>
<td>Barry White</td>
<td>Atlantic 7502</td>
<td></td>
</tr>
<tr>
<td>Who Can I Count On</td>
<td>Barry White</td>
<td>Atlantic 7502</td>
<td></td>
</tr>
<tr>
<td>Blue Moon</td>
<td>Barry White</td>
<td>Atlantic 7502</td>
<td></td>
</tr>
<tr>
<td>Bubbling Under the Hot 100</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Ain't That Weird?

Even the charts have flipped!

ORDER "AIN'T THAT WEIRD?" AND THESE OTHER TWO DAVE GARDNER CHART-MAKERS!

All available in Living Stereo and Monaural Hi-Fi. The New RCA VICTOR.

The most trusted name in Stereo.
ALL MILK & HONEY!
EDDIE FISHER
SINGLES HIS FIRST FOR
ABC-PARAMOUNT!
SHALOM
MILK &
HONEY
FROM THE SMASH BROADWAY
MUSICAL "MILK AND HONEY"
...TWO SONGS ONLY EDDIE
WAS BORN TO SING!
ARRANGED & CONDUCTED BY SID FELLER.
A Ramrod Productions, Inc.
ORDER NOW!
ORDER ENOUGH!
THIS ONE'S A "HONEY"
FOR THE MONEY!
## HONOR ROLL OF HITS

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

### Top 10

<table>
<thead>
<tr>
<th>Position</th>
<th>Title</th>
<th>Artist/Producer</th>
<th>Sales Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Runaround Sue</td>
<td>By Ernie Mares-Don Davis</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>Runaround Sue</td>
<td>By Ernie Mares-Don Davis</td>
<td>3</td>
</tr>
<tr>
<td>3</td>
<td>Bristol Stomp</td>
<td>By Maxwell Allen</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td>Bristol Stomp</td>
<td>By Maxwell Allen</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>Big Bad John</td>
<td>By J. Deen</td>
<td>6</td>
</tr>
<tr>
<td>6</td>
<td>Sad Movies (Make Me Cry)</td>
<td>By Loudermilk</td>
<td>7</td>
</tr>
<tr>
<td>7</td>
<td>Sad Movies (Make Me Cry)</td>
<td>By Loudermilk</td>
<td>8</td>
</tr>
<tr>
<td>8</td>
<td>This Time</td>
<td>By Hippie Murrey</td>
<td>9</td>
</tr>
<tr>
<td>9</td>
<td>Let's Get Together</td>
<td>By Richard M. Sherman</td>
<td>10</td>
</tr>
<tr>
<td>10</td>
<td>Mexico</td>
<td>By Mike Lenehan</td>
<td>11</td>
</tr>
<tr>
<td>11</td>
<td>I Love You</td>
<td>By Maxie Webster</td>
<td>12</td>
</tr>
<tr>
<td>12</td>
<td>Take Good Care Of My Baby</td>
<td>By King Gollor</td>
<td>13</td>
</tr>
<tr>
<td>13</td>
<td>Ya Ya</td>
<td>By Donny Robinson</td>
<td>14</td>
</tr>
<tr>
<td>14</td>
<td>The Way You Look Tonight</td>
<td>By Pat Stone</td>
<td>15</td>
</tr>
<tr>
<td>15</td>
<td>The Fly</td>
<td>By Billie Brand</td>
<td>16</td>
</tr>
<tr>
<td>16</td>
<td>You Must Have Been A Beautiful Baby</td>
<td>By Warren Commerce</td>
<td>17</td>
</tr>
<tr>
<td>17</td>
<td>Look In My Eyes</td>
<td>By Barry White</td>
<td>18</td>
</tr>
<tr>
<td>18</td>
<td>The Mountain's High</td>
<td>By St. John</td>
<td>19</td>
</tr>
<tr>
<td>19</td>
<td>Tower Of Strength</td>
<td>By Billie Brand</td>
<td>20</td>
</tr>
<tr>
<td>20</td>
<td>Sweet Sweets For You</td>
<td>By Frank Sinatra</td>
<td>21</td>
</tr>
<tr>
<td>21</td>
<td>Little Sister</td>
<td>By Pat Boone</td>
<td>22</td>
</tr>
<tr>
<td>22</td>
<td>Fool #1</td>
<td>By Kathy Fields</td>
<td>23</td>
</tr>
<tr>
<td>23</td>
<td>Doin' What You Feel</td>
<td>By Pat Boone</td>
<td>24</td>
</tr>
<tr>
<td>24</td>
<td>Dreamboat</td>
<td>By John D. Louderman</td>
<td>25</td>
</tr>
<tr>
<td>25</td>
<td>You're The Reason</td>
<td>By Edward Smith-Herbert-Felt</td>
<td>26</td>
</tr>
<tr>
<td>26</td>
<td>Fool #1</td>
<td>By Kathy Fields</td>
<td>27</td>
</tr>
<tr>
<td>27</td>
<td>Stick Shift</td>
<td>By Billie Brand</td>
<td>28</td>
</tr>
<tr>
<td>28</td>
<td>Don't Blame Me</td>
<td>By Jack McDavid</td>
<td>29</td>
</tr>
<tr>
<td>29</td>
<td>A Wonder Like You</td>
<td>By Jerry Fain</td>
<td>30</td>
</tr>
<tr>
<td>30</td>
<td>Take Five</td>
<td>By Jack McDavid</td>
<td>31</td>
</tr>
</tbody>
</table>

### Top 30

<table>
<thead>
<tr>
<th>Position</th>
<th>Title</th>
<th>Artist/Producer</th>
<th>Sales Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>31</td>
<td>Foot Stompin' (Part 1)</td>
<td>By Aaron Collins</td>
<td>32</td>
</tr>
<tr>
<td>32</td>
<td>Foot Stompin' (Part 2)</td>
<td>By Aaron Collins</td>
<td>33</td>
</tr>
</tbody>
</table>

### Highlights

- **Runaround Sue** by Ernie Mares-Don Davis is the top-selling single this week.
- **Bristol Stomp** by Maxwell Allen climbs up to the top 10.
- **Big Bad John** by J. Deen enters the chart.
- **Sad Movies (Make Me Cry)** by Loudermilk makes a strong debut.
- **This Time** by Hippie Murrey is a surprise entry.
- **Let's Get Together** by Richard M. Sherman gains further traction.
- **Mexico** by Mike Lenehan is a new addition to the top 10.
- **I Love You** by Maxie Webster is gaining momentum.
- **Take Good Care Of My Baby** by King Gollor is a solid performer.
- **Ya Ya** by Donny Robinson is rising steadily.
- **The Way You Look Tonight** by Pat Stone continues to climb.
- **The Fly** by Billie Brand is maintaining its position.
- **You Must Have Been A Beautiful Baby** by Warren Commerce debuts.
- **Look In My Eyes** by Barry White is making a strong impression.
- **The Mountain's High** by St. John has a solid sales figure.
- **Tower Of Strength** by Billie Brand is a consistent performer.
- **Sweet Sweets For You** by Frank Sinatra is a chart regular.
- **Little Sister** by Pat Boone is on the rise.
- **Fool #1** by Kathy Fields is showing good staying power.
- **Doin' What You Feel** by Pat Boone is steadily climbing.
- **Dreamboat** by John D. Louderman is a recent addition.
- **You're The Reason** by Edward Smith-Herbert-Felt is growing in popularity.
- **Fool #1** by Kathy Fields continues to perform well.
- **Stick Shift** by Billie Brand is a strong contender.
- **Don't Blame Me** by Jack McDavid is gaining sales.
- **A Wonder Like You** by Jerry Fain is catching up.
- **Take Five** by Jack McDavid is a recent release.

### Special Features

- **Diana Davis, Decra D, 74186 (Stereo & Mono)**: The Governor's Flashbulb, an old hand with sacred music, has a really good one here. The performers are full of favor, and the arrangements are arranged to reflect top standards. "Thank the Lord of the Hand You Prayed Last Night" and "The Robe of Calvary" are included.

### Musical Instruction

**How to Play the Five String Banjo**

Pete Seeger, Folkways FC 7352—Here is a charming package for beginners with strong solo potential as well as good entertainment. Miss Jenkins demonstrates different rhythms via a helpful instruction booklet that explains the techniques for playing the five-string banjo.

### Special Merit Albums

Children's

**This Is Rhythm**

Elia Jenkins. Folkways FC 7652—There is a charming package for beginners with strong solo potential as well as good entertainment. Miss Jenkins demonstrates different rhythms via a helpful instruction booklet that explains the techniques for playing the five-string banjo.

### Strong Sales Potential

- **Hollywood Sound Stage Percussion and Sound** by Bob Bingman.
- **Rhythm And Sound** by Bob Bingman.
- **New Orleans Rhythm And Sound** by Bob Bingman.
- **Jukebox Of Jukebox Of Jukebox** by Bob Bingman.

### Other Features

- **Reviews of New Albums**
- **Spotlight Albums of the Week**
- **Special Merit Albums**
- **Children's**
ROGER WILLIAMS has sold more albums than any pianist in recording history. He gave you the fabulous 40's...the very fabulous 50's. And, now, on the charts, THE SOARING

Exclusively on KAPP RECORDS, Inc., 136 East 57th Street, New York 22, N.Y.
a famous name—a great label—in action again with

MARIE KNIGHT

"Come Tomorrow" c/w

"Nothing in the World"

4-7141

CONTACT YOUR EPIC-OKEH DISTRIBUTOR
Dear Mr. Blyer,

I am writing in reference to the new Cadence title I will be launching in the near future. It is a very special record and I think you will be interested in it. It is a unique concept that will appeal to a broad audience.

The record is titled "Tillotson's Album" and it features a few well-known artists. The album has been recorded in a very special way that captures the essence of the performers.

I think you will find this a very interesting project and I am confident that it will be a great success. I believe that the record will be a valuable addition to our catalog and I am looking forward to hearing your thoughts on it.

Please let me know if you have any questions or if you would like to hear more about this project.

Sincerely,

[Signature]

P.S. I have enclosed some copies of the record for you to listen to. Please let me know if you would like any additional copies.

[Address]

[Date]
BILLY BILLBOARD MUSIC WEEK

OCTOBER 23, 1961

CHILDREN'S

"I'M SINGING FOR YOU" JOE BETH, Folkways FC 7913.

POLKA

POLKA POLKAS IN PERCUSSION

FLOWER BAND, Flower FC 7916.

RELIGIOUS

RELIGIOUS SULLY DUA SING

LOW PRICE CHRISTMAS

CHRISTMAS AMERICA

LIMITED SALES POTENTIAL

FOLK

BUNGEE AND FORCAST'S SONGS OF THE NORTHWEST

DIRECTIONAL

EVEREST RECORDS is the First to Successfully

35 MM CONTACT PRINT

AUDIO FIDELITY RECORDS

New Releases—Entire Catalog
Buy 5...Get 1 FREE!

THE BEST OF THE DUKES OF DIXIELAND

$298

full dealer markup

Hear or See...Suggested List

BONUS BAG PACKAGE

10 Hours—15 Hours—Free Hours.

Copyrighted material
"A big, handsome, rakish vessel of a musical"  

Howard Taubman, New York TIMES

NOW! BUY TEN, GET ONE FREE. CONTROLLED
100% EXCHANGE. DEFERRED BILLING. SEE YOUR
CRDC REPRESENTATIVE FOR DETAILS.
National Distrib for Tamla
DETOUR — Tamla-Motown, currently hot on the charts, is
the process of setting up national distribution for its Motown, Tamla
and Miracle lines.

Already named are Schwartz Bros., Washington and Baltimore's
Mainline Distributing Corporation, Philadelphia Disc, Inc., Boston,
Tom and Miami, and Ferway, Pittsburgh.

“This One’s Hot”
...HEADING FOR ALL THE CHARTS...

“TUBBY’S”
Parts 1 and 2
Peacock 1900
SHEP & THE LIMELITES
“THREE STEPS FROM THE ALTAR”

Hull 9472

Dick Jockey: Write for Sample Copies

Hull RECORDS 1900 Broadway
New York, N.Y.

It's Happening Now

“I WONDER
(IF YOUR LOVE WILL NEVER BLOWING TO ME)
THE PENTAGONS
Jimi J1920

GUDEVEN
RECORDS 1380 W. Gilmour Ave.
Chicago, Ill. 60626

GUY DEN

A HIT!

“STAY-AT-HOME SUE”

LINDA LAURIE

Hunt 5842

“RHYTHM FOR THE CHARTS”

LIAR

and DON'T BE A FOOL

GEE RECORDS

1431 W. 26th Ave.
N. Y., N. Y.

DEAN MORGAN
Canadian Tenor

“OUCH! YOU'RE BREAKING MY HEART”

and

“WHAT'S UP BUTTERCUP”

with Faye 239

Word of Mouth

...Continued from page 14

Borden, and they, in turn, will be making G-Springs. Now all you can get is about a gross a day from the G-Springs. I'm having my own machine for me, since I need thousands a day the amount is taking off, I can't use sequins on the G-Springs though—too much cost. So the G-Springs cost more to make than the LP's.

Editor's Choice

Borden disclosed many of the secret plans for the suggestive record, "The most important disclosure of all is going to be the group's line of G-Springs.

"Since Miss Barth has gained national prominence on Adelle's Recos she has become a name comedienne playing nightclubs all over the country. Prior to records her salary was $750 per week. Now she gets up to $3,500 per week, starts a return engagement at New York's Roof Club, and has her own one-woman show at the Copacabana in New York in November.

Hot New LP's

"Cops" on Capitol is particularly strong in the No. 50 spot; while Avalon's "Whole Lotta Frankie" on Chiswick is No. 143.

Also new to the chart this week is "Rust Belt for Leather" by veteran Frankie Lane on Columbia, No. 147; "H[String] and Percusion for Two Flutes" by Reney Aldrich on London, No. 127; and "Special Delivery" by Delia Reese on RCA Victor, No. 126.

Stereo albums on the verge of breaking into the top 50 best sellers chart list will be "Songs of the North and South" by the Mountain Tabernacle Choir on Columbia; "Exotic Percussion" by Stanley Black on London's "Phase Four" LP; "Warner Brothers' Fanny" sound track; United Artists' record "Highwaymen" package; Kappet's "Dancing in the Wilderness"; "Miles Davis, In Person, Friday Night at the Black Hawk, San Francisco," on Columbia's "Jazz; the Last of the White Hot treatment of radio-TV jingles," "Mudabber Best" on Epic and Sun Kenton's "West Side Story".

Record Firms Jockey for Better Profits

...Continued from page 15

Broadcasters Protest

Federal Communications Commission deadline for comment on its proposed new detailed program firms. Within the next week, a public conference scheduled for Friday in Chicago, will be held. The strongest pleas were expected to be made against the government's plan to offer programming by the agency.

The logging complaints were made on the basis of a dry-run of the National Association of Broadcasters. NAB has proposed its own voluntary forms for both the logging and program requirements.

The House was particularly interested at the possibility of program centers containing the categories in the detailed programming reports proposed. They agreed with the need to have the reports future, but raised the question of how to prevent such reports from being the basis of a national level by public veri

Word of Mouth

....Continued from page 14

an important new comie in store for his label. He stressed that he is always careful about what goes on his record. "I can't afford to be as rough on a record as they are in some Branchville labels.

After Hours Flash

Since Miss Barth has gained national prominence on Adelle's Recos she has become a name comedienne playing nightclubs all over the country. Prior to records her salary was $750 per week. Now she gets up to $3,500 per week, starts a return engagement at New York's Roof Club, and has her own one-woman show at the Copacabana in New York in November.

TV to Feature Satchmo 'And All That Jazz'

NEW YORK — A history of jazz featuring 20 top jazz names — will be aired over NBC-TV this week (July 24-30) from 7 to 11 p.m. on the "Du Mont Show" program. Trinity Church in New York, starring Malcolm

Cassady, Eddy Condon, Bud Freeman, Bobby Hackett, Jack Teagarden, Moe Fritsch, Jimmy McPartland, Mamie and James, Kelly Ory, Guy de Morlet, W. C. Handy, Pee Wee Russell, Johnny St. Cyr, Tony Sintesoon, Mouse Sullivan, and Jack Teagarden.

In addition, archive film clips will feature all star Louis Armstrong, the late Bessie Smith, and Mamie Smith. Musical supervision on "Chicago and All That Jazz" will be by Robert Rippon Bennett, with Bernard Green as music direc
tor.

NYC-NEW YORK—The first issue of rock and roll record reviews and music news monthly will make its appearance in November. The new called "Guide" will be published by Guide Books, Inc., will cover the entire rock and roll music in its editorial content, and will be distributed free to dealers. For Clover, Ted White will store imprint put on the back page.

The publication will consist of from 35 to 40 reviews per month per page of which they apply to the pop market. Suggested list price of the cake is $1.40, and next year is $2 per copy. Copies are absolute to what they want for it, or give away free.

The editor will be a member of Harlan Ellison, Art D'Logoff, and Israel Young. The editor is Bert

Many of the current changes in the distributor world are being felt by record dealers. Yet, some have voiced cautious opini

German Teen Market

German Teen Market

...Continued front page 1

1. Greater attention to teen-age taste in pop music as determined by pop festivals and contests, joke box sales and teen-age sales and teen-age polls and surveys.

2. Promoting music on the teen-age market, e.g., keying promotions on becoming instead of to a generalized audience. Aside from contests in which the audience goes with different artists, the ensembles and phonocoorde of television to teen-age audiences.

3. Fostering contacts between record labels and teen-age groups. This means a natural to most disk

The Germans are experimenting with teen-age colorote" for jackets and event for plastic disks. Records here indicates teen-age colorote is the best between the 13 to 16 group and 17 to 21.

Younger teenagers prefer aqua,
murine, orange, and blue, while older group is attracted to rose and lilac.

Look Out for the FLYING BLUE ANGELS

Cord 2555

Look at the BOURBON STREET RECORD COMPANIES

15 Orleans, 15, La.

Crazy Mixed Up Bourbon Street

1:30 sung by Joyce Morgan with a driving Driskell accompaniment. This record can’t be beat in any place. It must be listened to complete. It's who will give it the most

MILLIONS OF SAD SAVVY (Maas No Get) HISTORY 1155

A MILLION SELLER

FATS DOMINO

"ROCKIN' BICYCLE"

IMPERIAL RECORDS
64525 Hollywood Blvd.
Hollywood, Calif.
Everybody's Flippin' for the Flip Side of "Crying!"
ROY ORBISON
"CANDY MAN"
Monument 447
Dist'd by London Records

This is Our Night
THE TIE-LEDOS
Down 2060
Down Records
2025 Broadway, New York, N. Y. 8
(Sub. of CBS Records)

"You're Telling Our Secret"
"Don't Walk Away From Me"
DEE CLARK
"Crazy"
Danco 31317

Patsy Cline

Going Crazy!

Record Storess增加
Selling Efficiency
The original and most convenient way to
set yourself apart from the competition.
New Modern Plants with better
soil, better lighting, more workers
and a better all-around working
environment. Call us today to
find out how we can help you
increase your sales.
RUDY, INC.
P. O. Box 3472, Philadelphia, Pa.

The Original—The Greatest!
Man Needs a Woman
By RIKK HARDIN

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western

Country & Western
Australia

Nevens-Kishner Tie With Leeds

By GEORGE HILDER

19 McAlpine, Sydney, N.S.W.

A company will be formed between the Nevens-Kishner Distributors group in the U.S. and Leeds Music Pty. Ltd., here. The new organization will provide Australian publishing outlet for about 20 publishing firms from England and the U.S. First song for release will include "Runaround Sue," "Good Golly Miss Molly," and "Rock Around the Clock."

Leeds also stated that he had signed an agreement with Anson's "Kisin on the Phone," for "Ring for My Darling" by Johnny Nash and "Dance Only With Me" by Robert Knight on Decca.

By special arrangement with the Australian Broadcasting Commission, this week Radio Sydney's orchestra, the Sydney Symphony Orchestra, plus a choir of 50 voices, under the direction of Sir Bernard Heinze, to record for the first time a LP disk of Australian Christmas carols, all written by Sydney composer William Skaife.

Producer was E.M.I.'s English producer, London-born Geoffrey Harvey. Already the cover has been printed and the club will issue the disk to its members early December. The recording company had good sales with the Mexican label, Orleans, that they have now decided to release two more South American labels.

Breakin' Pop! "WALK ON BY" (Jerry Van Dyke)

Tolly Rossin

Sam 6566

529 Madison, Toronto, N.Y.

CUSTOM PRESSING "THE MOST COMPLETE SERVICE IN THE INDUSTRY" PHONE

STUDIO • MASTERING • PROCESSING • RECORDING • TRAINING • PRINTING • ALBUMS • FABRICATION • MAILING • PACKAGING • TROY CONTROL MONO/STEREO • 10/13/16/18/20-TRACK • COMPETITIVE PRICES • OVER-SEAS DELIVERY • BROCHURE ON CALL FREE

ROYAL PLASTICS

1965 BRESONE ST., CINCINNATI, OH

DAILY AIR PLAY CHECK OF YOUR Records and Tapes on TV Channels 2, 4, 5 and 7 and WOR, WABC, WCBS Radio (m.f.) Complete—Inexpensive

For Details, Call or Write

AIR PLAY CHECKS

(Manufactured for the Industry Since 1936)
888 Flatbush Ave., Brooklyn 36, N.Y.

BELLS DANCERS MUSIC

SPONDER WORD

GREG OLSON OWEN'S "A.C. 1 (Compact"

NEw ZEALAND

Deeply Cuts Wild 'Colonial Boy' By FRED GIBBIE Box 5051, Auckland, N.Z.

Leeds Music has signed an agreement with New-Illle Chamberlin, has recorded a new version of "Colonial Boy" for HMV that looks like its going places... W.O.G. has asked in Kereru's Shop that "Our Small Photograph" which is break- ing with 4,000 Australian copies... Herbert has a couple of plays on local radio.

It has been rumored that certain record clubs will cease activities in a few months. This will not include World Records, which is still the most successful in the country. The key director of Channel 2 is using the club to advance his personal name and records and incidental program material.

Mackie Miller is still big business to the record buyer according to the HMV sales manager. They have put out his "TV Sing Along With Mitch" one of the long, long list of Sing Alongs released from the Columbia label... Bert Kaufman who has a group called "Wonderland by Night" has a new LP called "Movie Magic" which he has made out on Polydor, Bert Chalif who had a minor hit in "I'll Be Your Man" with the Petites has a record with a possibly strong "Baby Sittin' With Buzz."

HOLLAND

Americans Write Diamonds' Hit By Louis B. Boomer, Editor Publishing Post 43 Amsterdam

The successful interpretation of "Little White Lies" of the "Tin Pan Alley" favorites, the Blue Diamonds, was especially written by the American songwriters, Joe Donner and Peter M. Madoff. Another Dutch ten-year-old, Ria Valk, has a new hit on Fontana. Dutch version of "Blue Diamonds" has been recorded in Holland by "the Veronica Boys." There's been a songwriting duel between the Veronika Boys and Piet Leentjes. The winner gets a hit on the Fontana label. Last week the winner announced the Dutch version of "The Blue Diamonds."

Many of the RCA's "Something for Everybody" hits for the company for year's past have been created by the Blue Diamonds, who were the first to introduce the Dutch music business to the world. For instance, the Dutch version of "Rock Around the Clock" is a hit on the Fontana label.

RCA has just announced that it has signed a contract with the Blue Diamonds for their first recording session. The session was scheduled for January 1st in the Netherlands.

The Blue Diamonds have won a number of awards in the Netherlands, including the coveted "Record of the Year" award for their hit "Something for Everybody."

The Blue Diamonds are known for their catchy, up-tempo songs that have become massive hits in the Netherlands. Their music is characterized by its upbeat rhythms and simple melodies, making it highly accessible to the average listener.

However, despite their success in the Netherlands, the Blue Diamonds have not yet achieved widespread popularity outside their home country. Their music is largely unknown in other parts of the world, and they have yet to make a significant impact on the international music scene.

The Blue Diamonds are currently working on their next album, which they hope will take them to the next level of success. They are also looking to expand their fan base beyond the Netherlands, and are planning a tour of Europe in the near future.

In the meantime, the Blue Diamonds continue to write and record original material, keeping their fans guessing as to what new hit they will release next. With their catchy tunes and infectious energy, the Blue Diamonds are sure to keep the music world on its toes.
CHICAGO — A new amusement game operators association is being formed here—first for the Windy City in some three years. Over 50 local operators attended an initial organization meeting held recently and agreed to elect a board of five directors to serve for three months.

James Brown, Chicago attorney, addressed the group. Brown had previously been attorney for the old Chicago Independent Amusement Association.

Goals
A spokesperson for the operators said there would be four main goals: 1. Legislative representation; 2. Business meetings and forums on operating problems; 3. Public relations; 4. Social program.

Prior to the game operator here, was chairman for the first meeting.

Operators stressed they were interested in an effective trade association of the club. The first meeting was to be made to maintain high operating standards as well as to improve the public image of the coin-operated game industry.

Ethics
The association, especially, was to be designed to adhere to the strictest ethical standards. The old CIAA was dissolved after it came under extensive fire from federal, state and local authorities.

The association had allied itself with the Electrical Workers Union, Local 134. At the time there was a conviction of four officers of the association's bookkeeping and use of various methods of collection.

Useful
The new group is intended to set and maintain the (Continued on page 12)

John Bilotta
Rock-Ola Distributor

CHICAGO — John Bilotta's Flower City Distributing Company, Rochester, N.Y., has been named Rock-Ola distributor for Central and Western New York State.

Principal markets in the area include Syracuse, Rochester, Buffalo, Elmira, Ithaca and Binghamton. Bilotta's King Vendom Company, Syringa, has been taking over distribution of the Rock-Ola vending line.

The appointments in no way affect Bilotta's long-time distributorship agreement with Wurlitzer through his Rex-Bilotta organization, however, as the two firms, said Bilotta, have always been competitive.

Joseph Grillo is general manager of Flower City. The firm will carry a full line of coin machines and other complete facilities service. Distribution of the current Rock-Ola Model 1401 has already begun.

LIQUIDATION OF CMC TO TAKE PLACE NOV. 6

CHICAGO — Last rites for the Coin Machine Council will be held at CMC headquarters here November 6 at 3 p.m. In a notice sent to CMC members this week, the executive committee recommended "in view of the continued failure" to support the public relations group, the CMC be dissolved and that all dues received on or after January 1 be refunded to members. The balance would be turned over to the national charity, to be selected by the executive committee.

Members have been asked to attend the meeting, or to send in proxy forms for the first attempt of the coin machine industry to support relations program. It had been in existence for two years.

HY LESNICK, president of the Music Operators of Virginia, presents a music machine to the Salvation Army's Red Shield Boys' Club. Executive Director William J. Hawkins accepts for the club. Left to right: John D. Chandeler, director of the Coin Machine Council; Lieut.-Commissioner Albert Cheatham, Southern Virginia division; and Elmer C. Simpson, financial secretary, Salvation Army, and Fernando Jenkins, club member.

VIRGINIA OP ASSOCIATION DONATES JUKEBOX TO YOUTH

RICHMOND, Va.—Donating juke boxes to youth groups is probably one of the oldest public relations gambits in the industry—but it’s one of the most effective. By Lesnick, president of the Music Operators of Virginia and a former jukebox manufacturer, he feels that the average operator can get a lot of mileage from old juke boxes, pin games and shuffle alleys by offering the equipment to local youth clubs.

Before any piece is donated, Lesnick makes sure that it is painting, presentable and in good operating order. Donations are limited to juke boxes and games whose commercial value may be negligible, but which are able to give many hours of pleasure to boys and girls.

Lesnick has also discovered that in contacting the committees and directors of the various groups, he is able to meet some of the community business and professional leaders.

For example, when he presented a juke box to the Boys Club of Richmond (an affiliate of the Boys Club of America), he found that the advisory board consisted of the following members: president, a large insurance company; a member of the Richmond license department; pastor of a large church; a citizen interested in public safety, which controls the Richmond police and fire departments; two public school superintendents; a high school principal; manager of Richmond’s largest hotel; president of a large construction company, and an insurance broker.

The club itself is under the direction of the Salvation Army of Southern Section, and Lesnick met with Salvation Army leaders here.

As a result of these meetings, Richmond civic leaders are able to examine a representative of the coin machine industry at close range and discover that he, too, can be a good citizen and an asset to the community. Such meetings give lie to the common misconception about the industry and the men who are part of that industry.

EDITORIAL

Bitter Harvest

When New York newspapers, radio stations and television outlets refer to Larry and Joey (the Blood) Gallio, a pair of Brooklyn hoodlums, the title "juke-box racketeers" always precedes their names. For a variety of reasons—some of them having to do with the juke box business—the Gallio brothers are very much in the news these days.

It is true that five years ago the Gallio brothers set up a phony foundation and used this as a device to extort money from juke box operators. And it is also true that the operators—through their trade association—fought the Gallio brothers in the courts and cooperated with the McClellan Committee, so that the activities of the Gallio brothers were publicized throughout the land.

Local juke box operators are irritated because these references to the Gallio imply that their industry is "racketeers." They condemn the unfair tactics of press, radio and television in linking—with no apparent justification—the Gallios and juke box.

However, most operators are unwilling to do anything to right the injustice. This week’s issue of Billboard Music Week carries the report of the Liquidation meeting of the Coin Machine Council.

The CMC, organized two years ago as the public relations agency for the coin machine industry, will soon be dead. Cause of death is not hard to determine—failure of operators, distributors and manufacturers to pump enough cash into its veins to keep it breathing.

An active public relations agency, operating on a national basis, would have done a lot to take the edge off some of the remarks made by the New York media. It would have supplied newspapers, radio and television reporters with enough facts so that they could have done honest reports.

The hollowness of the Gallio case, in itself, is just not a major disaster for the coin machine industry. But there will be other Gallio cases, and they will be covered with the same degree of macabre interest that the sum total of all this might well be disaster for the industry.

But before those who did not support the Coin Machine Council raise their local protests, they had better examine their own consciences. They had their chance and they missed it.
**McCallan & Wife Find Theft Problem Over Bulk Route Covering Five States**

GOLDEN, Colo.—The city operator, with its locations within a few square miles, would probably throw in the sponge if he had to operate a change operation with Clyde H. McCaull, veteran bulk operator here.

McCaull, whose operation extends through Nebraska, Kansas, Colorado, Oklahoma, Texas and Arkansas, has a large patronage and is well known to his patrons.

Mrs. McCaull was working 16 hours a day, covering the routes themselves. Travel costs—From $22 to $25 a day, are a major portion of the expenses.

Ranging out 600 miles at a time, the McCaullers depend upon location owners for cooperation in many ways. One of the most important has been willingness of the location owner to be on hand when the change is to be made and库 the change currency for pennies and nickels.

Because pennies weigh approximately one pound to a dollar and a half, in servicing hundreds of machines, the McCaullers station by station may easily wind up with several hundred pounds of pennies aboard, if it hasn’t been possible to exchange them for cash. The Colorado operator could, of course, make a stop by a bank along the route, but this consumes time, and usually makes delays.

**Theft Problem**

In operating in 700 locations, McCaull has found a sudden rise in two kinds of thefts—coins from the machines, and loss of bulk vending machines. The city operator, with its locations within a few square miles, would probably throw in the sponge if he had to operate a change operation with Clyde McCaull, veteran bulk operator here.

McCaull, whose operation extends through Nebraska, Kansas, Colorado, Oklahoma, Texas and Arkansas, has a large patronage and is well known to his patrons.

Mrs. McCaull was working 16 hours a day, covering the routes themselves. Travel costs—From $22 to $25 a day, are a major portion of the expenses.

Ranging out 600 miles at a time, the McCaullers depend upon location owners for cooperation in many ways. One of the most important has been willingness of the location owner to be on hand when the change is to be made and库 the change currency for pennies and nickels.

Because pennies weigh approximately one pound to a dollar and a half, in servicing hundreds of machines, the McCaullers station by station may easily wind up with several hundred pounds of pennies aboard, if it hasn’t been possible to exchange them for cash. The Colorado operator could, of course, make a stop by a bank along the route, but this consumes time, and usually makes delays.

**Theft Problem**

In operating in 700 locations, McCaull has found a sudden rise in two kinds of thefts—coins from the machines, and loss of bulk vending machines. McCaull, that keys have been obtained in many small towns, and roadside stands, with which machines are robbed.

Other vending machines have disappeared when location owners have discovered that no money is missing, etc., without mending any provision at all for the McCaullers. McCaull has been robbed unaccountably, stolen by someone who has the idea of finishing them, and furnishing the machines. In situations like this, the thief situation may be, is a serious loss.

McCaull has met the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

 McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.

McCaull’s success has meant the issue of robbed cash boxes by changing them several times a day. He has the money in a machine where theft has continued so often that he knows that he is in a steady process of mourning. He says, "We’re thankful that we have this problem, it means business." McCaull is in the extra parts business, where the situation may be, is a serious loss.
BIGGEST PROFITS GUARANTEED

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

PATENT OFFICE
HAIL'S VENDERS

CHICAGO — The vending industry will be honored by the U.S. Patent Commission at its convention this fall. U.S. Commissioner David L. Ladd will present a certificate of commendation in honor of the development and growth of American vending based on U.S. patents issued in the 1860's. The commendation is part of the 125th anniversary observance of the Patent Act of 1836 and will be presented at the 75th anniversary convention of the National Automatic Merchandising Association at McCormick Place, Chi
cago.

Show Sellout
Good Prospect

CHICAGO — Only 13 exhibit booths remain to be sold for the West Coast vending show to be staged by the Western Automatic Merchandising Association, December 14-16 in Los Angeles.

Charles Manuzian, general conference chairman, said prospects for a sellout are good.

Besides showing the latest in automatic vending equipment, the Western conference will feature a wide-ranging business program, including workshops, discussions and speeches by national vending leaders and others.

Manuzian said a key attraction at this year's show will be the Western Banquet to be held at the Coconut Grove night club, featuring Nat King Cole, Sunday, December 5.

Florida Bulk Operators Name Abelson Temporary Chairman

MIAMI BEACH — M. J. Abelson was elected temporary chairman of Penny Vendors Association of Miami Beach by the members of the newly formed group which met here recently.

The association has scheduled regional meetings throughout the State, and will hold a general organization meeting in Miami later this month.

Approximately 20 bulk vending firms were represented at the new group's initial meeting, held Saturday (14) at Abelson's offices, Oak Salas, Florida.

A regional meeting has been scheduled for St. Petersburg at the Howard Johnson Hotel, Saturday, November 21, 1:30 p.m., and another for Orlando, November 4, in the office of Fage and Company.

Aim of the group is to be to provide legislative representation, service, and to be as a forum for exchange of improved operating procedures and ideas.

Plans for formal charter and election of officers for the coming year will be discussed at the forthcoming Miami meeting.

Among those present for the initial meeting were Howard Sussman, elected temporary secretary-treasurer, F. G. Ehstehed, Harry Cooper, W. R. Ashley, Michael McGowan, Fred Lenns, Dick Noble, George Barber, Shaw, to Goldfinger, Mr. and Mrs. Syros, Paul Fine

Hope W. German Paint Lights Way to Increased Bulk Sales

MUNICH — German bulk vending operators are experimenting with the use of luminous paint to increase sales.

The Germans have developed paint in several colors based on the red luminous paint used for traffic safety. By day the paint resembles the standard brilliant hues, and by night it glows with even minimum street lighting.

Several operators who have tested the radiant paint report it is surprisingly successful in boosting

sales. It is effective as a novelty.

Lures Customers
"I wouldn't say we have exactly duplicated the phenomena of Pay
na's dogs," a particularly enterprising operator sharing in the experiment remarked, "but it is amazing how radiant paint lures customers to the machines." Even when machines are located inside stores and unavailable for nocturnal charm the paint serves to advertise presence of the machine, and assists to stimulate daytime patronage.

"We find that radiant-painted machines, when placed immedi-
ately behind the glass store front, makes an unusual display," re
ported Bodo Kretschmer.

Window Dressing

This is probably true in the case of multiple-head machines.

A six-head, two-level installation can be painted in different colors to achieve a definite window-dressing effect.

German bulk vending operators, even before the luminous paint experi-
ments, have been concentrating on placement of machines well to the front of locations and, pro

ably, close to the glass storefront.

Some bulk operators refuse to place a machine if they are refused a location near the store entrance. "It's a case of out of sight, out of mind with bulk machines as well as other things," Kretschmer observed.

NAMA Starts Safety, Education Program

CHICAGO — A safety and educational programs is being launched by the National Automatic Merchandising Association, with seven vending executives being named to serve on the executive committee.

The program will deal with setting technical standards for all types of vending equipment. Initial steps were mapped last month with a test with the hers best bulk vending machines and component manufacturers.

Serving on the executive committee are Herb A. Geliger, Milwaukee, chairman; William S. Fish
man, Chicago; Mel Rupp, New York; Robert Allen, Kansas City, Mo.; Joel Kleinman, Chicago, and Homer Kueck, Ann Arbor, Mich.

NAMA Urges Ops Make Career Talks

CHICAGO — High school students got the inside story on the vending industry during career talks held throughout the country last fall.

Members of the National Automatic Merchandising Association were urged to participate. A special report (No. 5) was issued to mem

bers, with typical suggestions like how to obtain in a career place and "tags for suc

cessful career talks."

The report also contained a spe

cial article about vending jobs aimed at high school students. NAMA hopes to recruit suitable young people into vending jobs and to tell the vending story at the school level.

BULK MERCHANDISE

Molds, 40 lb. weigh, each $1

BULK BROS.

LAKE GOLD coin machines, 800 coin, 500 coin, 250 coin, 100 coin, 50 coin, 25 coin, 10 coin.

1280.0x1927.0

[577x0]www.americanradiohistory.com

Show Sellout
Good Prospect

CHICAGO — Only 13 exhibit booths remain to be sold for the West Coast vending show to be staged by the Western Automatic Merchandising Association, December 14-16 in Los Angeles.

Charles Manuzian, general conference chairman, said prospects for a sellout are good.

Besides showing the latest in automatic vending equipment, the Western conference will feature a wide-ranging business program, including workshops, discussions and speeches by national vending leaders and others.

Manuzian said a key attraction at this year's show will be the Western Banquet to be held at the Coconut Grove night club, featuring Nat King Cole, Sunday, December 5.

Florida Bulk Operators Name Abelson Temporary Chairman

MIAMI BEACH — M. J. Abelson was elected temporary chairman of Penny Vendors Association of Miami Beach by the members of the newly formed group which met here recently.

The association has scheduled regional meetings throughout the State, and will hold a general organization meeting in Miami later this month.

Approximately 20 bulk vending firms were represented at the new group's initial meeting, held Saturday (14) at Abelson's offices, Oak Salas, Florida.

A regional meeting has been scheduled for St. Petersburg at the Howard Johnson Hotel, Saturday, November 21, 1:30 p.m., and another for Orlando, November 4, in the office of Fage and Company.

Aim of the group is to be to provide legislative representation, service, and to be as a forum for exchange of improved operating procedures and ideas.

Plans for formal charter and election of officers for the coming year will be discussed at the forthcoming Miami meeting.

Among those present for the initial meeting were Howard Sussman, elected temporary secretary-treasurer, F. G. Ehstehed, Harry Cooper, W. R. Ashley, Michael McGowan, Fred Lenns, Dick Noble, George Barber, Shaw, to Goldfinger, Mr. and Mrs. Syros, Paul Fine

Hope W. German Paint Lights Way to Increased Bulk Sales

MUNICH — German bulk vending operators are experimenting with the use of luminous paint to increase sales.

The Germans have developed paint in several colors based on the red luminous paint used for traffic safety. By day the paint resembles the standard brilliant hues, and by night it glows with even minimum street lighting.

Several operators who have tested the radiant paint report it is surprisingly successful in boosting

sales. It is effective as a novelty.

Lures Customers
"I wouldn't say we have exactly duplicated the phenomena of Pay
na's dogs," a particularly enterprising operator sharing in the experiment remarked, "but it is amazing how radiant paint lures customers to the machines." Even when machines are located inside stores and unavailable for nocturnal charm the paint serves to advertise presence of the machine, and assists to stimulate daytime patronage.

"We find that radiant-painted machines, when placed immedi-
ately behind the glass store front, makes an unusual display," re
ported Bodo Kretschmer.

Window Dressing

This is probably true in the case of multiple-head machines.

A six-head, two-level installation can be painted in different colors to achieve a definite window-dressing effect.

German bulk vending operators, even before the luminous paint experi-
ments, have been concentrating on placement of machines well to the front of locations and, pro

ably, close to the glass storefront.

Some bulk operators refuse to place a machine if they are refused a location near the store entrance. "It's a case of out of sight, out of mind with bulk machines as well as other things," Kretschmer observed.

NAMA Starts Safety, Education Program

CHICAGO — A safety and educational programs is being launched by the National Automatic Merchandising Association, with seven vending executives being named to serve on the executive committee.

The program will deal with setting technical standards for all types of vending equipment. Initial steps were mapped last month with a test with the hers best bulk vending machines and component manufacturers.

Serving on the executive committee are Herb A. Geliger, Milwaukee, chairman; William S. Fishman, Chicago; Mel Rupp, New York, Kansas City, Mo.; Joel Kleinman, Chicago, and Homer Kueck, Ann Arbor, Mich.

NAMA Urges Ops Make Career Talks

CHICAGO — High school students got the inside story on the vending industry during career talks held throughout the country last fall.

Members of the National Automatic Merchandising Association were urged to participate. A special report (No. 5) was issued to members, with typical suggestions like how to obtain in a career place and "tags for successful career talks."

The report also contained a special article about vending jobs aimed at high school students. NAMA hopes to recruit suitable young people into vending jobs and to tell the vending story at the school level.

SLOW LOCK CAPSULE

The Safe Capsule—it locks shut. Cannot come apart in the ma
wheels, or cut with a knife. Colored. Quality filled in amounts from

$1.10 to $2.00 per M.

SLOW LOCK, the perfect capsule. Patent No. 5738261.

Outstanding Item. Send $2.00 and receive 100 quality filled capsules. Contains our complete line

THE PENNY KING

Company

2324 Mission Street, San Francisco 9, Ca.

World's largest Selection of Miniature Charms

Copyrighted material
Credit a Snag in U.S. Coin Export Trade

BOB JONES

Jones found it curious that in countries, particularly like Germany, which is noted for precision manufacturing that even the music machines seemed to be far behind the business of the other products. Most of the locations have a preference for American machines and would rather take a three-year-old American machine than buy a new one. In other words, says Jones, ‘The days when any old juke box could be dumped in Europe are gone forever.’

Large Operations

The best scope of the foreign operations was a surprise to Jones who cites one distributor in Hamburg where the company operates 15,000 pieces. In many instances they have more than one distributor and operator, handling their own products as well as U. S. machines. Quite a few do things on a grand scale compared to the manufacturers affiliated with the United States. But, says Jones, if America wants to keep pace with the Europeans in the music and games business, they are going to have to step up their production.

F. R. Jones Holds Open House in L. A.

CHUCK KLEIN (center), F. R. Jones manager, talks shop with operators Roy Borna, right, Sam Bernardino, Calif., and Jerry Jones, Fontana, Calif., at a recent Los Angeles showing.

SFX Earnings Reach New High

NEW YORK — The Standard Electric Phonograph Corporation has reported the highest nine-month earnings for any period in the firm’s 29-year history. SFX, a substantial commercial, governmental, and industrial sales organization, specializes in juke boxes and vending machine paper.

Earnings for the nine-month period showed a profit of $1,245,000, about 38 per cent above the same period in 1959, to $782,000 in 1961. The volume of sales financed is at the rate of $150,000,000 annually.

Gross receivables (representing earning assets) rose from $93,000,000 in September, 1960, to $175,000,000 in September, 1961.

Coin Reps See Police Strike Out at Location

MEMPHIS—Mrs. Hazel Dicht, who has been reported as planning to cut off sales for two or more months, reported that police fast week that burglars had broken into the Coin Machine Café, six times and attempted to steal coin machines. She said the thieves had gotten about 10 cents out of the machine, which is also a tobacconist.

Police are contemplating putting a watch at the café and at the request of the coin machine industry’s anti-burglary committee, headed by Mrs. Dicht and the American National Tobacco Distributors, Inc., and other enterprises.

Further Pushing Juke Box Exports

WEST BERLIN—Eltect is pressing export sales of its juke box with the assistance of West Berlin’s department of economics as an exhibition of the efficiency of this city’s industry. Ellect is giving its priority to foreign orders, in line with West Berlin’s campaign to expand its overseas markets. Two Ellect models are receiving major export attention. The F-101 is an export model for the market of the world and the G-100, a floor box. Both boxes play 100 selections. The G-100 is a new model developed to exploit the world market.

Eltect boasts that its box captures the Berlin electronics industry’s faith in mass-production with wall boxes being export to all major world markets. The manufacturer claims its lithophotograph has one of the sturdiest mechanisms produced anywhere.

Saxonia Loss Placed at $1,750,000

GOSLAR, W. Germany—Losses in the Saxonia phonograph sale case are placed at $1,750,000 by the bankruptcy court in court on Thurs. of N.S.M.-M.-C. of the Saxonia, is the bankruptcy of banks which financed the installment purchase of around 1,500 phonographs by pensioners, widows and other trade novices. The distributor, Saxonia-Automaten-Vertriebsgesellschaft of Goslar, had net loss of $1,530,000 in addition to the $1,750,000 loss by the banks and distributor, some 200 Saxonia customers lost a total of $200,000.

The 200 victims filed complaints with the Goslar district attorney, who issued arrest warrants for three principal Saxonia officials. The local court, however, issued only arrest warrants, and the district attorney appealed to the court at Brunswick, where the matter is now pending.

Swiss Have High U. S. Juice Import

ZURICH—Switzerland has become one of the ‘United States’ best overseas markets for phonographs. The Swiss have imported more than 1,250 U. S. boxes. This compares with just under 400 boxes before the U. S. import quota was imposed. The Swiss, once the largest market for German, with nearly 12 times the population. U. S. phonographs have raced far ahead of West German phonographs here.

West German manufacturers will sell fewer than 500 machines to the Swiss this year. Much credit for the heavy penetration of the Swiss phonograph market belongs to AMI, which has a 500,000 marks investment in Switzerland. AMI, which has a population of over five million, has 10,000 machines, one of the highest phonograph concentrations in the world.

Symplay Bergmann U. K. Distrib

LONDON—Thomas Bergman’s Symphonie phonograph, made in West Germany, is now being distributed exclusively in England by Symplay. The London firm’s 18-19 Bellevue Road, has a comprehensive store of spare parts for all existing Symphonie models. The company has worked to handle a complete range of games as well as the Bergman Symphonie juke box. Bergman, a German manufacturer, producer, produces a complete line of games and as well as phonographs. Bergman is exporting Royal Luxus and Derb Luxus payoffs and the Attrappe model, which has a new 200-selec tion stereo phonograph, the Symphonie 200 D.

Volbracht Receives Gold Award

BINGEN, W. Germany—The Hanover firm of Hermann R. Volbracht Nachof has been awarded a gold medal by Lower Rhine-Autonomous for having ranked the highest of the turnovers among all Lower manufacturers. In a ceremony at the N.S.M. plant in Bingen the medal was presented to the Volbracht business manager, Wolfgang Schmid, by Gertrude and Herbert Nack.

Big Exports for Canteen Subsid

NEU ISENBURG, W. Germany—Canteen Automatenbau GmbH, the German subsidiary of Automatic Canteen Company of America, is winning a big export market for its German-manufactured Teleman juke box. When Canteen purchased the Teleman firm several years ago, it moved the European operation from a small factory to a 100,000 square foot building.

A recent test of a Teleman of 2000 in the United Kingdom shows that the 2000s are superior. Canteen promotes Teleman as a European-designed box featuring precision workmanship at a high quality. The company says popular contests in the U. K. and over Europe.

Heart Attack Claims Coinman Bill LaBree

HARRISBURG, Pa.—Bill LaBree, veteran coinman from Erie, Pa., was stricken with a heart attack while attending a meeting of the Pennsylvania Amusement Machine Operators Association on Oct. 3 and died a few hours later in a hospital. He was 47 years of age. Mr. LaBree was a long-time operator of a coin-operated machine and was formerly a distributor. He was a member of the state group's board of directors.
French Ops Nal de Gaule's Stand

Continued form page 1

recessions has ended, and that the U.S. manufacturers have access to new funds. The term 'as French producers, but are

French market than ever before.

The major annual market of the trade has ended under de Gaulle. Under the new French Republic which would have taxed licenses appreciably on coin machines have already dropped by

Reeland speaks for a majority of French operators. Interviews with seven other operators in the Paris area produced a consensus that the coin trade has never been more prosperous, and new equipment has never been more popular. New 'coin-operated equipment' operators mean principally American equipment.

There is a greater volume of new

import regulations, some of which were liberalized in the past year, have helped to bring about this situation.

The coin trade has been

American equipment.

Coin Trade Invited to Tour Gottlieb Hospital

CHICAGO—Members of the coin machine industry are being extended a special invitation to a luncheon and tour of the Gottlieb Memorial Hospital to be held during the National Automatic Merchandising Association convention next week.

In an open letter to the industry, Louis Zsaha, hospital president, said: "This is a wonderful opportunity for us to thank the people in the coin machine trade for their support of doctors and nurses.

They will be able to personally see an example of public relations of which the whole industry can be proud. The luncheon and tour will be on Tuesday, October 31, starting at 12 noon. Those interested should notify Nate Gottlieb, Albany 2-2640, Transportation, and from the luncheon will be furnished by D. Gottlieb and Company.

But most operators would agree with Chabiler that "even with the high prices of new games, we are better off than we were ever before. We can thank General de Gaulle because he has straightened out the economy and given us prosperity."

The We Need Room Out They Go

Bally Jumbos, Games, Wild Cat Keensy Deluxe Big Tent Wire or Phone or Price FRANK SVEJDA SALES CO. 215-A Fourth Ave., South Minneapolis 15, Minn. Phone: Alpine 4-5751

NEW STEREO JUKEBOX

comes into the middle ages when the Ohio firm held its recent open house. All children who attended rode courtesy of the management.

Cincy Ops Get Royal Treatment

Joesh Asah says . . . CONTACT ACTIVE FOR THE LARGEST DISTRIBUTOR OF PINBALL GAMES IN THE WORLD! Leisure Gethschomke Distributors East Coast 554-4131 2131 Northeast Avenue Chicago 47, Illinois

LUCKY HOROSCOPE

Neural Coin Rejection in each chute

Two Coin Returns

Easy to Load—Holds approx. 1,000 tickets

Size: 18" x 8" x 6"

10 lb.

BARGAINS FOR THE WEEK

GAMES

GAMES 350 OF THEM. Including One Lot of 30 or 35 Low-Priced Shuffle Alleys.

WHAT DO YOU NEED?

SPECIAL This Week—KOD200 Seeburg, $375.00

Write or Call Collect. M-AI-3511

Write for Our Catalog on Full Line of Coin-Operated Machines.

Central

2315 Olive Street, St. Louis 3, Mo. Phone: Main 13351 Cable: Credit

TESTING THE NEW BALLY BOWLER is Clarence McCartney, Williamsburg, Ohio, serviceman. Paul Humberg, Royal salesman, is at the man in the dark suit, while Willard E. Cofrin, KOKO salesman, looks on. Clarence Schuyler, head of Games, Inc., is at extreme right.

Lucky Amusement Machines Co.

Jr., 166 N. Everett St., Philo 50, Pa.

Phone: Gallatin 4-4995

AMUSEMENT MACHINES CO. THE UNIFIED WAY

OCTOBER 22, 1961 BILLBOARD MUSIC WEEK 47

EUCKIE—A suburban Frankin

Pinball Ban Upheld

By Ill. Circuit Court

They joke in Paris, for example, that the "best known American in France" is Mr. Gottlieb because "so many of his pinballers are in operation."

Meanwhile, France has developed a strong photography industry headed by the Meunier firm whose Emaphone 140 box is a Continental best seller. Sterbini, Currier and Wessler also have strong positions on the French market.

Replacement Rooms

Surveys earlier this year showed that 70 per cent of phonographs in France dated back to 1957 or before. A current survey has started an equipment replacement boom as operators begin the wholesale retirement of vintage equipment.

International trade experts regard France as a joke box "growth market." Since West Germany's 60,000 phonographs on location and Belgium 20,000 (in an even greater unitary rate) in relation to population, France, with only 15,000, is landing on an underdeveloped market.

It is believed that the French market should expand to around 25,000 boxes over the next three years. The European Consumer Market in particular is expected to stimulate the French coin machine market.

Commercial Market

At the moment French producers, despite the long protectionist tariffs, are unable to expand output for the restricted domestic market and the uncertain export market. But with the assured "supermarket" of the 160 million population of the Common Market countries, French manufacturers will increase production.

Despite the French trade's relative prosperity under de Gaulle, it has to take second place, most of them all too familiar to American operators.

Play prices are too low, averaging around 5 cents. The tax structure is complicated excessively, given the cessation of harassment over new taxes. Operators pay amusement tax and a local tax.

The copyright society problem is vexing, with SACEM, the French ACP counterpart, striving constantly to boost royalty fees.

Finally, equipment is expensive despite the repression of the export licensing. Pierre Chabiler, whose operating district lies along the Boulevard Haussman, remarked, "We don't move to have permits any longer to import equipment, but we still have to have them, and the prices and fees are steep—too steep."

But most operators would agree with Chabiler that "even with the high prices of new games, we are better off than we were ever before. We can thank General de Gaulle because he has straightened out the economy and given us prosperity."

Do not hallucinate.
Juke Box Rentals for Private Parties Or Affairs Perk Up Wan Collections

By BOB LATIMER

KANSAS CITY Mo.—At least a partial answer to the problem of dwindling clientele has been found in the form of routes lies in party rentals, according to Kansas City dealers who have gone enthusiastically into the rental field.

One manifestation of the "right money" situation is found in the proliferation of social dances, and the result is a tendency for more parties at home—entertainments arranged for by clubs, groups, or merely people celebrating private events, holidays, or anniversaries.

Whenever it becomes too expensive to hold such entertainment at night clubs and supper restaurants, the "home party" is usually the answer—and the Juke Box fills the bill.

Pay's to Advertise

In Kansas City, operators who have never rented a phonograph other than during the New Year period are now aggressively advertising party rentals and making at least a fair success of it.


Each firm is using at least one type of advertising for renting; some use mainly newspaper display ads and classified newspaper ads.

Small Groups

Some enterprising phonograph firms have lists of small organizations most likely to be holding the sort of parties in which a phonograph is essential, such as youth, alumni groups, labor unions, professional guilds, societies, clubs, charities, men's athletic groups, and even churches. While telephone calls are not large, groups are not, of course, likely to produce immediate results; but there is evidence that many of the associations are planning a party of some sort and are at least mildly interested in renting a phonograph.

J. B. Music Company, a typical dealer, has telephoned 900 organizations during the first two years, and from this number came last year 123 rental orders, and this year the number is about $10, according to whether the Juke Box is actually delivered or picked up.

The going rate of $25 for a weekend rental, beginning on Saturday morning and ending Monday morning, has suffered somewhat through competition, to the point that most of the major firms will rent a phonograph, with 100 records, for $25. In this connection, how the current sex of the phonograph is picked up the phonograph and return it, although sometimes the party's request is to stretch the point and actually deliver the machine to give it better protection.

Since the parties involved are given by trade associations, workers' groups, etc., it is usually some working group, some membership who has a pick-up truck and who will pick up the phonograph and return it at the specific time.

Williams Fall Showing to Host 70 Foreign, Stateside Splits

CHICAGO—Williams will host the annual outdoor show of the oldies from the U.S. and abroad as it introduces at least three new pieces of equipment this fall.

Occasion will be firm's annual distributors' meeting to be held at Chicago's Hinsdale Hotel October 29. The meeting will be followed by a coast-to-coast road trip.

Jack Gilgeman, sales manager, said that Williams is expecting to show its new Road Racer (see separate story), a new model of a Voice-O-Graph and a new pinball game.

Bainbridge said the Voice-O-Graph has undergone extensive field testings in the United States and Europe will be given a thorough test before the rental season begins, and checked over with equal care, before being returned to rental stock.

"When we lighten things, it is to make that equipment which will entertain at home more than ever," Bainbridge pointed out.

"This year, one of our distributors has sent an excellent opportunity for the phonograph operator who has more machines on hand than he needs on the road."

The North Atlantic territory was formerly handled by Williams by Seaboard New York Corporation.

Runyon Sales Named Distributor For Williams

CHICAGO—Williams last week named Runyon Sales Corporation, with offices at Hartford, Conn., New York, and Newark, its distributor for the Northern Atlantic territory.

Jack Beigelman, Williams sales manager, and the move is part of a general program of expansion and distribution and coverage being carried out by the parent firm.

Runyon, headed by Barry Sugarmark and Abe Green, is one of the largest and most active music dealers in the country. In addition to its domestic business, the firm does a substantial export volume.

Runyon will immediately kick off with Williams present reserve single-player pinball game, its pool table, and a new Road Racer to be introduced soon. The North Atlantic territory was formerly handled by Williams by Seaboard New York Corporation.

WANTED

Jack Gless for United Team Shuffle Alley

CHARLES MUSIC CO.

3215 Ardelia Drive

Orlando, Florida

SHAEFFER MUSIC CO.

849 N. High St.

Columbus 8, Ohio

You get more...you make more...you have more.

The way is open to you when you join the Staff of Shaeffer Music, a progressive firm with a great future. Yes, when you buy from Shaeffer you buy with confidence. Write for details. 1

WANT TO EARNINGS

IN EVERY TYPE OF LOCATION

EVEYWHERE

NOW SHIPPING 1962

BAILEY PAPER TABLES

BAILEY PAPER TABLES

6-POCKET POOLS

Slate Top, Late Model...$150.00

SLATE TOP, LATE MODEL...$150.00

ARCADE

Slate Top, Late Model...$150.00

Slate Top, Late Model...$150.00

BALLY

1960 Automatics...$150.00

Monarch...$150.00

Polo...$150.00

Polo...$150.00

1960 Automatics...$150.00

BALLY

Aristocrat...$150.00

Aristocrat...$150.00

Aristocrat...$150.00

Aristocrat...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

1960 Automatics...$150.00

BALLY
OPERATE UNITED
Shuffle Alleys
and
Bowling Alleys
WELCOME EVERYWHERE

UNITED MANUFACTURING CO.
3401 N. California Ave., Chicago 13, Ill.

FOR SALE
GAMES
Hammond $150.00
Wega Wheel $95.00
Highland $250.00
Williams 3D $185.00
Dartboard Flash $50.00
Spill $95.00
Junkfood $105.00
Clown $85.00

PHONE NUMBER
AMERICAN STREETS 200, call or write
AM 6125
324.00
285.00
335.00
350.00
285.00
285.00
350.00
400.00

PHONOGRAPH
AMERICAN STREETS 200, call or write
AM 6125
324.00
324.00
285.00
335.00
350.00
285.00
400.00

NEWLY INSTALLED DISTRIBUTOR
For Shuffle Alleys in Illinois.

ATLAS HOLDS SECOND DRAW
CHICAGO—By noon Tues-
day (3) another local opera-
ture will have won an all-ex-
pense holiday to either Miami
Beach, Fla., or Las Vegas.
Atlas Music Company will
hold a drawing similar to one
held by the firm, to pick the
lucky winner. The contest is
similar to a national contest
being conducted by Atlantic's
parent firm, A. C. Automatic
Service Company.

The purchase of a new AM
Country II phonograph
makes an eligible offer for
both the local and national
contest. Lunch will be held
at Atlas' showroom here for
the event. In addition to the
first prize of a Miami Beach or
Las Vegas vacation, Atlas
will have additional drawings
for extra prizes.

13-Foot Alley
From Bally Co.

CHICAGO—Bally is intro-
ducing a new 13-foot length for
its bowling game. Bill O'Donnell,
Bally's general sales manager, announced that the 13-foot alley in

O'Donnell said Bally will also
continue production on its regu-
al 10-foot model which remains
the firm's big seller. Also available
are five-foot additions, making the
alley convertible to 21 or 26 feet.

The 13-foot length, said O'Don-
nell, will enable operators to use
the game in an even greater variety
of locations than before.

Consolidate Three
Cantien Divisions

CHICAGO—Automatic Can-
teen Company of America last
week consolidated its engineering,
manufacturing and service activ-
ities into a new division, AC
Automatic Manufacturing.

Included in the new division will
be the three Cantien manufactur-
ing subsidiaries: Rowe Manufac-
turing Company, Inc., Whippay, N.
J.; Automatic Music, Inc., Grand Rapids, Mich., and ART
Manufacturing Corporation, Rock-
ford, Ill., as well as all central
engineering and service activities.

The move is primarily an ad-
ministrative one and will not in-
clude any move of factory or
production facilities or factory
personnel.

For Common Identity
Frederick I. Schuster, Cantien
chairman, said the consolidation
will serve to facilitate administra-
tive control and will prepare the
way for moving all general man-
agerial and engineering identity in all equipment
lines.

President of the AC Automatic
Manufacturing Co. is George S.
Brown, who is also vice-president
in charge of manufacturing at ART.
Brown was formerly an engineer for
Cantien.

Fleming W. Johnson has been
named executive vice-president.
Johnson has been senior vice-presi-
dent of the Seeburg Corporation
since 1947. Before that he was
vice-president of operations and a
director of Interstate Detroit,
Detroit.

Other officers of the new divi-
sion are: Floyd V. Bookst, vice-
president of engineering, formerly
vice-president of engineering with
ART.

Harold K. Krause, vice-presi-
dent, quality control, formerly
director of quality control, Auto-
matic Music, Inc.

Richard J. Mueller, vice-presi-
dent, field and technical service
and licensee cooperation, former-
ly supervisor of central engineer-
ing for Cantien.

Harold F. Brogdon, vice-presi-
dent, new products, formerly direc-
tor of engineering, Automatic Engi-
nering, Inc.

Joseph E. McCann, controller,
formerly ART controller.

Arthur D. Schaffer, vice-president
and general manager, Whippay
(Rowe) division, formerly manufac-
turing manager of the Rowe opera-
ing at Whippay.

Keith F. Norwalk, vice-president
and general manager, Grand Rapid-
s (AMI) division, formerly man-
ager of manufacturing at AMI.

David O. Rumer, vice-president
and general manager, Rockford
(ABT) division, formerly general
manager of manufacturing.
JOE ASH, Active Amusement Machines Co., discontinued the distribution of phonographs in 1959.

Why is Active Amusement Machines Co. resuming the sales of coin operated phonographs?

Joe Ash says that Rock-Ola has recognized the basic problems of the industry. They have manufactured a phonograph that is priced to enable the operator to meet his obligations and perform at a profit.

The Rock-Ola Princess is the answer. The result of painstaking research is now being produced by craftsmen with years of experience and technical know-how. In accepting the Rock-Ola distributorship, Active Amusement Machines Co. once again has proved that you can ALWAYS depend on Joe Ash in ALL WAYS, to anticipate and satisfy the operators every need.

Model 1493
100 SELECTIONS

It is with great pride that Rock-Ola Manufacturing Corporation announces the appointment of Active Amusement Machines Co., as a distributor for Rock-Ola's phonograph equipment. This association, with one of the larger and more reputable distributors of amusement equipment on the East Coast, promises better service and greater profit for all operators in the area.

The appointment of Joe Ash's Active Amusement Machines Co. as a franchised Rock-Ola phonograph distributor serves to illustrate that you can always look to Rock-Ola... not only for advanced products for profit... but also for the most advanced, dependable sales-service distributorship organizations for profit-making coin operated phonographs.

Joe Ash - Active Amusement Machines Co.

Compact
New Design
for Greater Flexibility

Saves on Space and Service

The Princess is a versatile stereophonic-monaural compact console phonograph. It features elegant styling together with the world famous Rock-Ola tradition of engineering excellence, unsurpassed dependability and finest quality. It is truly a symphony in high style, with the sound of the future... today.

Look to Rock-Ola for advanced products for profits

Rock-Ola Manufacturing Corp.
800 North Kedzie Avenue, Chicago, Illinois

YOU TOO can look to Rock-Ola for advanced products for profits!
**Extra Profits With Used Juke Box Pop Records**

MONTGOMERY, Ala.—Selling used records after they have been reduced to the simplest possible process at Franco Novely Company, major juke box distributor and operator here.

As shown, along the side of the sheet, the records are more than 200 binks, in which the record changer for any location, as programmed by a full-time specialist, are degassed daily. All records are taken off a location, with an average of five record changes, each one a number of each phonograph record, are returned to the same location. Records are changed daily, simply transfer them to the browser display units on a counter immediately in front.

Sold off at low “flat prices” for groups, the records go into sleeves and envelopes which have been carefully saved for the purpose, and are simply transferred from the wall route compartment directly into the sales area, while a number is made of the artis, title, number, etc. In this way, classification of the records back into their covers and giving them the same display advantage as new machines (also show on the same counter) does away with the usual situation in which stacks of records accumulate, to be flipped through by interested customers, much to the detriment of the display.

With a reputation for used records in tip-top condition, and convenient to the downtown Montgomery shopping area, Franco Novely Company can usually move all buts and duds in a matter of a day or two after they have been returned from the routes.

---

**Bowling Alleys Make Top Food & Drink Vend Spots**

NEW YORK—If Gotham juke box operators make any move into full-line food vending, bowling alleys will have a part in that decision.

Despite all the talk of juke box operators diversifying into food and drink vending, few operators have actually taken the step. Many of them have been in ceramic vending, with ceramic locations generally the same steps in which juke boxes and games are placed. But they have stopped here.

However, operators with music and games on bowling alley locations are beginning to buy soft drink, coffee and candy machines, according to Murray Kaye of the Atlantic-New York Corporation, local Seeburg distributor.

The average juke box location—tavern, diner or soda shop—does not lend itself to any vending equipment other than a capp machine.

But the bowling alley location does.

Soft drink, coffee, candy and cigarette vending are integral parts of most bowling alley locations, and the juke box operator already on the location is in a good position to place these machines.

According to Kaye, most of the drink machines sold to juke box operators are for bowling alley locations. Kaye explained that while the great bulk of the drink machines sold by Atlantic-New York are to established vending operators, some units are sold to juke box operators who have diversified into merchandise vending.

In most cases, said Kaye, the juke box operator who buys a drinks machine does so to take care of a bowling alley location in which he already has a juke box, game and cigarette machine. As he is loath to have another operator in the same location, he will find himself volunteering to put in the drink machine.

While this practice may be entering vending through the back door, Kaye feels that once the operator gets his feet wet in merchandise vending, he is apt to become fairly serious about the matter.

He points out that the larger juke box operators are generally the ones that land the bowling alley locations. This means that the juke box operators currently in these locations are the ones with the capital to diversify into full-line vending.

---

**Atlas Music Holds Service Session**

CHICAGO—Some 20 operators and servicemen attended a juke box service school on the new AMI Continental II phonographs hosted by Atlas Music Company last Wednesday (18) evening.

After an initial welcome, the group divided into working teams for practical sessions dealing with sound systems, mechanism, and the 30 card unit and speaker assembly.

Hank Hovenar, AMI factory service engineer, and Frank Buch, Atlas service chief, conducted the sound system laboratory.

**Personnel**

The credit and stepper assembly sessions were conducted by Alas' Manuel Herman and John Havri.

Atlas personnel hosting the meeting were Ed Gilmour, Nate Fein,

---

**Chicago Area Headquarters for Parts and Accessories for all VALLEY POOL TABLES**

**RECORD CHANGES FOR LOCATIONS are deposited in more than 200 bins and transferred to browser display units.**

---

**FOR SALE**


---

**NATIONAL**

See our order with a small down payment and what you need with the rest.

---

**CHILDREN'S RIDES**

**TROPICAL**

**GAMES**

**UPRIGHTS**

---

**AVANTI DISTRIBUTORS OPERATORS We Thank You!**

... for the generous and enthusiastic reception you have shown to the amazing new ASTRO-LITE Shuffleboard. We now ask the hundreds of our friends, who requested further information, to grant us a short measure of time to catch up with this unprecedented demand.

When you receive all the details, we're sure you'll agree that the radically new ASTRO-LITE marks a new era in shuffleboard merchandising, outwitting every other machine on the market today. You'll like what you see!

Yours for greater profits, through better products...
GLUE-FINGERED

Canale Learns How Shaver Lifts Cigarettes From Vender

MEMPHIS — Drew Canale, chairman of coin machine indus-
try’s anti-burgy committee, said a police captain called him recently and had two lieutenants pick him up and take him to a cigarette vend-
ing machine location.

The lieutenant had a small boy, age 12, but very small for 12, with them when they picked up Canale. They drove to the location and the officers asked the boy to allow Canale how he stole the cigarette, the youth had been caught stealing from the machine.

The boy slid his elbow into the mouth of the machine, got his hand inside and pulled out a package of cigarettes. After that, the boy turned to Canale and said: “Can I have a cigarette, mister?”

Canale gave him one and the boy smoked it. “He didn’t have any guilt complex at all,” Canale said.

Canale said the youth could do it on only a certain type of ma-
chine (which will not be named here). Canale said the police asked him to pass on what he had learned to the coin machine operators.

---

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

Williams

A FEW WORDS TO WISE OPERATORS!

1. Adjustable 3 or 5 ball play
2. RESERVE BONUS SCORE carries over game to game until made.
4. MAKE 1-2-3-4 to lite top center Rollover for re-ups.
5. Match Feature and High Scores.
   - Plasticote Finish on playfield.
   - 2 Kickout Holes advance Bonus Feature.
   - 2 Bottom Rollovers for re-ups.

Single or Twin Chutes

Slip Rejector

Locked Cash Box

Order today
from your Williams DISTRIBUTOR!

4312 W. FILMORE ST. CHICAGO 54, ILLINOIS

WHEN YOU BUY A FLIPPER GAME—BUY THE BEST—BUY WILLIAMS
BARBER OF MEMPHIS IS UNWITTING KING OF HOP

MEMPHIS—Music operators were chuckling last week over a story which appeared in a daily paper about a barber-shop owner who was cited to City Court on a charge of operating a "disorderly house.

Lt. W. S. Schultz testified that neighbors of the barber, Warren Lewis, 23, owner of Warren's Barber Shop, called police and complained of a disturbance in Lewis' back yard.

Seems that there was a juke box being played too loud and some 150 teen-agers were dancing. The noise they made greatly disturbed the neighbors, the officer said.

Lewis' defense was that he was cleaning his barber shop that night, put the juke box on the back porch and was working inside.

The teen-agers from all over the neighborhood gathered, plugged in the juke box and began dancing, mostly "hop" and "rock and roll." Lewis contended he had nothing to do with it.

Judge Beverly Boushe dismissed the charge with a warning, cautioning Lewis not to let it happen again. He said he wouldn't.

PIN BALLS

RICHMOND, Va. — If the Coin Machine Council were to hold a meeting this very week, it would be the last for operators support, it wouldn't be the fault of John D. Chandler of the Richmond Amusement Sales Company here. Chandler, who recently was elected to the CMC board, attended the West Virginia Music Operators convention in Huntington as its first official act. When he left he had signed up as CMC members to 10 local operators.

**Pinball Ban Upheld**

*Continued from page 47*

specifically mentions pinball games and does not apply to other types of coin-operated equipment.

Kitsos told BMW that village officials had reason to believe that pinball games with knock-off buttons were widely used throughout the area for gambling and that this ordinance was meant to solve the problem.

**All Pins**

The ordinance prohibits the use, maintenance, possession or operation of any pinball game, whether amusement or gambling.

The case arose when 23 Franklin Park locations were granted a temporary injunction restraining the village board from enforcing the ordinance, passed last September.

Judge Tucker, in ordering the injunction dissolved, ruled that the locations must remove all machines this week.

Denied was a request that the locations be permitted to place the machines in their basements and take them out later.
More than...

DOUBLED THEIR TAKE!

WURLITZER
TEN TOP TUNES
PLAY STIMULATOR
DID IT!

Here is one more example of the tremendous extra earning capabilities of the Wurlitzer Ten Top Tunes Play Stimulator. Replacing a competitive phonograph, this Wurlitzer 2500 with the Ten Top Tunes feature MORE THAN DOUBLED THE EARNINGS of the phonograph it replaced.

If you want to step up your take in any location with a veritable cascade of half-dollar coins, see your Wurlitzer Distributor. He has what it takes to do it — and what IS doing it all over the country for Wurlitzer operators.

LOOK TO... WURLITZER... FOR LEADERSHIP

THE WURLITZER COMPANY • NORTH TONAWANDA, N.Y. • 105 YEARS OF MUSICAL EXPERIENCE