W. Berlin Coinmen
Seek American Aid

By OMER ANDERSON

BERLIN — Coin machine manufacturers and operators in this Communist-influenced city are seeking closer contact with their U. S. counterparts.

Berlin manufacturers would like tangible assistance from the American trade, and the operators are badly in need of moral support, nothing else.

A mere show of interest by the U. S. trade in the problems and plight of West Berlin's coinmen would hearse the trade here. It is said that an invitation was issued for a visit to West Berlin by a committee representing the U. S. trade—manufacturers, distributors and operators.

Technical Advice

Manufacturers would like to enlist support from their American counterparts in getting credits and U. S. orders. There seems to be a considerable amount of technical advice and assistance U. S. producers could give to Berlin producers.

Operators would like support of the American trade in pressing West Berlin city government for tax relief and the relaxation of certain restrictive legislation.

West Berlin operators also feel they should receive special concessions from GEMA, the German copyright society, and from diskies.

SOUND FAIR SEeks REPRESENTATION FROM MUSIC INDUSTRY SEGMENTS

NEW YORK — The first International Sound Fair, a combination business conference and trade and public exhibit of products, is now being projected to bring together all facets of the record business, with special emphasis on the record business.

The fair will be under the active management of James O. Rice Associates, specialists in the field of convention program development and management. The International Sound Fair Corporation will be headed by Coleman Finkel as president. Finkel is a vice-president of the Rice firm. Hal R. Cook, who is active currently on the disk scene with Record Source, Inc., will be vice-president and executive coordinator of the fair.

Cobo Hall, Detroit, has been selected as the locale for the first of the annual fairs, with dates already set for next July 25 through 29.

BROAD REPRESENTATION

There will be 11 different categories of exhibitors according to current plans. These include record producers, record merchants, phonos, components, tape units, blank and pre-recorded tape, display fixtures and merchandising units, business machines for retailers, interior design of sound systems, decorators and decor, accessories and publications.

According to the principals of the fair, the need has existed for an all-encompassing record industry convention and consumer public relations effort. The fair, a gathering for the whole disk industry—distributors, dealers, manufacturers and joke box elements—will fulfill this need, the spokesmen say.

As presently envisaged, the trade part of the fair would begin on Wednesday July 25 with educational business sessions and forums occupying the morning. The exhibits would be open to the trade in the afternoon. Additional forum sessions would occur Wednesday evening.

WSM, CMA Hold Annual Events

NASHVILLE — Country Music Association members attending the group's annual meeting here Thursday (2) were told by Treasurer Bill Deny that the organization now has $10,900 in its coffers, $3,000 more than at any other time, and that there is a possibility for the addition of a donation of $25,000 more during the coming year.

It was also brought out that there are now more than 400 organizational and individual memberships in CMA. During the meeting, it was announced that Columbia Records, Capitol and RCA Victor of the major diskies holding the event.

DeeJay Program

Service Merger

Covers All Music

NEW YORK — A 24-hour, seven-days-a-week disk jockey programming service is now available between Jim Anthony Productions and Worldwide Programming Service, Inc.

The two companies supply taped disk jockey shows to stations or networks. The programming service, called Pegasus, provides programming for disk jockeys on stations in the country in some cases. Programming was available from Anthony's New York studio, New York, and from Anthony's studio in Nashville.

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Top LP's by RCA Victor

Top LP's by Atlantic

Top LP's by Epic

Top LP's by United

Top LP's by Columbia


**UPSTAIRS AT CARNEGIE**

**Intriguing Backstage Negotiations Surround Columbia-Richter Issue**

*By BOB ROLONTZ*

NEW YORK — Columbia Records this week will release the first of five individual two-record sets by Stalinovitch Richter. The sets, the first of which is titled "Stalinovitch Richter at Carnegie Hall," are the tapes of his five widely acclaimed Beethoven concerts held in New York in the fall of 1960. This marks the first multialbum LP’s by Richter to be released by Columbia, and thereby hangs a remarkable tale, even for the record business, classical or otherwise.

When the tapes of the Russian pianist’s concerts were made at Carnegie Hall, 1960, Richter, who presented the concerts, was convinced the tapes should be released. It is understood they were recorded by Rama Recording Corporation, the company headed by J. J. Frankel, Rama has an arrangement with the Russian Cultural Ministry to issue Russian tapes on the Aria label, as well as to release tapes made by the Grofons on the MK label. It is not known whether they were recorded in the concert hall itself, or by a crew in the first row with a recording mike implanted in his suitcase and the tape machines two blocks away.

So that as it may, Rameo began offering the tapes to prospective buyers. Rameo then sent the tapes to influential publicists and radio stations for review, only to have Richter tapes, both for the sale value and the cultural value — since these five Carnegie Hall concerts were considered an especial event— be purchased by the highest bidder, at $60,000, as an advance for the entire set. Rameo held the tapes to Columbia for this sum, and at the same time offered Columbia identification against a possible lawsuit.

Up to this time, only RCA Victor had issued any American-made Richter tapes, through an arrangement with Hureck.

**Split With Russians**

Since Congress and others negotiate their own recording pacts, Rama Recording Corporation made its agreement with the Russian Ministry not to sell the tapes until Columbia released them.

Columbia, after buying the tapes, decided that it should have a contract with the Russians themselves, that it was okay to release them. And so it went to the Russian Trade Ministry for an agreement. Weeks of negotiations followed between Schustov, Columbia classical A&R chief, and the Russians.

During this time, Hureck was agreed. The fact of that Richter were now owned by Columbia, and had purchased the entire set of albums. Hureck had talked to Columbia Recording Corporation. At the same time, the Russians were making his peace with the Americans. As to the distribution of the $60,000 advance, it understood that the Russians were paid $50,000, with $10,000 paid out by Columbia, along with a few minor royalties, out of 19 LP’s. How much Richter would be paid was not known.

Meanwhile, Columbia is in its first U. S. Richter albums this week. These are not sold as hotcakes, but the recording error will never receive any credit.

**SOUND FEARS SOWS REPRESENTATION FROM MUSIC INDUSTRY SEGMENTS**

*Continued from page 1*

Evening. The same general sequence would take place on Thursday.

**S. F. Warm for Tokens and Greco**

SAN FRANCISCO — An array of strong stars here last week included "The Lion Sleeps Tonight" by the Tokens (RCA Victor’s "Ballad of the Jungle, I Love Her" by Buddy Greco (epic), Barbara Dane’s "On My Way" (Rey) enjoyed brisk sales following her appearance at a nightspot here, Fats’ "Wild Party" is also enjoying a healthy reception, while Nancy Sinatra’s "Bridge Over Troubled Water" is continuing to win impressive attention.

**McCorklin Hits in Dallas Region**

DALLAS — Hottest newcomer to record charts is Jimmy McCorklin’s "Just to Get to Know You (Art-Tone)." Another impressive seller in Dallas-Fort Worth market area is the McGuire Sisters’ "I Do, I Do, I Do, I Do" (Coral). Singles sales are retaining their brisk pace.

**HERE'S YOUR ACTION...IN ADVANCE...**

**RECA'S HABIB MADE WEEKS**

NEW YORK — Chancellor Records is calling back P&K's new record "Mode to fellowship" people, who were passing the title of the week.
ALBUM PRICE BATTLE IN PHILADELPHIA; SOME DEALERS GIVING UP SINGLE DISKS

Gimbels' and Korvette's Stage Battle Royal Over LP Prices; Record Shop, Sanders Ditch 45 Recordings

PHILADELPHIA—A major LP price war between Gimbels Brothers and Korvette's was the highlight of the disk scene here this week, with other smaller disk dealers flooding into both stores to buy as many of the hotter items as possible for their own stores. In another development, it was learned that a number of smaller Quaker City disk outlets are arranging for their single businesses to be handled by rack jobbers.

In the middle of the week, Gimbels was advertising all $3.98 LPs at $1.54, a price which oftentimes cuts in Formerly the leading discount dealer in the trade. At the same time, Gimbels pegged $4.98 albums at $2.14, and $5.98 sets for $2.78. A number of other Philadelphia dealers furthered Gimbels' slashed $2.98 to $1.49. Legal Action

One disenfranchised local retailer and rack jobber noted that he has discussed the matter with his attorney. "There is supposed to be a law which says you cannot sell for a minimum of 4 per cent over your cost," this dealer asserted. "But I have no idea how to test the law. Our lawyer said he is trying to figure out if they can be stopped but he doesn't know yet. Frankly, I'm a discoverer that I was being taken advantage of. This is getting completely out of hand. It's ridiculous.

Another dealer noted: "Man, it's crazy what they're doing. Gimbels' action seems to be a reaction to what they've been doing with their ads and advertised sales. Gimbels' is now holding back on quantities a little because the dealers have been killing them by buying up their stocks. Now they ask people, 'Are you a dealer?' The goods bought for a quantity on a smaller scale will go on a charge account. "The only trouble is that Gimbels' people say they are not going to give you a selection. I'd better buy my stuff at Korvette's. Then I'd have the goods you want."

Philosophy behind the Gimbels' stand is that sales are being made, but how much business is being lost is another matter.

Short Disk Stacks Hurt Detroit Outlets; Doe, James, Sims Strong

DETOIT—Now records get a deal in Detroit a week to get records into the stores—in this case they come from a wholesaler in the East, rather than the West.

At Miller, at Levin's Record store, scoured one bright note on the picture, "Singles picked up last week for us this week. That's because the store across the street didn't get its supply of tapes in time. We're selling at 86 cents regularly, but each week we run a special of three of the best-selling singles at 65 cents. It has been paying off for us.

Eddie Fisher, a local light these many years after his initial success, was in a different mood here this week. There were a good number on "Tonight," on Seven Arts and on "Milk and Honey," on ABC-Paramount. One getting tops is The Slide" by the Laverdender Group, and a Phonogram release, Eugene Church is generating some action with "Mind Your Own Business." Some of the latest arrivals, Percy Cole, Linda Scott and Tini Turner, were all selling well with their newest efforts.

Berlin Ct. Rules for GEMA

BERLIN—GEMA has won a significant, perhaps decisive, legal victory in its campaign to exact some royalties from tape recorders.

The Berlin Superior Court has just ruled that the mere fact of tape recorder ownership is prima facie evidence of content to tape music.

Accordingly, therefore, to the court's decision, GEMA is in justified in demanding annual royalty payments from every tape recorder owner on the premise he is taping copyrighted music, not under a license of copyright society.

If the tape recorder owner resists the GEMA payment, he must furnish proof, according to the court, that the content of the music is not copyrighted and will not tape music for the rest of the year.

In effect, the Berlin court's decision shifts the burden of "taping copyrighted music" back onto the tape recorder owner.

The court's ruling thus bears on the recent warning of Dr. Erich Scholze, in a statement to the BBC, that GEMA is determined to press the tape recorder issue to a successful finish.

When GEMA lodged the tape recorder suit with the Berlin court, the court awarded the GEMA a sum consisting of levying annual royalty fee of 10 Deutschemarks ($2.50) per recorder. Presumably, GEMA would obtain master lists of tape recorder owners and then dun the owners on the royalty.

It was GEMA's idea that the tape recorder manufacturers would be forced to buy all their tape recorders from tape recorder manufacturers. Thus would be forced to advertise royalty payments. Trade sources say it would be very difficult to develop a new, unadulterated, streaming arm directed to forgoing and outturning tape recorder owners.

Trade sources estimate it would be impossible for any company to be directed to collections to compile meaningful lists of all the listed 1,250,000 recorders of recorders (Dr. Scholze says this estimate includes all recording equipment). Thus, the West Berlin court's decision has prevented GEMA with an unalike victory. Trade sources say the copyright organization now has the upper hand in its legal fight against GEMA and other manufacturers to complain the royalties of purchases, these lists to be supplied to GEMA; 2) ignoring the purchase as an incidental and focusing entirely on manufacturers.

In effect, the Berlin court's ruling, Dr. Scholze indicated in his statement to the BBC that GEMA had "obtained a victory in regard to the legality of tape recorders.

GEMA proposed, Dr. Scholze stated, to levy a fixed royalty fee at each retailer and this fee to be included in the price of the business was still holding up. A spokesman for Tri-Roars Records in New York said that the deals were getting good from the business. In fact, we will have a record that is selling well, and getting no action downtown at all. At the end of the day, you will have a smash seller with a local group in the neighborhood, or the corner, who will have a tough time getting off the ground in the city. And, of course, the label is unable to get the record started throughout the city.
Twin Cities Becomes Powerful Breakout Center for Hot Midwest Singles

Nelson, Dino Make Strong Bid in Chicago

CHICAGO—A pair of Minneapolis hit-makers (and another in the Milwaukee area) are starting to break through. Nelson and Dino are making strong bids to win the Midwest market. It looks as though Nelson's "Let There Be Drums" and Dino's "Bubbling Under" could keep their Minneapolis fans happy for the whole 1961 season.

For the past month or so, Chil- dren's Hospital runs were being recorded in the Midwest. The hospital used to be the only place with a record company in the Midwest.

Milwaukee

Two other tunes are starting to break through in the Milwaukee market: "Turn On Love" by Phil G. Campbell (on BMG's chart) and "You Say You Cried in the Rain" by Ken Dino (BMG's "Bubbling Under" chart)."Let There Be Drums" is the only tune on the "Bubbling Under" chart that is not a hit song.

Healthy Economy Ups Minn. Sales

MINNEAPOLIS—This Twin Cities market is the market to the north by at least a couple of weeks. On numerous occasions the Twin Cities have broken the iron-ore belt, have drifted down into the Midwest and Milwaukee and ended up in Chic.

Baltimore—In Baltimore last week, Sam Cooke's "Feel It" was capped by another hit song by Sam Cooke, "A Little Bit of Soul." This song was written by Sam Cooke and Dino.

The new Mercury release, "Walk On By" by LeRoy Van Dyke, is getting considerable airplay in Chicago and could show up soon in stores. The tune is a good example of a country tune that is going over well.

An interesting duel might be going on in Milwaukee between "Pepperment Twist" by the Koppers and "Hit Me Baby One More Time" by the Shondells.

Covered

This week, a version of "The Race Is On" by Peppermint Lou and the Del in Chicago, is making the rounds in the Midwest.

All in all, the Midwest market is growing rapidly and it looks like it will be a good year for the record industry as a whole.
WEST SIDE STORY

DECCA RECORDS PROUDLY PRESENTS THE ALBUM OF THE YEAR, MOTION PICTURE MUSICAL OF THE YEAR: "FLOWER DRUM SONG"

The Motion Picture Sound Track

RODERS AND HAMMERSTEIN'S
FLOWER DRUM SONG

A ROSS HUNTER Production
in association with
JOSEPH FIELDS

Music Supervised and Conducted by ALFRED NEWMAN
Associate: KEN DARBY
Music by Richard Rodgers
Lyrics by Oscar Hammerstein 2nd
A UNIVERSAL-INTERNATIONAL PICTURE

STARRING
NANCY KWAN
JAMES SHIGETA
JUANITA HALL
JACK SOO
BENSON FONG
AND
MIYOSHI UMMEKI

DL 9098
DL 79098 (Stereo)
PRESENTS FROM THE YEAR SONG"

THE ORIGINAL SOUND TRACK WITH A HUNDRED MILLION MUSICAL MIRACLES! NOW AVAILABLE ONLY ON DECCA RECORDS

ATTENTION MR. DEALER! THE GREATEST ARRAY OF DISPLAY MATERIAL AND SELLING AIDS FOR YOU! CONTACT YOUR DECCA DISTRIBUTOR AND RESERVE YOUR WINDOW NOW!
New York

Pete Seeger is in Europe on a concert tour with his wife and daughter. Keynote Distributors is now handling C bedeut Records in Europe, and has acquired the Rembed and Debmar catalogs for Japan... Decca has announced that it will make a series of records on its King label... Myl and Moonoglow Records are being distributed by Bob Holley in Philadelphia... Hopkin Equipment in Atlanta and Bob Holley in Philadelphia are distributing Bob Holley's Lees, Holley, and His Orchestra... Jim Schermer is the national sales manager for Heart Records.

Former RCA agent Mimi Weber has opened her own personal management firm in New York... Jack Jones is out of hospital and back in the studio recording with Ray Conniff and his Orchestra... More records are being distributed by Record Distributors in Miami... John Bosworth, state editor for the Meridian for Meridian News Service, is now handling records for Decca... Bill and Richard CazanofMGDN in Manhattan were recorded and published by Vincent Lopez.

Former ark leader Allen Rock, now off the air list, is featured in the New York Times. His Strasbourg, The Martyr Musicians, the Ark, record company, and Artist and Musician are moving to the Coast, and Bob Crystal will head the organization out there... Joe Rosse has left Aetna's Cadaco to take a job as an arranger on a long term basis... Amy Records has picked up the master of "Motorcycle" by Bill and the Stray Cats. Fenway Records is handling the Untitled Artists line in Pittsburgh... Cliff Green and Fred Toronto have teamed up first. First song is "Johnny Willy" written by Pat Boone.

Epic has signed two country artists, Dick Flood and Virginia Spurlin... Vanguard has signed Shoshana Damrosch, Carol Albright, and Hedy West, David Codde and Jackie Washington, Dick Scher... Valve will present an evening of percussion pop music at Carnegie Hall... The St. Louis Symphony has acquired the Mundell Lowe score for the film "Fackette of Evil."... Easton Robert, formerly married to former record label executive, Minnie Street, last spring, Breese is the assistant disk buyer for the Capital Records. New York. Mrs. Breese is the daughter of chanteur Rex Allen.

Connie Francis' MGM wakening of "Have Yourself a Merry Little Christmas" is the Christmas Sead Song of 1961 for the National Association of Recorders... And the Jazz critic George Simon's new book "The Feeling of Jazz" is due next week... John Carr and the 3 Sterntaler of the Bar are listed in the 1961 edition of "Wine and Women" magazine... Greene's grandson has signed with the Prodigy Records has signed Eyre to vice-president in charge of the West Coast office... The Strangelove has acquired the Mundell Lowe score for the film "Fackette of Evil."... Easton Robert, formerly married to former record label executive, Minnie Street, last spring, Breese is the assistant disk buyer for the Capital Records. New York. Mrs. Breese is the daughter of chanteur Rex Allen.

Amanda Ambrose, currently appearing in Leonard Bernstein's "Trouble at Tahiti" at the Gate of Horn here with Alexandra Vitale and Frank Carney, is expected to return shortly on Vesey Jay. The trio (Ambrose, Hunt and Carroll) were offered a contract by Vesey Jay at a $10,000 per week for a year to do jazz to be aired on Vesey's show... Joe Segal, a&r, head of Delmar Records here, adds a weekly two-hour "Jazz Program" on WSNY to his responsibilities. Strass, associated with Reginald J. Holzer in the recently formed Music Products, received the contract for sale of a master which was picked up by Lee Mathews, Cleveland.

Coontz takes on Eve Records, new label here... Mike Andlau writes the first release for Eddie Levy and his group... Morn, the rhythm and blues group, is known for its weekend club dates — Maurice blows a mean tenor sax with a wild and rowdy rhythm section... Mike Andlau, subsidiary of Riverside... It's a double coup for WCFL's Jay Smith who was a pretty nameless Stuyt, from Stuyt in New York, and a new show, his first, every Saturday... Barry Gordon, whose first Mercury release came out recently, appears on the Jack Benny TV spectacular this month... Playboy adds a third showroom — it actually built a fifth floor on the top of the building.

Capitol closes its Indianapolis, branch this week, with the Chicago branch taking over the Indiana territory. Resident salesman will be stationed in the Hootie State but merchandise will be shipped from Chicago. Ken Harris, Indianapolis manager leaves the firm. Other sellers are being absorbed in numerous Capitol branches... Rocco (Rocky) Catena, star salesman for Capitol in Chicago is promoted to assistant sales manager... Hal Hall, former publicist for WJJD here, replaces Dick Drury as program director at station KQV, Pittsburgh... David Allen, scat-singing tenor with the Sound of Jazz here, was recently named manager of a master he picked up by Lee Mathews, Cleveland... Coontz takes on Eve Records, new label here... Mike Andlau, subsidiary of Riverside... It's a double coup for WCFL's Jay Smith who was a pretty nameless Stuyt, from Stuyt in New York, and a new show, his first, every Saturday... Barry Gordon, whose first Mercury release came out recently, appears on the Jack Benny TV spectacular this month... Playboy adds a third showroom — it actually built a fifth floor on the top of the building.

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Bobby's BIGGEST Ballad-EVER!

"RUN to HIM"

b/w "WALKIN' WITH MY ANGEL" #55388

BOBBY VEE!!!

Yes, Bobby Vee does it again—this time with a smash ballad that's already selling big, and which will soon be selling the biggest!
FOLK TALENT & TUNES

By BILL SACHS

Disk spinner Lawton Williams, who also hosts the program department of KCUJ, Dallas-Fort Worth, reports that the station is enjoying the highest ratings in its history. The 50,000-listeners-a-week, all-country-and-western outlet features top-rated country deejays with local news and weather seven days a week. A thorough sprinkling of sports is thrown in to keep up with the trend of the sports-minded listeners served by KCUJ, Williams says. He has been making personal appearances in the Dallas-Fort Worth area in recent weeks to plug his new Mercury platter, "Anywhere There's People," of R.E.F. Recording Company, P. O. Box 448, Indianapolis, Pa., has three new releases in Francine, by Bob Scott; Thunder, Lightning, by Steve Shumma, and Just One Step Too Many, b.w. "I Won't Believe My Eyes," by RonCoalite, a newcomer to country music. A request on your station letterhead will fetch you sample copies.

Tom Reeder has returned to WARI Radio, Abbeville, Ala., as deejay and general manager, after spending two weeks in Richmond, Va., winding up last-minute preparations on WVLY Radio, which hit the airwaves last weekend, with Reeder as program manager. In addition to his managerial duties at WARI, Reeder is programming eight hours of country music, six days a week. He presented a quartet of moments at the same time, he sent well-wishes to Tom Leomle's "Happy Birthday to Me," Jimmy Dean's "Big Bad John," Bill Phillips' "The Outlaw," and Bill Anderson's "Pa Fella" and Clyde Beavers' "Ah'm Gonna Drink No More."...

CHART WATCHING

Drop in the middle of the mailing of Jimmy Simpson's new Nashville release, "Life Goes On (I Wonder Why)," about an announcer request to Jimmy at Radio Anchors, Box 1990, Anchorage, Alaska, where he spins the c.w. melodies.

Copies of the new Columbia release, "Dixieland Train," b.w. "Beautiful Moon of Kentucky," by Jim and Jesse, may be obtained by writing to the lads, on your station letterhead, P. O. Box 190, Lynyrd, Fla. WNCN, Canonsburg, Pa., has changed its call letters to WARKO. Artists, distributors, publishers, farmers and diskers are asked to change their lists accordingly. Requests for record service on c.w. and gospel disks have been received from Joe Rax, WYVN, Erie, Pa.; Harold Showman, WNSC, Somerset, Pa.; Jerry Wooding, WTRN, Tyrone, Pa.; Gilbert Carmey, WPMN, Punxsutawney, Pa.; Dean Sharples, WPHB, Sandy Ridge, Pa.; Howard Yohn, WXYL, Apollo, Pa.; Tom Comers, WCFA, Cleatfield, Pa.; and Virge Brown, WGRF, Greenfield, Pa.

Little Joe Penny, for the past year with WNTN, Waynesboro, Va., becomes program director and c.w. deejay at Station WFXL, Richmond, Va. Zag Penn recently left the station. Don J. Smith, program director at Station WYEF, Richmond, Va.

As usual, we are talking about a better c.w. radio. We are talking about the new 5,000-watter and try anything that has grooves. ... Lyny Stanton, who has her own "Lyny Stanton Show" daily over WRAZ, Reston, N.C., raises a steady stream of listeners by reading his own columns.

JOE KENNEDY

BATTLE OF SOUND LINES GROWS MORE INTENSE

NEW YORK — The competition for the consumer's ear in the sound field is growing more intense, Command Records, which at one time had the field almost entirely to itself, is now being given a mite by other sound labels, especially London's new Phase Four stereo line. At the same time Command itself moved up with a new line of sound systems, and, in the group of Phase Four sets released last month, two albums already have jumped on Billboard Music Week's Top Selling Stereo Chart, including "Pass in Review" by the Bob Sharples Orchestra, and "Big Band Classics" by the Ethel Merman, "Melody and Percussion for Two Pianos" with Ronnie Aldrich.

Columbia and Victor

Victor reports that its Stereo Action line is growing in appeal, and Columbia is toying with a sound line of its own via the five special sound albums released a month ago by Jack Plies, St. Rasy, Johnny Williams, Jose Greco, and Andre Kostelanetz. Meanwhile, Capitol will take the wraps off its new stereo line come November 15.

The number of labels in the sound disk business has jumped to over a dozen now, including Mercury, MGM, TDE, Audio-File, Riverside, Liberty (Premier), Direction Sound, Continental, Warwick, Decca, Miditation and Columbia, Victor and Command.

Command, in addition to moving into the classical field, has come up with new packaging on its classical line, and the new work without dots and dashes. At the same time the firm is marking the trend of its 35-mm. process, Command saw issue one of the biggest-selling new stereo LP's in the country this 35-mm. album.

MANAGING THE MARKET

managers, promotion men — even to the artists themselves — all are taking advantage of radio's wildest promotion ever. We do not have a budget for radio, says Command's new w.c. director, Andy Warfield, WYAL.

And don't you know where to turn? The answer is "getting at the W/red in your market and finding out the type of music your market is hungry for real down-to-earth country and gospel music."

George A. Crumb, president of WCMC, Richmond, Va., reports that platter spinner Sheriff Bill Davis, long a champion of country music in the Tidewater area, recently saw his record sales in the section of Virginia, returned to WMCM November 1 after several years' absence. Davis introduced country music to the area in late '40s on WLOL. He later hosted his own Hometown Show on WYAO in 1954... Kinsky Records' new release, "Chapel in the Moonlight," b.w."Guitar Boogie" by the Big Bopper Brothers, and "I've Lost You," b.w. "Lights Sound Louder Than Words," by Junior Carright, may be obtained by going to the firm's promotion man, Mabelene Baker, at 252 Bush Street, Vandergrift, Pa. Put your request on your station's letterhead.

(Continued on page 2)

Breaking in Los Angeles, Detroit, New Orleans and Cleveland

RIVERSIDE 4500

RIVERSIDE 4500

RIVERSIDE 4500

RIVERSIDE 4500

RIVERSIDE 4500

RIVERSIDE 4500

RIVERSIDE 4500

RIVERSIDE 4500

Retailers and one stops: contact your nearest Riverside distributor today, disc jockey: for free copies write to Riverside Records, 235 W. 46th, New York
Si Zentner Breaks The "BIG-BAND BARRIER!"

This BIG Big-Band sizzler is smashing with
- BIG RETAIL SALES ACTION!
- BIG JUKEBOX SALES ACTION!
- BIG "TOP 40" and "GOOD MUSIC" station air play!

...and with his SMASH album:
"BIG BAND PLAYS THE BIG HITS"

Big A Lazy River, Aka Mingo, African Waltz, Walk—Don't Run, Raindrops, Tenderness, Calcutta, Save The Last Dance, For Me, Wonderland By Night, Apache, Because They're Young, Will You Love Me Tomorrow.

A smash album on the West Coast—and spreading fast!
**MUSIC AS WRITTEN**

- Continued from page 8

Capitol's national sales promotion manager for singles, Jay Swid, round the area with Mauri Lathouwers, local promo maffoht for the branch.

**Philadelphia**

Ed Collar, local record explolier, has been set as Philadelphia area promotion representative for Acuff-Rose and Hickory Records. . . Marshall Verbit, son of Nelson Verbit, head of Marcel Record Distributors, and Lynda Ball have announced their engagement. . . Clarence Fuhrman has been renamed musical director for the dance and pop concert series summer during the summer of 1962 in Ocean City, N. J., at the resort's Municipal Music Piae. . . Eastenny band back on the stand at Frank Palumbo's for the eighth year.

Maurie H. Orodenker.

**Cincinnati**

There was a pilgrimage out of here last week for WSH's Country Music Festival in Nashville, held over the weekend. Jerry Wein, local RCA Victor Records maffoht, plucked out for the country music capital Wednesday (1). Ray Scott, former c.d. w., departs here and now an exec at WNOP, Newport, Ky., accompanied by Mrs. Scott, motored to Nashville Thursday (3), along with Ray's songwriting brother, Walter, and the latter's wife. Also making the trip Thursday (2) was Wein's Gal Friday, Julie Godsey, accompanied by Emily Asbury, of Jeffersonville, Ind., former Louisbound newswoman now engaged in publicity and promotion work in the latter city. The limestone made its appearance on the Ruth Lyons "50-50 Club" Thursday noon (2) via WLET and the Crosley Broadcasting radio-TV network, and in the afternoon did an autograph session at Shilling's record department. Friday night (10) finds them at Music Hall here for a concert session. They will meet the local dealers and trade press Thursday night at a cocktail session hosted by Jerry Wein and Julie Godsey at the Carvel, surrounded by his stock.

* Local band leader Charlie Kohner has just finished a second session for King Records, with release set for mid-November. Titled "Heave Party," the package comprises 28 tunes. King president G. Noel has plans to take one of the songs from the album, "Hot Lips," a la the late Harry Buse, to release as a single. The album, made in a previous Ko session at a promotional mailing piece, the gimmick netting him a number of dates within a 300-mile range of Cinc looking for his next one-nighter at Music Hall here, pulled a disappointing $6,000 gross. . . Guy Lombardo set for a one-nighter at Memorial Hall, Dayton, Ohio.

**Rop Cooke Single**

- Continued from page 3

bottom of the charts as well as the top sellers. He said folk music sells well for them, and "Mexico," by Bob Moore on Monument, is currently selling fine.

**Turn Around Hot**

Very strong in Baltimore last week, in addition to the rocketing "Moon Ridge" by Mancini, were "Turn Around, Look at Me" by Glenn Campbell on Crest; "Your Mistake" by Bette Winninger; and "I Saw You Crying in Your Sleep Last Night," by Kenny Dino, and the new breakthrough, "The Lion Sleeps Tonight," by the Tokens and RCA.

Also catching on were "The Roachie," by Gene and Wendell, R. & J., and Sandy Nelson's "Let There Be Drums," on Imperial.

**Short Disk Stocks**

- Continued from page 4

result of distribution problems, but may be resumed. "Discounting is hurting bad," an East Side dealer said, and noted, "We are open 12 hours—the disc counters are open from 8-12 hours, and we can tell it by the business when they're open. We only get Young" by Perry Como. The story goes that it's a hit.

November 26 . . . Burnsie Rupps's band resumed its regular Saturday night dance sessions at the Sheraton-Cotson Hotel's Rivertoll Saturday (4).

**Pittsburgh**

Pat Boone has been signed by promoter Joe Miller to make his Pittsburgh night club debut at Rose Catullo's Twin Coaches November 24 for nine days. . . Neil Sedaka is in town here promoting his new RCA Victor platter, "Happy Birthday," and Hugo Winterhalter also arrived to plug his wares singing, "I Believe in You." . . . The Jive Five whose "Never Never" has been a hit by its presence is on the record to appear at a Syria Mosque concert November 22 under auspices of Pecky Cheechick, the WAND desing, Others signed include Shep and the Li'l Sneakers, the Five Starlets, the Spinners, Little Caesar and the Romans, the Shells, the Skyliners and Jerry Butler.

**Healthy Economy**

- Continued from page 3

bigness of the future. Some of the "Peg and the Grig" by Mitch Miller, "The Bridge of Love" with Joe Dowell, "Another Time" with Jerry Val, "Blue Hawaii" by Jane Mers and a two-sided disk by Tony Ben- nett, "Comes Once in a Lifetime" and "Tender Is the Night." A consensus of dealer sales today at the air play shows the big selling titles are almost invariably the Easy Listening—already well entrenched on the charts—for the Twin Cities area—Big Bad John, Jimmy Dean's "Bread Is the Food of "Heart," Henry Mancini, "Bridal Stomp," the Stella, our business after they close at 10 o'clock.

One Dealer, White's Record, reported business good as usual, however, reason is in the decision to do some promotion —by a price cut, cutting from 75 cents, and using radio advertising, Barbara White and others. Other gimmicks are used per- sonally—like an album offered at door prize to store visitors. The pect is to get traffic and expotential customers to the set-up in the racks.

Tony Orlando has his THIRD straight Epic hit single from a smash album.

**EPIC**

...is on the move...and...**HAPPY TIMES**

(Are Here to Stay)

D.J.'s all over the country have unleashed a smash new single from a smash album.

**TONY ORLANDO**

"HAPPY TIMES (Are Here to Stay)"

A NEVINS-KIRSHNER PRODUCTION
ARGO STOCKING PLAN
Pay For Six, Get Seven!

7 PROVEN BEST-SELLERS

2 Brand-New Albums

THE RAMSEY LEWIS TRIO
SOUND OF CHRISTMAS
ARGO LP 687X (mono & stereo)

NEVER ON SUNDAY
THE RAMSEY LEWIS TRIO
ARGO LP 686 (mono & stereo)

PAY FOR SIX, GET SEVEN!
Until Dec. 15, you get one free with every six purchased on the entire ARGO Long Play Catalog.
CONTACT YOUR ARGO DISTRIBUTOR TODAY!

ARGO LP 680 (mono & stereo)
ARGO LP 671 (mono & stereo)
ARGO LP 613 (mono & stereo)
ARGO LP 642 (mono & stereo)
ARGO LP 611 (mono only)
ARGO LP 627 (mono only)

EXCLUSIVELY ON
ARGO RECORDS

Chess Prod. Corp.
2120 S. Michigan, Chicago 16
"may make all other stereo obsolete"

John David Griffin, New York Mirror

ALREADY ON THE BEST SELLING CHARTS

PERCUSSIVE COMPANY
Redd Botts and His Band
Best Seller: Polly, Tennessee
Washington Polly, Too Fat Polly, Goodbye, 11th, Funk,熊猫, 11th O de Selma Augustus, The Happy Wanderer, Ad Winstead, E. Street, Masters

MELODY AND PERCUSSION
Roy Aldrich & 2 Pianos
Unforgettable: Secret Love, To Reach His Goal, Folly, April In Rome, My One and Only Love, Anna Lee, Misty, Golden Slumbers, Young at Heart, April Love, The Gypsy

PASS IN REVIEW
Paul K. by Bob Chiles
Ride Britannia, Scotland the Brave, Wuthering Heights, La Gitanita, Spanish Motel, Mexican Hot Bong, LIL Mantxton, When the Saftey Go Marching In, Many, Anything Avguht, Mead- deland, Story and Smapes, others.

BIG BAND PERCUSSION
Ted Heath and His World
Johnny One Now, Blue In the Night, Reeven Vonderly, More Than You Know, Polka- clumping, Theme Creeping, Taking a Chance on Love, Ain't That Sweetly So, Daddy, Hewl, Swoon, Sweet Sue, You're Not For Me

EXOTIC PERCUSSION
Stanley Barks and Choirs
Temperance By the Waters, Mimo, Alligator, Jungle Drums, Hymn to the Sun, Southern Hill Devil Moons, Baby Moon of Mappectra, Mexican Flamingo, Carnation

PERCUSSION AROUND THE WORLD

Attention Radio Stations:
You may purchase one complete set of 12 (mono or stereo) for $12 (postage prepaid)
Please submit station check made out to London Records, Inc.
539 WEST 25 STREET, NEW YORK 1, N.Y.

YOUR BEST SELLING LP'S FOR CHRISTMAS

...and for the big January sales to "new set" owners
Sound Record Sales Boom
After 3 Years of Stereo
Command Records Sparked Percussive Trend, Everyone in It Now; Future Looks Bright

By BOB ROLONTZ

NEW YORK—A whole new world of recorded sound was opened up when the stereo record became a practicality in the summer of 1958. Up to that time many manufacturers had been placing their stereo hopes on tape, but when Audio-Fidelity rushed the first stereo record to market in the spring of that year, other manufacturers quickly followed. There were many hurdles to overcome to get the public to accept and enthusiastically welcome stereo disks. First of all, the early stereo records were not all they could be. It took the a.r.r. men, the managers, the engineers, the performers, the recording plants many months before they mastered stereo recording and pressing techniques. In addition there were no photographs available to play stereo records, and sales lugged until manufacturers rushed stereo players to market. By the beginning of 1959 there were enough stereo phonographs in dealer's hands to enable them to try to sell stereo phonos and records to the adventurous consumer.

Then came the redoubt process of converting the hi-fi culture, the average LP buyer, the classical fan and the pop, folk and beat fan, to stereo. Stereo displayed its dealer's stores, advertisements in magazines and newspapers, home demonstrations, and many other techniques and methods gradually made their way, and by late 1959 and early 1960, a large number of record buyers were aware of stereo and knew how it worked.

There was still a big dispute within the trade as to how stereo records should be recorded—a dispute that will exist as long as there are companies who advocated the ping-pong effect and other companies who opposed it. The还是 should not be widely separated, and certainly not separated in any way such as to distort the music. It was the classical buyer who appeared to want stereo more than the pop buyer at that time, with a larger percentage of classical fans buying stereo versions of the classics than pop fans did of pop albums.

It was just about this time that Enoch Light introduced his Command label, one of the first stereo records. There were a few who had great faith in the future and were quite pleased with the sound quality of the records. RCA Victor started the Stereo Action label, and soon another new de luxe package for it. Liberty Records issued a special stereo album, and so did Capitol and Decca, also with special packaging. Decca Records came out with its Brunswick Brass series. United Artists initiated its Ultra Sound line. Mercury Records did a lot of in-extensive sound engineering under the name of their Precision Sound series. All of these were a sign of things to come.

Command Records was the name of the game. You could buy a whole box of records for $10.00. The sound was closer to the live sound, and the instruments and voices were closer to the live sound. The sound was also more complex and rich. It was a great day for music lovers.

N.Y., Chi Stores Push Sound Sets Via Eye and Ear Appeal

By NICK BIRD

CHICAGO—"There's a knock on the door here," said a spokesman for one of the city's prime classical record outlets, "and the knock is louder than ever. We're selling more singles, more records, and more cassettes now than ever before. The demand for sound equipment is also increasing.

The man talking is Al Teeman, better known in the trade as Little Al. (Continued on page 40)

Record Hunter Displays Sell

By BEN GREVATT

NEW YORK—The Record Hunter, Fifth Avenue retail disk and gramophone store, has marked long as one of the city's prime classical record outlets, has expanded its operations into an entirely different field of merchandising, the so-called "sound" recordings.

Since the arrival on the scene of Record Command, some two and a half years ago, the store has done a brisk business with the granddaddy of the audio field and has attempted to do so with varying degrees of success with other sound lines that have come along in the meantime.

The Record Hunter has turned a neat profit with sound products. The store has a complete line of all types of sound equipment, and completely to highly visual display equipment. Beyond this, the store has sold the product at less discount than most any other outlet in the midtown area. We sell the $5.98 Command stereo for $4.98 and the $9.98 monaural for $4.95, said Curt Schott, buyer for Record Hunter. "I'm sure that Keenway and Goody sell for a lot less than that and they may sell more than we do, but there is a good profit to be made in this kind of product and we prefer to make it rather than throw it away. That's more, we have, I think, considerably more good will from the manufacturer because we sell without schlock and with a good deal of satisfaction.

Whenever a new release of sound albums comes along from any label, it will get the full treatment in the Record Hunter's window, even if it is only a release in the middle of the line. The release consists of one record, the store is free to sell in the public to the store and we did very well with it. We got it right away.

We also have a display of store that we sell in the store to show the sound of the material. We have many displays of d'ore and the same in the store and we are moving them around. Our traffic is big, of course, but we have many customers who come in regularly to check out the stock too long, it loses its attention value. We move them around quite a bit so that from one week to the next the layout never looks the same. This is the only effective way of handling displays."
Blossoming!

THE LIBERTY PREMIER SERIES

50 GUITARS GO SOUTH OF THE BORDER
The 50 Guitars of Tonney Garrett
13005/14005

GREAT BAND WITH GREAT VOICES
Si Zentner Band and Johnny Mason Singers
13009/14009

STREET SCENE
The Fantastic Strings of Felix Statkin
13008/14008

THE MAGNIFICENT XII
The Fantastic Strings of Felix Statkin
13007/14007

PARADISE FOUND
The Fantastic Strings of Felix Statkin
13006/14006

MANY SPLENDID THEMES
The Fantastic Strings of Felix Statkin
13005/14005

OUT OF THIS WORLD
The Unique Sounds of Richard Marino
13004/14004

THE MAGIC BELL
The Unique Rhythms of Richard Marino
13003/14003

BRAND NEW!
FOR CHRISTMAS SALES

SEASON'S GREETINGS
The Fantastic Strings of Felix Statkin
13013/14013

...THE LINE WITH THE FINEST SOUND!
...THE LINE WITH THE BEST PACKAGING!
...THE LINE WITH THE MUSICAL SURPRISES!

is blossoming forth as a VOLUME LINE!

Stock up now and watch sales GROW!
COLUMBIA COMMAND

PERSUASIVE PERCUSSION, VOL. 1—33 1/3 RPM

RANSOM GUITAR—Tony Motula, 33 1/3 RPM

TEMA BAND & STRING ORCHESTRA—E. Remo, 33 1/3 RPM

The PERSUASIVE TROMBONE OF SERGEANT HEINZ—33 1/3 RPM

BIG BAND & BRASSY—Enoch Light, 33 1/3 RPM

CHERNOV—The Shell Recording A Cappella, 33 1/3 RPM

THE PERSUASIVE PERCUSSION, VOL. 2—33 1/3 RPM

PIANO—Daniele Pianetti, 33 1/3 RPM

MGM

SPECTACULAR SONG SERIES, V. 2—78 RPM

 Также, связанные с профессиональной музыкой и концертной деятельностью, систематизированы в приложении "Музыкальные альбомы". Эти альбомы содержат как мелодии, так и тексты песен, а также информацию о исполнителях и оркестрах, которые их записали.

THE QUALITY COUNTS, NOT THE PING-PONG

BY JUNE BUNNY

NEW YORK—The quality of performance and material—rather than ping-pong type gimmickery—determines how many plays a "sound" album gets from radio stations around the country today, according to a BMW survey of the field.

With the exception of FM stereo multiplex broadcasts, which, of course, make excellent use of stereo "sound" packages, stations today are more interested in an album's performance value than its degree of "maximum separation."

Since air exposure practically always pays off at the sales level in some measure, it would appear that the performance quality of a "sound" album contributes more to its sales appeal than some gimmick-minded manufacturers are willing to admit.

In line with this, David Gordon, musical director of WPAT, Paterson, N.J., veteran "good music" station, notes, "WPAT's audience has always been a sensitive barometer for measuring the tempests that the recording industry has whipped up from time to time. From every report that reaches me, our listeners are buying the sexual revolution, and..." (Continued on page 22)
Why would any company go to this much trouble to package a stereo recording?

When you have heard one of these new records, you will understand. This phenomenal new series of albums is called "Staged for Stereo." The stereo sound is totally electrifying. These new recordings will provide excitement in sound never before achieved in the medium, perhaps the ultimate in directional stereo. They are that uncommon.

That is why this revolutionary packaging has been created. Each record is enclosed in a sturdy transparent plastic box. Each box is hinged and locked to keep the record dust-free and fully protected. No disc has ever received such regal treatment. These "Staged for Stereo" albums deserve it.

Here are the first five albums in this astonishing new series. Hear them, and be prepared for an amazing experience.

See your CRDC representative now. RELEASE DATE NOVEMBER 13

These albums are priced to sell at $5.98*

*Optional with dealer
EXPLODING ALL OVER THE CHARTS!

from the creative world of stan kenton comes...

Kenton's West Side Story

ALBUM #81T1609

STAN KENTON'S HOLIDAY HIT PACKAGE!

RE-ORDER NOW FROM YOUR CRDC REPRESENTATIVE!
NEVER SO HIGH
NEVER SO FAST

THE ALBUM THAT'S MAKING RECORD HISTORY

ONLY 5 WEEKS OLD
AND ALREADY NO. 2 BEST SELLER - BILLBOARD
(STEREO CHART)

NO. 3 BEST SELLER - CASH BOX
(STEREO CHART)

FEATURING ENOCH LIGHT
AND HIS 60 PIECE ORCHESTRA
RECORDED ON 35mm MAGNETIC FILM AT CARNEGIE HALL

ALSO AVAILABLE AS
SOUND 35/MM
(MONAURAL VERSION)

MAIL FREE COUPON TODAY!
GRAND AWARD RECORD CO., INC. Dept. BB-11
1501 Broadway, New York 36, N. Y.
Please send me complete information about SPECIAL OFFER on COMMAND and GRAND AWARD. Mono and Stereo Records for Radio Stations.

NAME ________________________________________
RADIO STATION ________________________________
ADDRESS _____________________________________
CITY ______________________ ZONE ______ STATE ______

ATTENTION RADIO PROGRAM DIRECTORS
SPECIAL OFFER FOR RADIO STATIONS
MAIL FREE COUPON TODAY!
Earphone Doubles Music City Sales

By LEE ZHITO

HOLLYWOOD—Clyde Wallichs' Music City found it was able to double its "sound" album sales by demonstrating them on an earphone listening device. In addition to this demonstrated increase in sales, the demonstrations proved sufficiently impressive to help move a number of earphone units.

Six months ago, during a War-

wick album push, Music City set up an earphone unit on the counter marked with an appropriate sign calling customers' attention to the demonstration. The listening device used was an earphone, with two small earphones, and a stereo playback. (It lists at $149.50 with the double earphone set, $121.50 when equipped with a single head- set.)

A clerk, who supervised the demonstration, would play the LP requested by the customer, and the customers, after listening, would return to a sudden sales surge. Directional sound is clearly defined through earphones, and when heard through a stereo loudspeaker system, the fact that the sound seems to come from one place, first attracted the customer's interest by offering him a different way to hear records than to which he has been accustomed; then, the earphone unit demonstrated his interest in the albums. This, coupled with the fact that "sound" albums by their nature tend to emphasize vocals, served to help in a demonstration that clinched sales.

According to Music City, earphones provide the best way to sell "sound" albums, and sales results prompted it to leave its earphone demonstrator on its counter and in its window. An additional benefit to this arrangement is the fact that each time a customer uses the earphone playback unit, the customer takes the earphone playback unit at the counter, it frees a lis- tening booth he otherwise would be taking.

In addition to the counter unit, Music City has found it advantageous to equip some of its listening booths with earphones for the better service in some of the more serious stereophiles.

Quality Counts, Not Ping-Pong

By continued from page 17

most especially now that the sound men have discovered music.

Hubert, the music programming chief of WNEW, New York, says that the outlet utilizes many "sound" albums, and the selection is based entirely on quality of performance. Some "sound" albums are "too brassy" for WNEW, comments Trilling. The sound in the album is not necessarily defined, but rather attracts the customer's interest by offering him a different way to hear records than to which he has been accustomed; then, the earphone unit demonstrates his interest in the albums. This, coupled with the fact that "sound" albums by their nature tend to emphasize vocals, served to help in a demonstration that clinched sales.

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$5000 REWARD

DIRECTIONAL RECORDS issues this open statement as a blast against those in the record industry who do not care about effective in-store promotion after their 'sound' records hit the counter.

35mm, Phase 4 etc., etc., are all terrific recording techniques. However, we believe that what the Record Retailer really needs is to be helped by terrific merchandising techniques. Without the retailer, the whole sound idea would disappear. Our exclusive in-store display, the VISUAL STEREO DISPLAY, does more for the retailer than any other record innovation in the whole history of stereo record merchandising.

Our exclusive VISUAL STEREO DISPLAY demonstrates what no salesman can ever hope to achieve with just conversation. The 'Dancing Lights' incorporated in the display have created retail sales beyond all expectations in areas where 'sound' records had run their course... outselling our leading competitor by as much as 20 to 1.

We now offer $5,000.00 reward to any one if he can prove that our VISUAL STEREO DISPLAY & TESTER does not truly depict, dramatically and effectively, the miraculous sound we claim for DIRECTIONAL RECORDS.

For complete details on how you can obtain a VISUAL STEREO DISPLAY unit, and for the success stories and sales figures about this brand new merchandising aid, call me personally at Wisconsin 7-0982 in New York, and I will arrange an immediate demonstration.

Philip Landwehr, President.
Premier Albums Inc.

DIRECTIONAL RECORDS
A PRODUCT OF PREMIER ALBUMS INC., 356 WEST 40th ST., N. Y. C.
This 'N That: New York radio fan Judy Lee's query as to the whereabouts of some of her favorite Midtown deejays turned up late last week. Bert Sheppard called to say he'd be at WNTA, Newark, N. J., for the past two years. He's currently doing a "talk show" with mother-in-law Margaret Morgan from 2 to 5 p.m. Burt Sheppard, formerly with WMCA, New York, also contacted Vox Fox to report he's current with "Talk on a Saturday." Sheppard added, "I must say that it's nice to be remembered by somebody."

Varieties WITHOUT A CAUSE: Buddy Morris, KDIA, Dallas, writes, "Since the death of 'Johnny Willow,' I've organized the John Willow Society—not to be confused with the John Birch Society. Its membership numbers only a small group of hard-boiled tennis shoes, who carry green umbrellas and play ping-pong. It makes a difference in the quality of life, er, er, er, or not, people write in every day for membership. As you can see, we have a large segment of nuts hereabout. Also have instigated the 'Save Our Bears Society.' After all bears are friendly folk. Listeners send cards and letters to the S.O.B. Society." On a serious plane, Morris reports he recently received a special certificate and plaque of appreciation (from the U.S. Air Force for "manning and outdoing efforts in support of the Air Force Recruiting activities."

WILD DISK BREAKOUTS: Nelson Noble, owner-manager of WILD, Boston, writes, "WILD is a 100 percent independent Negro programming station) has the most unique music lineup in existence, with what comes jazz and rhythm and blues in such a manner that lovers of both find easy to listen all day long. It took me eight months to work it out and attain the listenership that the format had on the line. Last week we hit the air with it. WILD was sold out and is presently sold out for the rest of the year. In the past three months WILD has had 37 hits in both the jazz and R&B music fields. We know which ones break, because no other station in the country is playing the records referred to. All this can be documented if necessary."

This 'N That: Arch Yamere, formerly with WKBV, KNZU, Houston, November 8 in the morning traffic slot; and KNZU programmer director Kent Grant would like brief tapes by recording artists who appear on the show. They will be heard on the Houston VANCE "MUSIC" notes Grant, "does not coincide with a departure. We announce the schedule on that we have first desire, pulling three pulling three pulling three hours. The jockey staff includes Paul Williams, Joe Ford, Chuck Adams, Paul Berlin, Jerry Rice and Joe Walker."

COMEDY WAXANTED: Mike Jordan, KMAC, San Antonio, needs comedy LP wax for his two programs, a Saturday night show on KMSA, and a Wednesday show on KISI-FM at night. He "uses comedy exclusively" on both programs. We Weekly's "I'm a mileage of his comedy albums in BMG's forthcoming "Comedy and Spoken Word" special, November 20. Meanwhile, if you're playing comedy or speaking on LP, whatever your regular basis, we hope you'll send details on such programming.

CHANGE OF THEME: Paul Brenner is back at WNTA, Newark, N. J., and is already "sold out" sponsor-wise. The all-frin station, WHER, Memphis, has started a new program service called "Gild out in the Go," which features 90 second interviews with local people in all activities—sports, fashion, medicine, civic events, etc. Dotty Abbot, coordinator of the programs, has an entertainment, society business and industry. Also reporting on various themes, are: Marge Thordal, "The Name Game," Jane Jepina, Miss Abbott notes, "Sunday WHER was a six-year old, Wonder who invited him to the show?" Who also told me that it wouldn't last six months? On Friday and Saturday of last week we were completely sold out and could not have put on another spot." Dick Summers, WISI and WISH-TV, Indianapolis, is syndicating his " Summertime Story of the Week," which satisfies the biggest stories of the year, with the use of old tracks from comedy LP's, bits of current pop hits, etc. The package includes some opening, the story, commercial and closing.

Sydney Station, WABY, is the first station (other than WISI and WISH-TV) to use it.

Bob Emshoff has replaced Wink Martindale as host-emcee on the Midland productions of the Donahue Park on the remains from Pacific Ocean Park on KTMA, Hollywood, every Saturday. Martindale has been leaving the show to concentrate on his career as a Dot Records artist.

CHANGE OF THEME: Bob Barnett has taken over the 5-9 p.m. time slot on KALL, Salt Lake City. Here's a father and son act. Bob, father, does station promotion and is the Gallahger-Joe O'Brien early morning team on WINS, New York. His 24-year-old son Fred is spinning 'em at KWTO, Barstow, Calif. The father has three hits on WILD, Boston, in the second chart slot. The father—which specializes in jazz, rhythm and blues, gospel and pop platters—now has the following personnel: Bob, station manager and general manager, with deejays "Winkman" Steve, Mark Grimes, Hank McFarland and Rev. Melvin Massey.

**PROGRAMMING-PARTNERS**

If you have a provocative question to ask the nation's disk jockeys, please send it to the "This 'N That," 1540 Broadway, New York 36, N. Y. Your name will be credited when it appears.

**THE QUESTION**

Do you think the move of country and western artists into the pop c.w. field is good or bad for the c.w. field?

**THE ANSWERS**

C. V. (Red) Jones

KWWL, Shreveport, La.

Good. Strong lines once kept a country singer's talents from being diluted in the pop field. The country field is eroded, however, and the country field is becoming as fantastic a talent and material. In 1964, there was every thin between all fields of this pop. On a pop show you'll hear Dorothea Wells, also a country talent, on a television show. If it's good and people want to hear it, I play it—regardless of the field.

RALPH EMERY

WJXY Nashville, Tenn.

Good. It probably that c.w. records have as much impact as those in the pop field. C.W. has often broken down the barriers under an inferiority complex. Its people feel they have to prove something. Many market hits have been produced by the pop field. Sounds like "He'll Have to Go Worry," and "Big Bad John" have given c.w. music greater popularity.

CLARENCE KNEEANDLAND

WICH, Norwich, Conn.

When a c.w. artist hits in the pop field with a pop-based song, it proves only the versatility of the artist. Examples of country artists turned pop: Patsy Ford, Ernie Ford, Sonny James, etc. However, a country chart with a country tune in the c.w. style, it's a definite boost to the genre.loan Examples: I'm Reeves, Eddy Arnold, Johnny Cash, Faron Young and many, many greats, Hank Williams and Johnny Horton.

Al Madison's Twist Title

NEW YORK—Due to a typo, the name of Al Madison's new Golden Crest record was omitted from BMG's story about the Twist last week. The disk is tagged "The Society Twist," backed by the "Madison Avenue Twist."
You're Following Me... Perry Como #7962 Perry sang it on his first TV show of the new season. The following week, a flood of mail demanded that he record it, so he did just that. It's got a built-in following! Order now. RCA VICTOR
Dot® RECORDS proudly presents

LAWRENCE WELK

A GREAT NEW HIT

A-ONE A-TWO
A-CHA CHA CHA

B/W YOU GAVE ME WINGS #16285

ALBUMS BY LAWRENCE WELK:

Silent Night • DLP 3397
Yellow Bird • DLP 3369
Calcutta • DLP 3359
Last Date • DLP 3350

The Champagne Music Of Lawrence Welk • DLP 3342
Lawrence In Dixieland • DLP 3317
Preludes • DLP 3302
Sweet And Lovely • DLP 3296
To Mother • DLP 3284
Strictly For Dancing • DLP 3274
Songs Of The Islands • DLP 3251

I'm Forever Blowing Bubbles • DLP 3248
The Great Overtures In Dance Time • DLP 3247
Great American Composers • DLP 3238
Dance With Lawrence Welk • DLP 3224
Lawrence Welk Glow Club • DLP 3218
Voices And Strings Of Lawrence Welk • DLP 3200
Mr. Music Maker • DLP 3164

"THE NATION'S BEST SELLING RECORDS"
THEY'RE HERE!!

SONNY JAMES
(The Southern Gentleman)
"BROKEN WINGS"
c/w
"YOUNG LOVE"
Groove G4-1

49¢
singles

BARRY RICHARDS
"WHAT ARE YOU, SOME KIND OF NUT?"
arranged and conducted by RAY ELLIS
c/w
"LAST NIGHT A HEART WAS BROKEN"
Groove G4-2

Order now from your RCA Victor distributor.
TO help dealers buy and control and properly display inventory, and to help broadcasters programs, the 200 Best Selling LPs are hereewith listed by type of material and arranged alphabetically. In the strength of the chart on the cardboard insert, those LPs listed in bold face and capital letters are on the chart nine weeks or less.

### VOCAL LP'S

<table>
<thead>
<tr>
<th>Title (Label)</th>
<th>(StorVocal)</th>
<th>Moore Top LP</th>
</tr>
</thead>
<tbody>
<tr>
<td>PERSONAL APPEARANCE, A (Verve)</td>
<td>1</td>
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<tr>
<td>Reissue: Dean Martin (RCA)</td>
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<tr>
<td>Songs for Strings (Decca)</td>
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<td>INSTRUMENTAL LP'S</td>
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<tr>
<td>Mood and Dance</td>
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<tr>
<td>Colonna (Decca)</td>
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<tr>
<td>TWIST PARTY AGAIN (Hawaway)</td>
<td>(46)</td>
<td>118</td>
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<tr>
<td>SATIN SATIN, SATIN (Capitol)</td>
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<td>25</td>
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<tr>
<td>SONGS OF THE WHISKEY MILE (RCA)</td>
<td>(3)</td>
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<tr>
<td>TOUCH OF ELEGANCE (Capitol)</td>
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<td>Yellow Bird (Capitol)</td>
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<td>Yellow Bird (Kapp)</td>
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<tr>
<td>Jazz</td>
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<tr>
<td>Ray Charles and Betty Carter (ABC)</td>
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<tr>
<td>SONGS OF THE GOOD OLD TIMES (EMI)</td>
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<td>SHOW MUSIC</td>
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<td>My Fair Lady (ABC)</td>
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<tr>
<td>Sound Track</td>
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<tr>
<td>Brinn (Globe)</td>
<td>(103)</td>
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<td>Blue Hawaiians (Capitol)</td>
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<td>Never on Sunday</td>
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<tr>
<td>Sound Track (ABC)</td>
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<td>Sound Track (Par)</td>
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<td>Sound Track (Brunswick)</td>
<td>(114)</td>
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<tr>
<td>Sound Track (Victor)</td>
<td>(105)</td>
<td>83</td>
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<td>Music From Musicals, Films and TV</td>
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<tr>
<td>Breakfast at Tiffany's (EMI)</td>
<td>(106)</td>
<td>132</td>
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<tr>
<td>Sound Track (EMI)</td>
<td>(108)</td>
<td>36</td>
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<tr>
<td>Sound Track (Capitol)</td>
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<td>105</td>
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<tr>
<td>Sound Track (Capitol)</td>
<td>(109)</td>
<td>4</td>
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<tr>
<td>WEST SIDE STORY (Columbia)</td>
<td>(46)</td>
<td>53</td>
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<tr>
<td>WEST SIDE STORY (Coventry)</td>
<td>(46)</td>
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### SHOW MUSIC

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### CLASSICAL & RICH-MUSICAL LP'S

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<th>Title (Label)</th>
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<tr>
<td>Rodgers: Victory at Sea, Vol. II (EMI)</td>
<td>(11)</td>
<td>65</td>
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<tr>
<td>Early Years of Music America loves Best, Vol. III (Classical) (Columbia)</td>
<td>(1)</td>
<td>14</td>
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### REVIEWS OF NEW ALBUMS

**SPOTLIGHT ALBUMS OF THE WEEK**

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

**Pop**

**Cherry**

**FLOYD CRAMER**

RCA Victor LPM 2466 (Stereo & Monoaural) — Listeners familiar with Cramer's distinctive, gospel-flavored piano style and his "Late Date," initial hit and follow-up, will enjoy the freshness of his latest effort, which matches his piano sound in the spotlight, with augmented strength by simple arrangement. Tunes include "Your Last Goodbye," "Unchained Melody," "You Win Again," etc. Fine mood wax.

**FLOWER DREAD**

Sound Track, Decca DL 70088 (Stereo & Monoaural) — The pop hit on which Dennis Finley has been performing as a ham, in fact, has been a steady seller and this motion picture sound track version can be expected to gain its own little importance. The Universal creature feature in which Finley has appeared, Nuts and Bolts, should provide plenty of counter activity and spur jock sales.

**HOW TO SELL IN BUSINESS WITHOUT REALLY TRYING**

Original Cast, RCA Victor LSP 1066 (Stereo & Monoaural) — How to Sell has been among the best sellers of the season, and this newest effort, with its original score, should duplicate recent sales. The score is by Franz Leider. All the best ingredients are right here, including a highly tuneful score. This one will be a hit.

**KERN AND PORTER FAVORITES**

Mention: The Nancy Wilson Show, RCA Victor LPM 2595 (Stereo & Monoaural) — Good day, symphonic-styled orchestra treatments are spotlighted on a group of memorable Jerome Kern and Cole Porter smash hits, to be released under Nancy Wilson's handling. Tunes include "Night and Day," "The Way You Look Tonight," "I Ave a Kick Out of You," etc.

**HYMNS AT HOME**

Tennessee Ernie Ford, Capitol ST 1604 (Stereo & Monoaural) — Tennessee Ernie Ford returned to his home town in Nashville with his band and his folkishness at the Anderson Street Methodist Church. And it reflects his home town warmth and friendliness. The hymns include "Bless Me the Tie That Binds," "On This Amazing Grace," "Sweet Hour of Prayer" and other favorites. They sing their big and small with much charm and feeling and the album should be a smash seller.

**Jazz**

**GROOVIN' WITH JUG**

Richard Holmes and Gene Ammons, Pacific Jazz PJ 20 — Tenor saxophonist Gene Ammons has a power-packed LP in the form of this set of six tracks. Accompanied by organist Richard Holmes, guitarist Gene Edwards and drummer Leroy Henderson, he swings through a rapping assortment of blues and standards that demonstrate the tenorman's hard-nosed sound and walling concepts. The best is strong and the improvisation vibrant. Three of the tracks were recorded in one sitting at the Black Orchid night club in Los Angeles.

**Jazz Abstraction**

Various Artists, Atlantic 1365 — This album will be enjoyed by many and sparked by many jazz fans, but this is the first album to be released in this format, "Jazz Abstraction," a jazz hallmark. The line-up of performers is top notch and the selling. It's the third-year tradition, spotlighting a top-flight group of jazz musicians, plus classical men. Jazzmen include Ornette Coleman, Jim Hall, Eric Dolphy, and the late Scott La Faro to whom the album is dedicated. Tunes are by Gunther Schuller and Jim Hall with "Abstraction" and "Django" most interesting.
ELVIS' LATEST!
14 GREAT SONGS FROM THE ORIGINAL BLUE HAWAII SOUNDTRACK. A HAL WALLIS PRODUCTION, A PARAMOUNT PICTURES RELEASE.

LSP/LPM-2426

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☆ BLUE HAWAII
☆ ALMOST ALWAYS TRUE
☆ ALOHA OE
☆ NO MORE
☆ CAN'T HELP FALLING IN LOVE
☆ ROCK-A-HULA BABY
☆ MOONLIGHT SWIM
☆ KU-U-I-PO
☆ ITO EATS
☆ SLICIN' SAND
☆ HAWAIIAN SUNSET
☆ BEACH BOY BLUES
☆ ISLAND OF LOVE
☆ HAWAIIAN WEDDING SONG
<table>
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<tr>
<th>#</th>
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<th>Title, Artist, Label &amp; Number</th>
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<tr>
<td>1</td>
<td>BIG BAD JOHN</td>
<td>35 42 28 SO LONG BABY</td>
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<tr>
<td>2</td>
<td>RUKHURRADA SUE</td>
<td>38 38 46 TAKE FIVE</td>
</tr>
<tr>
<td>3</td>
<td>BRISBAN DOMP</td>
<td>49 39 50 MOON RIVER</td>
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<td>4</td>
<td>THE RLY</td>
<td>50 41 77 SEPTEMBER IN THE RAIN</td>
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<tr>
<td>5</td>
<td>SAD MOVIES (Pete &amp; Meryl)</td>
<td>52 60 70 I WANT TO THANK YOU</td>
</tr>
<tr>
<td>6</td>
<td>10 11 12 THIS TIME</td>
<td>53 64 81 GOD, COUNTRY AND MY BABY</td>
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<tr>
<td>7</td>
<td>9 10 14 PEYTON'S BLUES</td>
<td>54 51 67 PLEASE DON'T GO</td>
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<td>8</td>
<td>9 5 7 12 I LOVE YOU</td>
<td>55 66 68 HOLLYWOOD</td>
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<td>9</td>
<td>8 9 10 12 GET OUTTA MY WAY</td>
<td>56 31 38 ANYBODY BUT ME</td>
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<td>10</td>
<td>7 9 10 12 LILY DELL</td>
<td>57 50 54 60 JUST OUT OF REACH (of My Two DEEpest Desire)</td>
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<td>11</td>
<td>7 9 10 12 LILY TURA</td>
<td>58 49 66 68 TONIGHT</td>
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<td>12</td>
<td>6 8 10 12 NINA ROSE</td>
<td>59 34 17 LITTLE SISTER</td>
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<td>13</td>
<td>5 7 10 12 MEXICO</td>
<td>60 54 76 MOON RIVER</td>
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<td>14</td>
<td>4 6 8 10 THE FLY</td>
<td>61 57 85 BRING IT TO ME</td>
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<tr>
<td>15</td>
<td>3 5 7 10 CRUSIN'</td>
<td>62 73 85 UNDER THE MOON OF LOVE</td>
</tr>
<tr>
<td>16</td>
<td>2 4 6 10 CANDY MAN</td>
<td>63 55 42 22 (Marie's the Name) HIS LATEST NAME</td>
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<tr>
<td>17</td>
<td>1 3 5 10 CRAZY MAN</td>
<td>64 49 68 69 YOUR LAST GOODBYE</td>
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<tr>
<td>18</td>
<td>3 5 7 10 CRAZY MAN</td>
<td>65 67 68 70 YOUR LAST GOODBYE</td>
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<td>19</td>
<td>2 4 6 10 CANDY MAN</td>
<td>66 73 85 60 BROKE MY HEART</td>
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<tr>
<td>21</td>
<td>2 4 6 10 CANDY MAN</td>
<td>68 73 85 60 BROKE MY HEART</td>
</tr>
</tbody>
</table>

**BUBBLING UNDER THE HOT 100**

101. IT'S ALL RIGHT (Linda Scott, Columbia-AARC 126)
102. I'M SAVING YOU (Teddy Robin and a Million Dollar Band, AARC 174)
103. HUNCH (The Clique, AARC 173)
104. IT'S ALL RIGHT (Linda Scott, Columbia-AARC 126)
105. I'M SAVING YOU (Teddy Robin and a Million Dollar Band, AARC 174)
106. HUNCH (The Clique, AARC 173)
107. IT'S ALL RIGHT (Linda Scott, Columbia-AARC 126)
108. I'M SAVING YOU (Teddy Robin and a Million Dollar Band, AARC 174)
109. HUNCH (The Clique, AARC 173)
### 150 Best Selling MONOAURAL LP’s

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>JUDY AT CAMEO HALL</td>
<td>July Garland, Capitol 2500 1949</td>
</tr>
<tr>
<td>2</td>
<td>BOYFRIENDS FOR A YEAR</td>
<td>June Carter, Columbia C-1126</td>
</tr>
<tr>
<td>3</td>
<td>RAT TAT TAT</td>
<td>Queenie, Decca DL 9110</td>
</tr>
<tr>
<td>4</td>
<td>THE SONG OF THE MINERS</td>
<td>Lloyd Price, Mercury 78101</td>
</tr>
<tr>
<td>5</td>
<td>BLUE HARVEST</td>
<td>Jimmy Rushing, Vocalion 539</td>
</tr>
<tr>
<td>6</td>
<td>THEhoot</td>
<td>Roberta Flack, WWA 1050</td>
</tr>
<tr>
<td>7</td>
<td>THE MUSICAL MAESTROS</td>
<td>Tommy Dorsey, Columbia C-1673</td>
</tr>
<tr>
<td>8</td>
<td>THE SONG OF THE MUSIC</td>
<td>Original Cast, Columbia 4551</td>
</tr>
<tr>
<td>9</td>
<td>THE STRANGE CASE OF DR. JONES</td>
<td>Frank Sinatra, Columbia C-1299</td>
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<tr>
<td>10</td>
<td>THE POINT</td>
<td>The Platters, Capitol 1661</td>
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### 30 Best Selling STEREO LP’s

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</table>
NEW CONTINENTAL 2
STEREO ROUND

Now there's something entirely new, totally different in the stereo jukebox field! It's the self-contained Continental 2 Stereo Round with an exclusive sound system that needs no remote speakers.

AMI encloses this new marvel of stereo realism in a cabinet of superb eye-appeal—glittering, glamorous and aglow with rich color. Designed to play 33 1/3, 45 RPM stereo and 45 RPM monaural records interchangeably, the compact Continental 2 fits any location. Only AMI offers you these advanced features today in standard equipment (no extras to buy)—plus simplified programming that saves time and trips. Find out about the Big Challenge operator program that offers $200,000 in easy-to-win prizes.

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

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

NEW YORK
—THERE'S NO OTHER
Crystals, Phillips
—IT'S TOO SOON TO KNOW
Elita James, Argo

CHICAGO
—LET THEM LOVE
Dreamlovers, Heritage

LOS ANGELES
—IT WILL STAND
Showmen, Minorit
—LANGUAGE OF LOVE
John D. Loudermilk, RCA Victor
—I CRIED MY LAST TEAR
Ernie K-Doe, Minorit
—EVERYBODY'S CRYIN'
Jimmie Beamaunt, May
—FUNNY HOW TIME SLIPS AWAY
Jimmy Elledge, RCA Victor
—LET'S GO TRIPPIN'
Del Tones, De Horn

PHILADELPHIA
—PUSHIN' YOUR LUCK
Sleepy King, Joy

SAN FRANCISCO
—I CRIED MY LAST TEAR
Ernie K-Doe, Minorit
—IT WILL STAND
Showmen, Minorit

BOSTON
—I WONDER
Pentagons, Jamie
—BE BOP GRANDMA
Solomon Burke, Atlantic
—POP GOES THE WEASEL
Anthony Newley, London

PITTSBURGH
—EVERYBODY'S CRYIN'
Jimmie Beamaunt, May
—GREETINGS (This Is Uncle Sam)
Valadair's, Miracle

WASHINGTON
—A CERTAIN GIRL
Ernie K-Doe, Minorit

MILWAUKEE
—HAPPY BIRTHDAY, SWEET SIXTEEN
Neil Sedaka, RCA Victor
—LOOSING YOUR LOVE
Jim Reeves, RCA Victor
—GARDEN OF EDEN
Bobby Comstock, Festival
—LITTLE LONELY
Chad Allen, Smash

ATLANTA
—A CERTAIN GIRL
Ernie K-Doe, Minorit

HOUSTON
—LANGUAGE OF LOVE
John D. Loudermilk, RCA Victor

DALLAS-FORT WORTH
—COMMANDEROS
Claude King, Columbia

MINNEAPOLIS-ST. PAUL
—THE LION SLEEPS TONIGHT
Tolten, RCA Victor
—LITTLE ALTAR BOY
Vie Danon, Delton
—JUST LET ME DREAM
Pat Boone, Dor

NASHVILLE-MEMPHIS
—FUNNY HOW TIME SLIPS AWAY
Jimmy Elledge, RCA Victor

BEST BuYS In RECORDS

These records, all those on the Hit 100, Hit C&W and Hit R&B 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
I WANT TO THANK YOU, BOBBY RYDELL
*GOD, COUNTRY AND MY BABY, JOHNNY BURNETTE
—New Phoenix-Sears, ASCAP—Liberty 5279

COUNTRY & WESTERN
—STAND AT YOUR WINDOW
—Tuckahoe, BMI
—WHAT WOULD YOU DO, JIM REEVES
—Tuckahoe, BMI—RCA Victor 7908

RHYTHM & BLUES
I'M TORE DOWN, FREDDY KING
*IMPOSSIBLE, GLORIA LYNNE
—Tipps, BMI—Brunswick 19418

SPOTLIGHT SINGLES OF THE WEEK

The pick of the new releases:

BOBBY VEE
WALKIN' WITH MY ANGEL (Aldon, BMI) (2/20)—RUN TO HIM (Aldon, BMI) (2/20)—Here's another two sided hit for chart-topper Bobby Vee. "Angel" is a catchy tune with an infectious beat sold solidly by the lad; flip is an interesting ballad about self sacrifice. Strong, war. Liberty 55388

TONY ORLANDO
HAPPY TIMES ARE HERE TO STAY (Aldon, BMI) (2/27)—A fine new Tony Orlando waxing, culled from his new album "Bless You." He tells the story of young love with a finely tuned, potent backup. Flip is "Lonely Am I" (Aldon, BMI) (2/4). Epic 9476

ADAM WADE
PREVIEW OF PARADISE (Passion, ASCAP) (2/23)—COLD, COLD WINTER (Passion, BMI) (2/23)—The sound-approving party turns in two mighty strong performances here. Top side is a big ballad handled with all steps out by Wade; flip is a boosy tune done smartly by the singer. Cado 560

THE CHANTELS
WELL, I TOLD YOU (Barrett's Chanteal, BMI) (2/27)—The Chantels have a solid follow-up to their current hit with this bright item, which is almost an answer to "Hit the Roof, Jack." They sell it well and the understated male voice adds style. Flip is "Still" (Barrett's Chanteal, BMI) Carton 564

JERRY FULLER
POOR LITTLE HEART (Four Star, BMI) (1/55)—THREE PLACE WHERE I CRY (Four-Star, BMI) (1/54)—Jerry Fuller sells these two songs with style and feeling. "Poor Little Heart" is a happy rock and roll item with good lyrics; flip is a moving ballad with a strong arrangement. Challenge 9128

BOB LUMAN
OLD FRIENDS (Acast-Rose, BMI) (2/12)—BOSTON ROCKER (Acast-Rose, BMI) (2/12)—Bob Luman can get back in the hit circle with this new dishing. He sings "Old Friends" in a lot of passion by a rock beat, and he comes through with a shooting vocal on "Boston Rocker." Warner Bros. 5506

SONNY JAMES
YOUNG LOVE (Loewy, BMI) (2/30)—BROKEN WINGS (Sinatra-Bernstein, ASCAP) (2/4)—James makes a solid debut on Victor's new 49-cent single line. Top side is a re-recording of his old hit and it's just as appealing today as before. The flip is another old side of James, stylishly updated. Either could happen. Groove 4:1

BARRY RICHARDS
WHAT ARE YOU, SOME KIND OF NUT (Spansku, BMI) (2/30)—The young charter has a winner in his debut on the low-price Victor subsidiary. It's a hard-driving and rocking side, full of the sound the kids want. Richards is also the writer. Watch this one. Flip is "Last Night A Heart Was Broken" (Spansku, BMI) (2/56). Groove 4:2

SHEB WOOLEY
THAT'S MY PA (Channel, ASCAP) (2/23)—MEET MR. LONELY (Channel, ASCAP) (2/23)—Wooley has a fine novelty on top here, his best since "Purple People Eater." It's bright and full of cute gimmicks. The flip features a good performance of a weeper ballad with Tex-Mex styled backing. Both can happen. MGM 13546

H. B. BARNUM
HOW MANY MORE TIMES (Hill & Lane, BMI) (2/16)—BABY, BABY, BABY (ALL THE TIME) (Aladdin, BMI) (2/16)—Barnum bows on Victor with a rock reading of a big, big ballad of a broken love affair. Fair group and string work assist neatly. The flip is a solid after-hours blues with piano and soft strings in support. Either way here.

(Continued on page 38)
HELEN SHAPIRO "WALKIN' BACK TO HAPPINESS."
ENGLAND'S NO. 1 RECORD. 325,000 SOLD FIRST TWO WEEKS. ORDER THE ORIGINAL ON CAPITOL NOW. #4662
Little Al Nets Extra Sales

Continued from page 15

When a customer comes into the store, says Al, "we let the customer handle the records—believe in letting the customer take his own pick of the goods to sound. All types and categories of merchandise are displayed. There’s no special emphasis on one thing."

"After the customer has made his selection, he proceeds to the checkout counter (the last place I can make a sale), say something like this: ‘Hi, a new record concept has been made. Its sound can not be duplicated or appreciated in the store area. Therefore, the must is, take it home on the house. If you didn’t like it, please return it.”

Charge Account

Al’s takes cash from the customer he doesn’t know, “We open a charge account for the one record,” he says.

Only bookkeeping is to take the name, number and ask for some simple identification.

Does it work? Al says his percentage of loss is less than one out of 100. His theory on this (and if you haven’t guessed it by now), Al has a theory on just about everything, he states it in terms that would make even Casey Stengel blush. People who had a hobby are better than people.

Percentage of Sales

"One-percentage of sales,” he goes on, "is just about half. Of the remaining 50 part cent who didn’t buy and returned the merchandise, we have still built a desire for more, and the people eventually come in to buy when they get the money."

Al says one of the biggest advantages of his “take home” system is that it requires them to phrase it more colorfully, “a man that’s stumped as to how (record) to sell, loses money. How can you afford to talk to somebody for 15 minutes to make an OKE? On sale? On an item that has a net price of one or two dollars, you have a way to fast sell a.

Add Sales

Another advantage of the system is that it adds sales and doesn’t substitute, it is a piece of merchandise for another.

Al believes that special merchandising is a great deal more than just adding and could hurt it.

"Take the example of a man in town—say he rents one of his favorite sound albums—or he sees a special display of things in that same store buying the sound album and leaves the store or Presley in the store. And to make matters worse—if he doesn’t like the sound album, I’ve made an additional sale."

"With my way, the man confides—buys what he came for and when he sees and picks out himself. Then what he’s ready to choose, I tell him about the ‘plug’ item. He takes it home with the privilege of returning it. If he doesn’t like it, he’s not so hard feeling. And besides, you have the privilege of merchandising the man came in for.”

The only disadvantage to Al says is that it requires them to keep a large inventory, and he feels it’s a good relationship with his supplier to do this.

Al believes the secret of record merchandising is variety. He feels that the best way to move the discount store, drug, grocery and department store competition. This brings him to his theories on selling at full list price or no discounting.

"First, you have to offer the finest variety of merchandise in the area. You’ll note, I say ‘finest’ particular record albums. At Al’s store should have a large display of merchandise and..."
WHEN THE BOY IN YOUR ARMS
IS THE BOY IN YOUR HEART
c/w
BABY’S FIRST CHRISTMAS
M-G-M K 13051

CONNIE FRANCIS
AMERICA’S NUMBER 1 SINGER
HAS THE NEXT NUMBER 1 HIT!

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

RECORDINGS AVAILABLE

(Best Selling Record Listed in Bold Face)

1. BIG BAD JOHN—Jimmie Davis, Columbia 41297.
2. RUNAROUND SUE—Donna Lewis, 3139.
3. BRISTOL STOMP—Devils, Parrot 871.
5. BAD MOVIES (Make Me Cry)—Leslie Beroe, 1124.
6. LET'S GET TOGETHER—Herbie Mann, Vee Jay 290.
7. I'M IN LOVE WITH YOU—Banister, Liberty 5352.
8. THE FLY—Chubby Checker, Park- way 204.
10. TOWER OF STRENGTH—Gene McDaniels, Liberty 5351.
11. YA YA—Joe Dennis, Fad-Too.
12. THE WAY YOU LOOK TONIGHT—Ronnie Carroll, Liberty 5352.
13. UKU UKU—Stan Lewis, Liberty 5353.
14. CRYIN'—By Roy Orbison, Monument, Monument 757.
15. A WONDER LIKE YOU—Edgar Winter, Monument, Monument 757.
16. T.J. MURDOCH—Joe Dennis, Fad-Too.
17. SWEETS FOR MY SWEET—Monument, Monument 757.
18. TAKE CARE—Gayla Turner, Monument, Monument 757.
21. YOU MUST HAVE BEEN A BEAUTIFUL BABY—Bobby Darin, Aco 4584.
22. EVERLOVIN'—Ray Nelson, Imperial 5779.
23. WHAT A PARTY—Donny Osmond, Imperial 5779.
24. DRUM BLADE ME—Crazy Horse, Warner Bros. 1946.
26. CRAZY—Pete Cline, Decca 32132.
27. GOODBYE CRYING WORLD—Fats Domino, Decca 32132.
28. HEARTACHES—Roy Orbison, Monument 467.

ATTENTION:

SELLING SINGLES ACROSS THE NATION

CHUCK FOOTE

YOU'RE RUNNING OUT OF KISSES

K 401

TED TAYLOR

ANYTIME, ANYPLACE, ANYWHERE

b/w

I LOST THE BEST THING I EVER HAD

K 400

WARWICK LABEL

MORTY CRAFT

AND THE SINGING STRINGS

MORE WHEELS CHA-CHA-CHA

b/w

"SWINGING GYPSIES"

M670

MATT MONRO

WHY NOT NOW?

M669

THE STRING-A-LONGS

"MINA BIRD"

M668

ELMOR LABEL

THE FASHIONS

FAIRY TALES

E301
RETAILERS, ONE STOPS
OPS, RACK JOBBERS
YOU CAN'T SELL CHARTS
—but you CAN SELL
EDDIE FISHER'S
NEW HIT

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Seven Arts #719. From the motion picture "West Side Story." A Seven Arts-Mirisch Production.
Get with Eddie's Big Album—"TONIGHT WITH EDDIE FISHER" Ramrod 6002 (mono); SR 6002 (stereo)

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DALE HAWKINS and I Can't Erase You Out of My Heart
2128

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DO THE HILLY GULLY

KING COLEMAN

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ULP 507 CONTINENTAL WALTZES
ULP 508 GERMAN FOLK SONGS
ULP 509 SONGS OF GERMANY
ULP 510 MUSIC FROM AFRICA
ULP 512 GERMAN FOLK SONGS OF THE EARLY 50's (Vol. 1)
ULP 513 SONGS FROM PARIS
ULP 511 ROUMA FAVOURITES

*AVAILABLE IN STEREO

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UNIVERSE

RECORD CO., INC. OF CALIFORNIA
2671 West Pico Blvd, Los Angeles 6, Calif. DIbbs 2-5361

November 6, 1961

Billboard Music Week

Review of New Albums

the pick of the new releases:

SPOTLIGHT ALBUMS OF THE WEEK

Strongest sales potential of all albums reviewed this week.

Continued from page 23

Jazz

MINGUS

Various Artists. Candid 8021 (Stereo & Mono). - The Charles Mingus Jazz Workshop is woodshedding again. On this three-track LP, Mingus has an all-star aggregation to capture the essence of the逃逸． Improved bassist, trombonist Jimmy Knepper and B"lank Woodser, tenor. And guitarist Erwin, who also assisted in the mixing, is well-known. Trumpeter Ted Carroll contributes to the ever-moving and amazing Mingus mood. Top jazz wax.

OLE COLTRANE

John Coltrane. Atlantic 1373. - The title tune of this album has the Spanish feel and Coltrane playing soprano sax in his most fluent style. The one tune takes up the front of the LP. The flip is divided into two tunes: "Da- homey" and "Asha," where Coltrane splits his solo efforts between tenor sax and soprano. Besides the full-bodied blowing by Trane, George Lane on flute, trumpeter Fred die Hubbard, and pianist McCoct Tyner also supply rich, bouncy improvisations.

CLASSICAL

MALAGUENA

Carlos Montoya. RCA Victor LPM 2383 (Stereo & Mono). - Carlos Montoya, one of the outstanding Spanish guitarists of the era, has a wonderful new album here that should sell speedily to his many fans. The set was recorded in concert at RCA Victor's Webster Hall in New York, and it contains flamenco selections, folkas, and cadillleras, including the title song, and the familiar "Bolero." A truly fine recording.

REVERIE FOR SPANISH GUITARS

Laurindo Almeida. Capitol SP 8571 (Stereo & Mono). - Laurindo Almeida performs a collection of classical items with the skill and musicianship which have made him famous. He has transcribed works by Debussy, Tchai kovsky, Ravel, Chopin, etc., and at times has written second and even third parts, performing all the parts himself, via multiple recording. A lovely new album for the many fans of the guitarist.

MUSORSKY-RAYEL: PICTURES AT AN EXHIBITION

L'Orchestere De La Societe Des Concerts Du Conservatoire (Vandoren, CC 11603 SD Stereo). - This is an exceptional performance of "Pictures at an Exhibition" by the Paris Conservatory Orchestra under Andre Vandere ndt. It is not only the performance on the record but also the extraordinary sound that should help turn it into a bestseller. The attractive cover and deluxe packaging add plus values, very strong wax.

Country & Western

COUNTRY HITS—SONGS I HADN'T RECORDED TILL NOW

Hank Snow. RCA Victor LSP 2459 (Stereo & Mono). - Hank Snow has another blockbuster country package of 12 hits that were chart-makers for other artists. The country chart reader has nothing on these, all weepers, in mighty convincing style. He accompanies himself on guitar and is assisted by a male chorus and country combo. Some of the titles are "Addres Unknown," "Mansion on the Hill," and a "Petal From a Faded Rose."

HANK THOMPSON, HIS GOLDEN NUGGETS

Capitol ST 1632 (Stereo & Mono). - The Brazos Valley Boys turn in a swinging live performance at Las Vegas, Texas, while the police surround them with doormen under Thompson's rendering a standard selection of tunes. Two of these are "She's Just a Whole Lot Like You" and "A Six Pack to Go," a pair of his greatest hits. There's much excitement here and the package should keep the countsy boys.

COZY INN

Leon McAuliffe. ABC-Paramount ARC 394 (Stereo & Mono). - McAuliffe, whose career traces back to the Western band of Bob Wills, has produced a very strong package here. It is Western—and it swings and rocks, with plenty of horn passages in the instrumentation. Material, which includes vocals by McAuliffe, has some fine blues and rhythm material, and ballads. "Cozy Inn," "Kansas City," "Stuck in the Middle," and typical titles. With the group are the Jordahniers, thru arrangement with Capitol.

(Continued on page 50)
Coming in December:
BILLBOARD MUSIC WEEK'S NEW . . . BIGGER . . . BETTER . . . BROADER

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BILLOBOARD MUSIC WEEK

In Two Sections

Section 1

1962 WHO'S WHO IN THE WORLD OF MUSIC

in this section

Spotlighting

RECORD LABELS
— and their top records around the world

MUSIC PUBLISHERS
— and their songs

RECORDING ARTISTS
— and their award winners around the world

JUKE BOXES
— products and prospects around the world
**GERMANY**

**Teldec Jumps 50 Per Cent in Sales**

By JIMMY JUNGERMANN

102 Immanueller Street, Munich 27

An increase of 50 per cent in the first seven months of this year for the world's largest recording company has firmly reached this point: "Wheels" by Richard von Groote, on Decca, and by The String-A-Longs on Warwick; "Hello, Mary Lou" by Ricky Nelson on Imperial; and "Yellow Mimulus" by Macmillan on Decca.

Teldec is now the most successful of the American firms in West Germany. Among the new hits for this year are "La La Lu," sung by Germany by Canio Notara. "La Paloma" by Elvis Presley; "Rock Around the Rose" by Floyd Cramer on London; and "Elvis, Mexico" by Bob Moore of the Monument; "Angelina" by Harry Belafonte on RCA, and "Take Me Back to Tulsa" by Bobbie Zee on Liberty.

**ITALY**

**Corelli Cuts for Columbia-Scala**

By MARCO DE LUIGI

Editor, Musica e Dischi, Milan

Tenor Franco Corelli has just cut his first opera recording for Columbia-Scala, "I Due Foscari." Corelli also is in preparation to record other operas of Neapolitan singers; arias from operas and love songs.

**UK**

**Sales of Latest Presley Disk Hit by Labor Strife**

By DON WEDGE

News Editor, New Musical Express

Elvis Presley’s RCA Victor coupling, "His Latest Flame" and "You Ain’t Goin' Nowhere," both of which hit the American Top 20, in normal circumstances would have been expected in last week’s chart. Presley’s form has continued to gain a high placing the week following the release of the record titles. But this coupling got held up when British Dock Estate in all Malvinas was taken by a strike. Although the Admirals of the Fleet have said to have an advance of over £150,000, it was shipped until the order could be met. This made it five days late to the distributors. Consumer reaction was undimmed by the delay. This week’s chart and "She’s No You" at No. 19.

**Vidals**

Liberty International Sales Manager Richard Amosco stays in Europe after the negotiation with EMI has been completed. He is on a five-week trip to meet the various Continental EMI branches. Anonico plans calls in Germany, Scandinavia, Switzerland, Spain, Portugal and Italy before returning to London and then Los Angeles. Liberty Vice-Presidents and Managing Directors at Liberty are working on the London trip. (Continued on page 45)

**ARGENTINA**

**Mar del Plata Site of 1st Record Festival**

By RUBEN MACHADO

La Vozbsa, Buenos Aires

The First Record Festival will be held in Argentina, from February 27 to March 15. It will consist of a series of concerts, public shows and music festivals for children. The program will be presented by the National Radio-Television Company private and record libraries.

**UK**

**Disk Does**

Mr. Lain Calvo, director of Columbia in Argentina, has journeyed to Chile and Peru to promote the

**MEXICO**

**Elvira Rios Performs For President’s Ball**

By OTTO MAYER-SERRA

Apartado 6889, Mexico City

Before leaving Mexico, Judge Robert J. Burton, president of BMI, and Robert J. Burton, president of BMI, took the traditional tour of the main recording studios and went to the television and radio stations. The Mexican music business is getting a lot of attention from BMI.

Hearts a new series of semi-classical discs scored for strings and piano, which will appear on the market at the beginning of 1962. Outstanding among this high-quality series are two LP’s already recorded: "Glenn Miller With Strings" by Chico and "The Beatles' Story" (ten volumes). Some of these discs will come out in the U.S. on the Camden label.

**HOLLAND**

**Cut Sinatra LP Price on Capitol**

By HEMMY J. S. WAPPEROM

Postbus 43, Amsterdam

The price of Sinatra LP’s on the Capitol label has been cut about 30 cents. This comes as a result of the Repris competition on the Dutch market.

The premiere of Samuel Bronstein’s "King of Kings" production will take place mid-December in the three big cities of Holland. There will be much publicity in collaboration with Bovema’s MGM.

(Continued on page 45)

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**T**his complete issue is being read by over two and half times more international readers all over the world than all other U.S. music trade publications combined.

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My Business is ________
Classical Records Also Have Hits

By EDDIE ADAMS
92 Quad de Maranchel Joffre Seine (Courbevoie)

When we generally speak of hits we almost always think of pop tunes. However, there is still a

Holland Notes

• Continued from page 47

label, which has the sound-track music, composed by Miklos Rosza. Boveno people feel that this is an extended business trip throughout the Netherlands, which success fully achieved a closer contact with many dealers all over the country.

One of the best TV productions ever been, Teddy and Hauk Schol ten's "Zandavangadavacordina," will have a German version in December from Berlin. This husband and wife team has made recordings of children's songs for the Philips label. Teddy Schol ten won the Eurovision song contest some years ago.

New Releases

New releases on the Holland label here are "Sad Movies" (Lammon Sisters), "Belind Melody" (Billy Snup), "Swingin' Tommy" (The Drifters) and "So Long, Baby" (Ozzy). While touring South America some weeks ago the Dutch Swing College band recorded "Kuiken Blues." This record met with instant success overseas and has now been rushed released in Holland by Philips (L. C. Phonogram).

when answering ads . . .

You Say It in Billboard Music Week

category which earns strong sales and that is the classical disk. In fact, they have even been known to make the occasional request, claim that "Adagio per archi ed angoli" (Albinoni) has been their classical best seller for 10 years. According to La Discographie Francaise the list of September's best sellers consisted of: 1. "Adagio" by J. Vivaldi (Vogue); 2. Rachmaninoff's Piano Concerto Op. 53; 3. Ravel's Piano Concerto (Decca); 4. G. Caffin's "IlSogno di una Notte D'estate" by N. Yeps (Decca); 5. Vivaldi's "Quatre Saisons" by M. Philie (Phil); 6. Badenius's Concerto pour Harpe by Berlin's Orchestra (DGG); 7. "Rhapsody in Blue" by Kostelnitz (Philips).

In the pop field, Sarge Bencher, commercial manager of Odense Records, reports very hot sales of Hank Ballard's original version of "Twist."
**Reviews of New Singles**

**Brook Brothers**

* Ain't Gone Wash for a Week—COLUMBIA 3124—in a somewhat shorter take than the previous version, Brook Brothers find the end of the blues a bit cheesy. Writing, that is. What they seem to be missing is a couple of Scotch whiskies and a sheet of music. Interesting musical break in the middle.**

**Erie Eyes**

* A Little Big Bear—DECCA 22531—Another cross-country recording. Erie Eyes have been on the road with effective lyrics, is song with sincerity and skill. Off-years.**

**Flamingo**

* Shanghaied—(Cordwood Pub. Co., BMG (218)).**

**The Sammy Kaye Twisters**

* Means and Means—DECCA 22529—I'm sure this group will never have a record with effective lyrics, is song with sincerity and skill. Off-years.**

**Fitzgerald**

* Smoke Blue—RCA Victor 28567—In a vocal arrangement featuring the saxophone section of the saxophone section. A good song.**

**Henry's Love**

* Oh, Melia Litchfield—(Harras & Harras, BMG (217)).**

**Krispy Frazzo**

* Love You—ARC-PARAMOUNT 22446—A word for the young and the middle-aged. Worth your attention.**

**Bobby Eason**

* This Is What Happening—ARC-PARAMOUNT 22446—A word for the young and the middle-aged. Worth your attention.**

**Hank Hampton**

* Nothin' Wrong—(Hapshash & The ColouredとてもMajestic Blues, BMG (217)).**

**Bobbie B.**

* Nothing's Impossible If You Really Want It Enough—(Hapshash & The ColouredとてもMajestic Blues, BMG (217)).**

**Rudy Paiz**

* U-Piano—PHILADELPHIA PHILADELPHIA 22446—A word for the young and the middle-aged. Worth your attention.**

**Little Oasis—Clyro, BMG (217)).**

**Joe Reilly**

* This Thing We Do—COLUMBIA 3124—Another cross-country recording. A good song.**

**Phil Upchurch**

* Tell Me Why—COLUMBIA 3124—Another cross-country recording. A good song.**

**Earl & the Harmonics**

* Tell Me Why—COLUMBIA 3124—Another cross-country recording. A good song.**

**Marlowe Morris Quartet**

* The Love I Live—COLUMBIA 4212—A swing arrangement with a vocal lead-in. A good song.**

**Red Hot Rhythm**—(Discight, BMG (217)).**

**Popular**

* These Rainbow Years—(Dance Swing, BMG (217)).**

**Joe Dassin**

* Two Hearts—(ABC-Paramount, BMG (217)).**

**Freddie Hearse and the Creations**

* Mule Stomp—(ABC-Paramount, BMG (217)).**

**Donny Martin**

* At Forest, S. New—(MGM Records, BMG (217)).**

**Richard Bennis and the Creations**

* I'm On—(MGM Records, BMG (217)).**

**The J-Walkers**

* Cat Walk—(MGM Records, BMG (217)).**

**The Bachelor Three**

* Head-End Train—(ABC-Paramount, BMG (217)).**

**Bobby Eason**

* You're a Little Woman—(ABC-Paramount, BMG (217)).**

**Don Crawford**

* What's Wrong With You—(ABC-Paramount, BMG (217)).**

**Achille Scotti**

* New York—(ABC-Paramount, BMG (217)).**

**Leslie Lewis**

* Stop Indulging Yourself—(ABC-Paramount, BMG (217)).**

**The Hi-Lo Hawaiians**

* Waimea—(ABC-Paramount, BMG (217)).**

**Tony Taylor**

* Don't You Come Around Here—(ABC-Paramount, BMG (217)).**

**Sandy Nathan**

* Pumkin Seed—(ABC-Paramount, BMG (217)).**

**Frank Havens**

* I Say I Have—Young Love, BMG (217)).**

**The Screwballs**

* Rocking March—(ABC-Paramount, BMG (217)).**

**Johnny King**

* The Voices With the Blue ATK—(ABC-Paramount, BMG (217)).**

**The Reggae**

* Them三天—(ABC-Paramount, BMG (217)).**

**Leroy Myers**

* Heavy Honest—(ABC-Paramount, BMG (217)).**

**Dennis Davis and His Ya Ya Band**

* Lonely Evening—(ABC-Paramount, BMG (217)).**

**Abnormal Man with Abnormal Voice**

* My Baby's Gone—(ABC-Paramount, BMG (217)).**

**The Flying Blue Angels**

* I'm Tired of Being Toned Away—(ABC-Paramount, BMG (217)).**

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* With Unlimited Sales Potentials!**

**$10 Favorite Xmas Melodies on a 7"-33 rpm Record**

**Recorded with Direct-Record Method to provide a Sound and Quality Unexcelled on Any Other Record**

**Special Gift Type Label Price to Sell for $4.99**

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**COED Records**

335 West 56th Street, New York, N. Y.
**Reviews of New Albums**

**SPLORIGHT ALBUMS OF THE WEEK**

Strongest sales potential of all albums reviewed this week.

Continue from page 44

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**Country & Western**

MORE COUNTRY CLASSICS

Various Artists. RCA Victor LPM 2467—Here’s a hot item for the country field and for the pop field, too. The lineup of artists include the Browns, Don Gibson, Jim Reeves, Hank Snow, Skeeter Davis, Jimmie Driftwood, Hamer and Jethro, Porter Wagoner, Hank Locklin and Johnnie and Jack. Solid names and solid tunes make for sock potential.

**The Young Approach**

FARON YOUNG, Capitol ST 1634 (Stereo & Monaural)—Young has had considerable success with his currently single, “Backtrack,” which is included here along with a neatly prepared program of tunes with varied moods and tempos. There are the usual suspense-styled ballads and up-tempo ditties, all performed with warmth and vocal savvy by Young. Titles include “I Fail To Pieces,” “I Can’t Find My Feet In Time” and “Goon Steady.” Both pop and country appeal.

---

**Children**

WINNIE THE POOH AND CHRISTOPHER ROBIN

AND NOW...Winnie the Pooh (Mercury 2442)—A delightful record for children, that will be treasured by their parents at the same time. The adventures of Christopher Robin and his crew, from “Winnie the Pooh” to “Piglet and Tigger” are told in wonderful fashion by Jan Caramichael and Dick Beatty with appropriate musical settings. It’s a fun album for young ears from four to seven, and a fine item for Christma giving.

---

**Comedy**

I FAW-GREAT

JACQUES E. J. WILSON, Project 8001—Justin Wilson, the Cajun comic whose first album had sock sales throughout the South, could have a national winner with this new disk. It’s the same silly humorous Wilson, with his slow delivery and rural style, interspersed with Cajen expressions. Fun for the entire family here and an album specially recommended for South and Southwest listeners.

---

**Jazz**

GRIFFIN: PIECE FOR CLARINET AND STRING ORCHESTRA

Jimmy Griffin, Verve V-8358—On this set, recorded in Germany with the Sandweinband Orchestra of Baden-Baden, clarinetist Jimmy Griffin enters, with full intent, that new era which lies more within classical grounds than jazz. He is featured soloist in a series of highly plastic compositions that reflect a myriad of moods. Avant garde particularly, should like this.

---

**Classical**

RAVEL: DAPHNIS ET CHLOE, SUITE NO. 2

La Vals-Albero del Gracione; Pierre Dervaux, 3/Orchestre des Concerts Colonne, Command CC 11005 SD (Stereo). A superb recording is what singles out this new set for special honors. Enos Light and his engineers have done an estimable job of highlighting the sound on this rendition of some of the most famous and familiar Ravel music. “La Valse,” especially, comes across with dynamic intensity. (The Daphnis et Chloe, too, registers in wide, sweeping strokes.

**Juke Box Programming**

AHMAD JAMAL'S ALHAMBRA

A stylish Ahmad Jamal sounds like a strong jive interest and radio plays for this three-track EP from Jamal’s latest album on Argo, “Ahmad Jamal’s Alhambra.” The EP bears the same cover photo as the LP and contains extended improvisations by the pianist on “Broadway,” “The Party’s Over” and “Snow Fall.” The tunes were recorded live before an audience at the jamal’s Alhambra night in Chicago.

---

**MODERATE SALES POTENTIAL**

LISTEN TO CLIFF: Cliff Richard, ABC-Paramount ABC 391

MORE GOLDEN HITS: Edie Brickell and his Oak, Mercury MG 2644

MUSIC OF THE ROARING 20S: New Orleans, United Artists UAS 628 (Stereo & Monaural)

SINGING PETERS SISTERS: The Y Bar Y, ABC-Paramount ABC 391

LOSS OF INNOCENCE: Deadlock, Decca DLPS 278

GOODBYE FOR EVERMORE: Louis Armstrong, Decca DLPS 239

GOLDEN HITS BY TONY ORRA: Tony Orra, Mercury MG 2644.

POPULAR EP

THE CONTINENTALS: Epic EP 390
FOLK TALENT & TUNES

Continued from page 10

Dusty Rose, who recently took over the early morning "Sunrise Dance" seg, six days a week on 1NT-AM, FM, Tacoma, Wash., has won the first place platinum from the artists and disc jockeys. Dusty presents one side of the new Johnny Watters release on Columbia, "Echo of Your Voice." Dusty Rose is not to be confused with

Dusty Rhodes, who was at KNT for several years back with Buck Owens, Stan KAYE, Ypell, Wash., in addition to his work as a country and religious country gospel record... Doc Watson, in addition to singing on the "Look or Listen," weekdays from 5 to 7 P.M. on KZTV, Ta- coma, Wash., has added "The Doc Jones Jamboree dance and show each Saturday.

Booby Boyd, record buyer, Portland, Oregon, city, records are going in all groups on country music, with his latest release in that category, including Marvin McCullough's Are You Still Loving Me, and Bobbie Stilts' He's a Friend of Mine, Who Explains a Broken Home. Stilt was for- merly of the Top Rank McCullough, which uses the c.w. on the 50,000-watt KRED. Tallahassee, Fla., to go to do a series of personal appearances in the group's usual market areas short after the first of the year.

Twenty-six years on one radio station, Duane Morefield, who is an achievement few have accomplished, is featured in the lecture unit of the Dave Williams unit, features of World's Original Jamboree of WNOX, Knoxville, Tenn. Duane is a native of Virginia and East Tennessee states, has been in broadcasting after two years as a disc jockey, and went to work in the Administrative System at Fort Ord, Calif., and was a disc jockey at WOR radio in New York. The Electra "Who's Just Like Me," in the broadcast business for twenty-two years.

Donovan F. Flannery, who formerly joined Capt. George Davis, owner of Virginia and East Tennessee stations, is back in harness after two years in the military, and went to work in the Administrative System at Fort Ord, Calif., and was a disc jockey at WOR radio in New York. The Electra Glove is a member of the National Association of Broadcasters, and is well-known in the business world where so much is happening," writes Donley. "I was consider- ing a c.w. show here but found

breakfast was Governor Davis, who not only spoke eloquently of his election last November, but said his speech was finished, and that he had finished his speech at the National Union, speaking to all the Democratic candidates for the state of Tennessee. Davis, discussing his own colorful musical campaign jingles, which he said he had been hearing, in the house of a neighbor, had a world's best meal.

At the same affair, Tennessee Governor Ellington declared, "I love to sit and listen to the speeches, and to say that country music brings a lot of good to the state. I had a chance to say that country music brings a lot of good to the state. I had a chance to be the speaker for the first time, and I was sure it was the best speech I ever gave." The Governor's next visit to Nashville was to the state capital, where he was greeted with a standing ovation.

Final formal affair was a luncheon sponsored by the National Union, at which the speaker was the Governor. The speech was very well received, and the Governor was applauded for his speech. The Governor's speech was very well received, and the Governor was applauded for his speech. "We have a chance to do for everyone. A song can change the course of your life. Keep your happiness and your future." Governor Ellington said: "I am just glad to be here. I wouldn't be here if I had not been offered a job. I accept your invitation to be the speaker for the first time, and I was sure it was the best speech I ever gave." The Governor's next visit to Nashville was to the state capital, where he was greeted with a standing ovation. The Governor's speech was very well received, and the Governor was applauded for his speech. The Governor's speech was very well received, and the Governor was applauded for his speech. 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Loans to Locations Banned in Chicago

CHICAGO — An ordinance prohibiting taverns from accepting loans from coin machine operators was passed by the city council here last week.

The measure was welcomed by the local trade. Loans have long been a major headache in Chicago. Outright gifts of up to $50 and loans of several thousand dollars were not uncommon as competition for new locations grew.

Operators complained they were forced to make the loans or gifts or lose their spots to other operators.

National

The ordinance has also drawn national interest as the location

Univend ‘Plus 10’ Plan

CHICAGO — American Univend unveiled its new “Plus 10” plan whereby operators can lease a variety of small mint and candy venders and merchandisers from the firm.

Under the plan, the operators get a two-cent machine for $10 a year. He also gets free, a quantity of merchandise, equal in total to the annual rental. The lease calls for a certain minimum order a year.

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 300 sides per machine, they represent maximum premises, and any all-purpose juke box can be used for playing the full slate of 300 sides, either wit the HA 100 or have recently been on the HA 100. See Spotlight Reviews for additional information on two-play discs.

Fool # 1

HANDYBUT ME

AND COCO

EVERLOVIN

(Wo Re) DREAMBOAT

AND HOLLYWOOD

CRAINING

AND CANDY MAN

I WANT TO THANK YOU

AND DO PARADISE

LITTLE SISTER

(Mawie’s the Name) HIS LATEST FLAME

BERLIN MELODY

THEME FROM COME SEPTEMBER

THE WAY I AM

AND MY HEART BELONGS TO ONLY YOU

DANNY BOY

FLY BY NIGHT

I DON’T KNOW WHY

IT’S ALL BECAUSE

I CRIED MY LAST TEAR

AND A CERTAIN GIRL

JOHNSON INTROS COIN HANDLING AUDITOR UNIT

SURVEY SHOWS NEED FOR JUKE BOXES WITH OWN POWER

DOUGALA, Cameroon-Representatives of West German coin machine operators conducted talks with African States of Cameroon, Togo, and the Mali Confederation.

These surveys have established that the coin machine market in this area is considerably dependent upon a portable power supply.

It is understood that on the basis of the surveys one or more West German firms intend producing juke boxes and games with a gasoline electric generator, making the equipment independent of the local power supply, or of lack of it.

Such equipment, according to the market survey made in the field, would be particularly acceptable in the West African countries, and similarly in many other areas of the underdeveloped countries in the Middle East, Asia, and Latin America.

Such juke box equipment depending on electricity are largely valued in the underdeveloped areas unless they generate their own electricity.

Seeburg Reveals Latest Vendin Merchandisers in Modular Line

CHICAGO — The Seeburg Corporation took the wraps off its new full line of vending equipment at the NAMA show here last week as it bowed five new units in modular design.

Included in the line are a pastrymilk vending machine, a modified cold drink machine, a hot dog, candy box and other coin operated or amusement device with the recently acquired Atlantic Automatics.

The units have the same basic exterior design, with blue for the prominent color. Each one may be sold separately, or as part of a battery set up without separate adapters. Each machine has a brightly lighted display.

Candy Machine

The 12-selection candy-pastry vender, with a capacity of up to 800 units, can offer 6 candy and 4 pastry selections, 8 pastry or 12 candy choices.

First merchandiser in the first case is the vender, dying in the market for hand shaking of stock. The concept involves continuous spiral shelves. The machine may vend at any of three prices, ranging from 5 cents to 50 cents. A coin change as standard equipment, accept nickels which will vend at 15 to 5 cents, with self-loading nailing and dime return for any sale up to 50 cents.

The new gun and mint unit featur 36 selections of business, vending at 10 cents, and vend six selections of any standard single type.

Vender

The cigarette machine is similar to the previous Seeburg model, except for the shell of the gun which is a new modular design, with 30 gang 10-cent, and 12 gang 5-cent.

The milk vender, with a capacity of up to 800 entries, vend in either two-pence at 10-cent containers, in three selections. Like the rest of the new line, it is a modular design, in first, first-class.

The cold drink vender, recently aquired from Bally, wins three at a time and also vend two other foods, hot drinks, soft capacity is 450.

The Jo-Gry cold drink machine vend on glass bottles and heavy brick ice. The seven-selection has an exp capacity of 2,500

Si Redd Heads Distrib Group

CHICAGO — William S. (Si) Redd, Boston, was elected president of the National Coin Machine Distributors Association during the group's national meeting held here Thursday (29).

The distributor also adopted a new code of ethics that includes (1) a new code of ethics; (2) a broader public relations program to be conducted nationally; (3) adoption of an insurance program; and (4) a membership drive whereby each distributor pledged that he would bring in one new member for the coming year.

Irvin Blumenthal, Baltimore, was elected executive vice-president; Lou Wolcher, San Francisco, vice-president; William S. Redd, Orlando, Fla., vice-president.

Directors

For Kotler Chicago, the group's new treasurer, and Jack Ben, Rich- mond, Va., is secretary.

A slate of 10 directors were also chosen: Harold Lieberman, Minne- apolis; John Billett, New- York; N. H. Y.; Hy Bannister, Philadelphia; Philip Marcus, Boston; Charles G. McCoy; Michael Anderson, Erie, Pa.; Jake Friedman, Atlanta; Morris Morris, Columbus, Ohio; and George George, Cleveland.

Irving Blumenfeld was honored with a plaque as outgoing presi- dent, as was Lou Wolcher for his role as past president and founder of the organization.

Fisher Sales donated a pool table and Bally a Markman target gun that were both ruffled off. Mickey Anderson won the gun and the target walked off with the gun.

The adoption of a code of ethics was termed a solid step ahead by the group's past president, Si Redd. Basically, members are asked to subscribe to the highest business standards, and to keep it in the promotion of the public relations.

Formerly is the code reprinted in full as a service to NCMDA and prospective members.

"The members of National Coin Machine Distributors Association, privileged to be constituents of an organization to be dedicated to the furtherance of the business and moral standards in business as civil affairs, are happy to announce that their duties and obligations to a members of a true society engage in the promotion of the vending machine industry, do publish at declare their feelings on the subject, which individually and a collectively, we pledge to honor, maintain and preserve.

"1. To carry out the spirit of the letter of all contracts and agreements into our conduct of business affairs both as to the industry and the safeguard and respect for its members, officers, customers, the manufacturer, the public and the general public.

"2. To keep the member in the industry, promoting and preserving the highest status of the business as a whole and elevation and maintain the industry to a position of eminence.

"3. To co-operate with the other industry associations, both to the promotion of the public relations in the field of the industry and to any interest of the public, and by doing so support a program of public relations for fostering, maintaining, promoting, improving, the public and objectives for which the association was organized as to be in the bylaws. Dated this 29th day of October, 1961.

BIBLIOGRAPHY

COIN MACHINE OPERATING WEEK
NVA Charts Meet Plans; Urged to Pursue Members

CHICAGO—Some 75 members and directors of National Vendors Association met here last week and charted plans for the group's convention in Miami Beach, Fla., next spring.

Also on the agenda was a new medical plan introduced by Don Mitchell, NVA counsel, and reports from the various NVA committees.

Members not to let up in their membership drive and to continue to work for a successful 1962 convention.

A previous convention committee report indicated that the association would probably have over 40 exhibitors at its next convention, one of the highest figures in the association's history.

Last year's total was around 30.

A more diversified representation of exhibitors was expected to account for the increase. The bulk vending tradesmen was on hand with numerous manufacturers holding exhibits in their hotel rooms. Two machine manufacturers, Victor and Northwesten, showed their full lines of equipment at the NAMA conclude.

Raynor called on the association to think about a more active business and legislative program. He said legislative representation is needed at not only federal but State and local levels to keep the bulk industry from being subject to discriminatory bills.

Raynor also urged members not to be careless about preparing for the next convention. "A lot of associations are lax, have a poor convention and end up blaming the site for their problem," he told the group. "We've had bad times, we're doing well now, but we've got to keep working," he urged.

Site of all the activities was the NVA directors' meeting held at the Congress Hotel last Sunday (39) evening, simultaneously with the National Automatic Merchandising Association convention being held at McCormick Place here.

A large representation of bulk vending tradesmen was on hand with numerous manufacturers holding exhibits in their hotel rooms. Two machine manufacturers, Victor and Northwestern, showed their full lines of equipment at the NAMA conclude.

ROLFE LOBEL

MILTON T. RAYNOR

Ralph Rollby, convention chairman, introduced a new package deal that will be offered for NVA's Miami Beach convention.

Under the plan, to be priced at under $100 per couple for the three-day show, members will receive an entire social program as part of their fee.

NVA Auspices

Individually sponsored parties, as previously held, are to be eliminated, with all entertainment to be under the auspices of NVA.

After brief discussion, Rollby's motion to adopt the package deal was carried.

(Continued on page 69)

DON MITCHELL

NORTHWESTERN HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts & supplies.

Write today for complete information and price list.

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NORTHWESTERN SALES AND SERVICE CO.

CAKE MANDEL 2350 N. 64th St. Phone 6-2319

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MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, INC.

NORTHWESTERN HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts & supplies.

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Made in America
TIFFANY RINGS
METAL ADJUSTABLE BANDS
SEMI-PRECIOUS STONES
TIFFANY SETTINGS
& PRONGING
AVAILABLE AT ONCE
The BEST BUY in the WHOLE WORLD—
for Beauty and Value.
$2.50 PER 1,000.
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91-15 144th St., Jamaica 23, L. I., N. Y.

NVDA Exe.xxx
Re-Elected at
Chicago Meet
CHICAGO—Officers of the Na-
tional Vending Distributors As-
sociation were re-elected Sunday (29) at the Congress Hotel here. They are Moe Mandell, Northwestern Sales and Service, New York, presi-
dent; Bernie Blitterman, Kansas City, Mo., treasurer, and Jack Nel-
sen, Logan Distributing, Chicago, vice-president.
The first annual NVDA award, for industry leadership, was given to Harold Schaefer, president of the Victor Vending Corporation.
Mandell, in making the presenta-
tions, paid tribute to Schaefer for his untiring efforts on behalf of the industry.

Guggenheim Debs
New Charm Items
CHICAGO—Karl Guggenheim, Inc., this week released three new charm items and displayed them here at the Congress Hotel during the convention committee meeting of the National Vendors Association.

The items are a Traffic Light, with red and green signals, a 20-year warranty compass ring. Bob Guggen-
heim was on hand to display the items.

Jennings Co.
Slide Vender
Gets Showing
CHICAGO — A slide vender, suitable for resort and resort locations, was displayed for the first time by Jennings & Company this week at the annual NAMA con-
vention here.
The unit holds 500 35-mm color slides, with eight selections of 100 each. The patron is able to view each slide before he buys, as is a push button rotates the slides be-
hind a viewing panel. The button also acts as a selection button.

According to the manufacturer, slides will cost the operator from 6 cents to 9 cents each, with the coin mechanism set for 25 cents. Price for the machine has not been set, but the manufacturer says it will be about $300.

A Jennings spokesman said about 5000 color slides are available to operators, with sources of supply furnished on request.

Dimensions of the machine are 19 by 19 by 61 inches. Weight is 96 pounds.

BIGGEST PROFITS
GUARANTEED
VICTOR 2000
Capacity 2,000 Balls of 100-Count Gum
$25.00 DOWN
Balance $10.00 Per Month

Say You Saw It in Billboard Music Week
Please rush complete information and prices on Northwestern SUPER SIXTY Stall Capsule Machine to: Mr. H. E. Melton, CLEVELAND, OHIO.

HAROLD SCHEPF (right), Victor Vending Corporation, accepts the first annual award for industry leadership given by the National Vending Distributors Association at the group's meeting held in Chicago last weekend. Bernie Blitterman, treasurer, and Moe Mandell, president, stand with Schaefer.

Northwestern Unveils Bulk Vending Units
CHICAGO—Northwestern's full line of bulk vending equipment along with a new chrome Showcase stand accommodating four, six and eight machines was shown to major equipment operators and a good attendance of bulk machine trade-
ners at last week's National Auto-
matic Merchandising Association convention here.
The Showcase stand is made of heavy-gauge, chrome-plated steel tubing and is priced to sell at from $10 to $12.

Other Northwestern standards on display included the firm's Pepper-
mint stands, "499" all-product vend-
er, package gum vender, postage stamp machine, 10-column tab gum machine, Super 60 bull gum and capsule machines.

Super Sixty
WITH QUICKTACK
IDEAL FOR YOUR BETTER LOCATIONS
1012 Balls 100 Count Gum
2866 Balls 210 Count Gum
365 Regular Capsules

KING MIX—BUY and SAVE
A complete bargain mix of 30% good feature items, balance bright gold and silver vacuum plated charms.

Only $2.75 per M in 5 M lots.

Copyrighted material
V. Berlin Coinmen Seek U. S. Aid in Time of Trade Crisis

Continued from page 1

As the old German capital and one of the world's great cities, Berlin has always been an important center as a manufacturing center. But now, many of the coinmen have been hit hard by Communist pressures, and in recent weeks orders abroad that placed in West Berlin may not be filled, because manufacturers are being forced to work under Communist control and routes through East Germany.

The operators have hit the trade in a big way. They have closed in contact with East Berlin after the August 17 declaration by the Communist half of Berlin.

Four major Berlin operators felt that East Berlin's patriots of the city have been hit hard by the Communist regime, and that the trade is still important in the West, and they feel that lack of control could be decisive in the fight to save the city.

"But now," one of the operators says, "the question is: Are the West German companies filling their orders?"

In some instances, orders have been placed by the West German companies in the West. But the question remains, will they fill the orders?

West Berlin city authorities have just lifted the curtain on what was a tightly kept secret. West Berlin is in a position to examine the papership of the order, because the orders were placed in the West, and they feel that the city should be able to make a decision in the case.

On the contrary, the Berlin financiers are developing proposals which many feel they might work out to the mutual advantage of the Berlin and U.S. manufacturers. They are proposed to the coinmen to send their goods to West Berlin through the U.S. and West Berlin manufacturers.

The operators, of course, have more trouble in soliciting orders from the American trade. But they feel that such backing could be decisive in the "battle for survival." If the majority fit is in favor, the city could consider these proposals.

1. Assistance in campaigning for improved trade conditions, including increased prices, reduced prices for records and other items, and perhaps a high as 25 percent.

2. Assistance in promoting the West Berlin coin machine trade. If the American coin trade is so far taken to alleviate general conditions in West Berlin from the Communist pressure.

Operators complain along these lines: "Everybody in the United States who owns a West Berlin coin machine, we are sure the people in the West will be happy if we can help them."

"We used the special monetary assistance been given West Berlin by the U.S. and West Berlin merchants. We're not doing enough to help the American trade. These people have money they want to help, but they need help from the help. We don't have time to handle the problem. We don't have enough money to handle the situation."

The coinmen are being forced to work under Communist control and routes through East Germany. The operators feel that lack of control could be decisive in the fight to save the city.
Automatic 'General Store' Features Canteen Exhibit

CHICAGO — An automatic "general store"; a full line of modular vending machines in pastel colors; a unique "first-in-first-out" candy vendor; a new single-brew coffee machine, and a new "personalized" cigarette machine highlighted the display at the National Automatic Merchandising Association Convention here by AC Automatic Services, Inc., a subsidiary of Automatic Canteen Company of America.

Armatot is a new automatic "general store" which accepts up to $5 in bills and coins and sells 260 different items, including sundries, variety and sporting goods, hardware and toys, as well as hot or cold foods. Heart of the unit is the Automatic Bill Change, which validates and accepts good money, but rejects foreign or counterfeit.

A new, high capacity "first-in-first-out" candy vendor which delivers the actual bar displayed.

Celebrity vending machines consist of a full line of modular vending units combining new exteriors in pastel shades with unitized construction. Two colors are available — white with orange trim, or light blue with black trim. Units include the Vario — Fresh candy vendor, machines for hot foods, hot drinks, sandwich, pastries, cold foods, cold drinks, and a new vending machine for a special condiment dispenser.

Personalized Riviera cigarette machine, a new 800 - pack unit, features a personalized display panel, with the name of the location. Special features include a new "saw-and-match" post — selection button and a choice of five front colors in vinyl-clad steel panels.

Happy winners of a transistor radio at Atlas Music Company and cigarettes, plus Bobby Gainsburg, Atlas head; an unidentified drawing last week stand with second place, one of several radio, a new unidentified man, Knellin, Nate Feinstein and Harold Schwartz, Atlas.

Manufacturers Deb Wide Cigarette Machine Selection

CHICAGO — Coin machine operators in the market for cigarette machines had a wide selection to view at the recent NAMA convention here. And while the old-line cigarette machine manufacturers were on hand with their latest models, a couple of new entrants took the wraps off their first cigarette machines.

The Daily Manufacturing Company, a subsidiary of the Daily Biscuit Company, introduced its first cigarette machine, a 20-column unit with a pack capacity of 25 packs. Price is expected to be announced shortly.

The machine is sold for up to $35 at any of three separate prices. Dimensions are 38 inches by 71/2 inches. Production is expected in about 60 days; price has not been set.

The machine is being offered for $2,000, plus 1,250 cash at the time of purchase.

A SMALL, inexpensive mechanical accumulator was introduced to the trade last week by National Bicentennial, MRX says the new device has greater capacity and versatility than existing electric accumulators and features thermosplastic gears, pawls and levers. The device can replace electrical accumulators and supplies either electrical or mechanical outputs.

OPERATE UNITED
Shuffle Alleys
and Bowling Alleys
WELCOME EVERYWHERE

UNION AUTO MACHINER CO.
1401 N. California Ave. Chicago 11, Ill.

America's Largest and Oldest
ONE-STOP RECORD SERVICE!

45 RPM 60¢

All LP's — Regular Distributor. Wholesale. Nothing Over.

SAME DAY SERVICE

The Musical Sales Co.
Baltimore 1, Maryland

when answering ads... Say You Saw It in
Billboard Music Week
NAMA SHOW KICKS OFF IN CHICAGO

CHICAGO — A fair turn-out of bulk operators and distributors was on hand as the National Automatic Merchandising Association opened its four-day convention at McCormick Place here Saturday (28). The convention committee of the National Vendors Association was scheduled to meet here during the NAMA show, and two bulk machine manufacturers — Northwesterns and Victor Vending — were exhibiting at the show.

New Standard Change Maker Holds As Much As $300 in Coinage

CHICAGO — Standard Change Makers unveiled a new electric change center accommodating nickels, dimes, quarters and half-dollars. Part of the firm's full line of change making equipment and its vending equipment show at the big NAMA vending exhibit at Chicago's McCormick Place in the past week.

Standard is billing it as the largest-capacity change maker ever produced. The unit holds from $250 to over $300 in change, and has a 1,000 mechanical and completely removable mechanism D. Change is made by inserting money in the front and the coins are dispensed into a change tray in the back. The change is held in a compartment in the back of the machine, which has a capacity of 600 coins.

Also shown by Standard were its change-making machines, which are available in different sizes and styles. The change-making machine has a capacity of 500 coins and the change-making machine has a capacity of 1,000 coins. The change-making machine has a capacity of 2,000 coins.

Acquies Seehorn of Counterfeiter
Cigarette Tax Stamp Allegation

ELIZABETH, Tenn. — A Criminal Court jury acquitted John B. Seehorn, 24, former teacher charged with counterfeiting revenue stamps on a charge of counterfeiting revenue stamps on a charge of counterfeiting revenue stamps in a case in which 32 cigarette vending machines were caught.

After the jury verdict, Revenue Commissioner Hyman Butler of Nashville began an investigation of the case because State Alcohol Tax Unit agents did not produce at the trial phony rubber stamps alleged to have been taken in a raid on Seehorn's home.

Seehorn was arrested in June by agents who, armed with a search warrant, took "about 10" phony rubber stamps which they charged were used to stamp cigarette packages to avoid payment of the State cigarette tax.

At the trial, the agents could not produce the stamps. They said they didn't know what happened to them — that they were apparently lost or could have been taken by someone while being held as evidence.

The agents testified that in the raid they seized $13,000 worth of cigarettes and 32 cigarette vending machines valued at more than $200,000.

Circuit Judge Oris Hyder ruled that the agents' torture of the defendant was not defensible. As a result, any evidence obtained by them in the search could not be used in the trial and the State did not make its case in court, resulting in the acquittal.

Commissioner Butler's investigation is to find out what happened to the rubber stamps. He said he would make no comment about the matter until the investigation is complete.

Commissioner Butler ordered the investigation after coming to the conclusion that the cigarette was not defensible. He said he would make no comment about the matter until the investigation is complete.

Later, Commissioner Butler talked with ATU chief agent William G. Moses and his assistant, Cecil Patterson, who led the raid on Seehorn's home.

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PIECES REDUCED

BIG BALL BOWLERS

Ball Challenger ........................................ $695
Pan American .......................................... $695
Chas King .............................................. $495

MISCELLANEOUS

Candian Camera, new ................................ $ 60
Skill Cards ................................................ 65
8 Ball Billie, new ........................................ 65
5 Ballie Billie, new ..................................... 65
8 Ballie Billie Kiddy Rider ................................ 395

GUNS, ARCADES, SHUFFLES

1 CC Shoot the Clown, $200 League Leader ........................................ $ 75
1 Wms. Hercules ....................................... 200 Baseball ................................................... $ 75
1 Schofield .............................................. 100
1 B. Derby Gun ........................................ 225 Motormatic .............................................. 150
1 B. Moon Raider ...................................... 225 Bally Official Jumbo ............................... 425
1 Mdvry. Shoot’G Alley ............................... 325 Dodge City ................................. $ 50

25 POOL TABLES WITH SLATE TOPS, $75.00 & Up

Send for our list of vending Machines — Cold Drink — Hot Drink — Cigarettes — Candy.

WANTED IN TRADE

Ballys Bingos and Bally Lattafuns.

REDD DISTRIBUTING COMPANY, INC.

126 Lincoln St. ........................................... Brighton 35, Mass.

Algonquin 4-4040

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Copyrighted material
Addtional Plant Facilities Produce
New Astro-Lite Shuffelboard

NEW YORK — National Shuflleboard here has added 10,000 square feet to its existing plant facilities for production on the firm’s new Astro-Lite Shuffleboard.

Features of the new unit, currently in production, are brass-finished structural steel legs tapered down to heavy ferrules and long rubber adjusters, and charcoal-colored felt facings, with gold and silver glitter. The plastic facings are backed with vinyl and capped in gold aluminum.

**AVAILABLE NOW**

AMERICAN’S

Imperial

with new, outstanding features!

A NEW BUILT-IN LIGHT — Spotlight is built into scoreboard, illuminating center of playing field. This unusual, dramatic effect increases the beauty and appeal of the IMPERIAL.

A NEW LAMPS ON EACH END OF SCORER — Illuminates the name of each end at a glance. A complete visibility from any angle.

American’s IMPERIAL has been in operation for two years. Thousands of operators have praised its performance and beauty. It has completely revolutionized the shuffleboard business.

These new features incorporate the IMPERIAL’s built-in lights, the finest shuffleboard on the market today.

It is available with or without exclusive Negro Play Control. See it at your distributor’s warehouse or write for complete literature.

SHUFFLEBOARD COMPANY
210 Patterson Plank Road Union City, New Jersey UNION 8-6618

PRACTICAL PUBLIC RELATIONS

Chicago Operator Named To Boy Scout Berth

CHICAGO — In his own quiet way, Leonard Miska has been doing a public relations job for the coin machine industry for many years—but he never called it that. For him, it’s just been the way he wanted to conduct his business, and his life.

Last week, the Chicago operator was appointed chairman of the 1962 Boy Scout Finance Campaign in the Stockyard district of Chicago. He is typical of the numerous civic and philanthropic offices he already holds and in which he is active.

Miska is president of Southtown Music Corporation, long-time operating firm here. His business life is as exemplary as his outside activities. In the words of Mr. Spagnuolo, Atlas Music Company, "in addition to his many civic endeavors, Leonard maintains a beautiful business office and shop which is a credit to the business.” His reputation among fellow operators is likewise high. The annual drive for the Chicago Boy Scout council gets underway early next year. Some 50 volunteers will be selected to work on the project.

Miska’s other activities look like a "Who’s Who” of the community and include Hartford Finance Corporation, his own firm, which is chairman of the Board of the Yards Home Improvement Committee (South Side civic group active in urban improvement as well as politics), is vice-president of the 47th and Ashland Businessmen’s Association, and a member of the advisory committee of the Tuberculosis Institute of Chicago.

Greentree Techno Publicist

NEW YORK — The Techno-Vending Corporation, manufacturer of large rides and coin machine distributer and operator, has appointed the Greentree Company, Inc., as its advertising and public relations agent.

Ha is a director for the Southside Planning Commission, Mercy Hospital, and St. Procopius College in Lisle, III. He formerly had charge of the Southwest Chicago Community Fund and the Red Cross and was appointed by Mayor Daley as chairman of the seven Pan-American games.

If all this isn’t enough, Miska still finds time to follow his own hobbies. He loves to travel and has visited more than 45 countries—sitting on the rulers of many. He was on the official guest list of Albert Cardinal Meyer’s trip to Rome when the Prelate received his Red Hat in Vatican ceremonies.

Miska spent a summer with a Mexican explorer’s group climbing the highest peaks of the Sierra Maduras and has also been on numerous safaris in South and Central America on hunts and studies of anthropology.

The coin machine industry’s "Man on the Go” attended Western State Teachers College, Kalamazoo, Mich., and the Inter-American College, Saltillo, Mexico.
Capitol Projectors Will Distribute Coin-Operated Auto Wash Machine

THE FIRST STEP—spraying the car with detergent using new coin-operated car-washing unit being distributed nationally by Capitol Projectors. Car is then rinsed with high-pressure water spray and washing operation is completed.

CHICAGO—Capitol Projectors has taken on national distribution of a coin-operated car washing machine which it showed to the vending trade at last week’s National Automatic Merchandising Association Convention here.

The unit is manufactured by Service Metal Fabrication, Inc., Chicago, pioneer manufacturers of professional automobile laundries. Capitol will appoint subdistributors for the equipment throughout the country. The unit is a console-type device, rectangular, about four feet high and two feet wide and deep. It is on wheels, and consists of a tank for heating and pressurizing water, detergent tanks and accessory equipment for the actual washing operation.

The complete car-washing operation should take 10 minutes. It consists of spraying the car with detergent, brushing the wheels with high pressure water, and then a final rinse.

According to Capitol, the device enables small garages to put their car-washing operation on a paying basis. Time and labor are cut and a garage need not have a car wash bay. No installation of the unit is needed.

Johnson Intros

- Continued from page 53

practically revenue loss for entire route, providing on route check of vending machine revenue against inventory sales, detecting errant vending machines for same-day repair.

The unit is fully automatic, operates off the truck battery and is available with self-locking vault.

Johnson also showed its Illumi-

ter sorter and counter, high-speed counter and package, manual and motorized coin counters, coin sorters and coin wrappers.

NVA Charts Meet

- Continued from page 54

program was overwhelmingly car-

ried despite the strenuous objec-

tions of a chairman manufacturer who argued the new idea prevented a manufacturer from entertaining the people he desired.

The Miami Beach convention program will include the usual schedule of business meetings, forums, speakers, and a dinner meeting. Also on the agenda will be a meeting of the bulk vending distributors’ association.

50 Members Needed

Don Mitchell told the group that 50 members are needed to adopt the group’s new major medical benefit plan. The association’s previously proposed program was not enacted because of insufficient membership.

The new program calls for 80/20 per cent coverage for all hospital and medical bills (including out-of-hospital care) after a $300 deductible up to $10,000. Members, wives, families, and em-

ployees are eligible. Applications and requests for information are to be sent to NVA headquarters in Chicago.

Also proposed, and since ap-

proved, was a program for paying any NVA applicant who applies through BMW, receives a $500 subscription for one year as part of his association dues. The BMW program will be started shortly.

Use WAIIKIE BEACH

a Royal Revamp

ROYAL DISTRIBUTING CO., INC.
2076 Seymour Ave., Cincinnati 37, Ohio

FOR SALE

Telephone Music System
20 Four Buoy Tower—30-40’s
Humorous—BIO issued chassis sound

VERN RAW

P. O. Box 23
Toluca, Que.

SHAFER MUSIC CO.
849 N. High St.
Columbus 8, Ohio

Cable: SHAFOCO, Columbus, Ohio

You put more... you make more with Shaffer Music used equipment. Yes, when you buy from Shaffer you buy with confidence. Write today for listings.

FOR SALE

Getchell CLAUDY BROILER ... $46.00
Getchell CONTINENTAL CAPE ... 175.00
Getchell DEEP NITRIT ... 125.00
Getchell MISS ANNA BELLE ... 200.00
Getchell GREEN M S MYTH ... 250.00
Getchell ROYAL PLUM ... 75.00
Getchell SILVER ... 125.00
Getchell SLEEP MYTH ... 150.00
Getchell SPOT-A-CARD ... 235.00
Getchell SPOONER ... 170.00
Getchell WATER WORKS ... 175.00
Williams CROSSBOWS ... 140.00
Williams RELIC ... 180.00
Williams ... 180.00
Williams KING-O-O-MAT ... 90.00
Williams RAIS ... 175.00

MUSIC

Getchell NO-100 ... $350.00
Getchell R-100 ... 450.00
Getchell R-100 ... 350.00

MARK COIN, INC.
4500 Glene St.
St. Louis 8, Mo.
Phone: Forest 1-0260

Say You Saw It in Billboard Music Week

A new hit...by Games, Inc.

TWIN TIM BUC TOO

116 WAYS TO SCORE

A new feature!

LIGHT THE NAME

FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY

ORIGINATORS OF MODERN UPRIGHT ELECTRIC FREE PLAY SCORING GAMES

Distributed by MICKEY ANDERSON AMUSEMENT CO.
314 E. 11th St., Erie, Pa. Cllondale 2-3207
Cointmen in the News

Midwest

Carl Happel, Orville Carnitz, and their wives are preparing for their trip early in November to the Caribbean with a group of other Rock-Ola distributors. According to Happel: "This year is ending up pretty good. I hope that next year is at least as good." . . . Music and games taxes are in need of improvement, according to Glenn Gealke, A. W. Novelty Company, South Milwaukee, Gealke and his crew have been kept busy changing over all of their cigarette vending machines to the new 35-cent price tag as the result of the added penny State tax.

"Operators are not going for the 33 singles," claims disk buyer Jim Mayer, Record City, Heavy demand among operators is for standard 45s as are the Ken Griffis organ and Mitch Miller Sing-a-long packages. . . . Gene Geier, formerly with Itoe of Music, is now on the Record City staff. Operators stopping in at the Record City one-stop, this week, included John Jestik, Sheboygan; George La Rose, Fond du Lac, and Andy Waterman, Wisconsin Dells.

To date, Sandler Distributing Company, Minneapolis-based distributor for the Puritzler line, has not set up a Milwaukee office. Reports are that the firm is scouting for a location near other major distributors here and is also dickerling with several local coinmen for top spot in the new office.

Sann Hastings, Hastings Distributing Company, reports his firm is "getting its feet wet" in the cigarette vending field. In addition to building a cigarette vending route, Hastings is also doing some jobbing of new and used smoke machines. Plans also call for carrying a few premium items for holiday selling, says Hastings. Mostly plush animals, watches and small appliances.

Photograph record sales at the Paster Distributing Company, AMI wholesaler, have begun to show good results, claims Sam Cooper. A recent circularizing of State operators, informing them of the 35-cents singles on sale at Pasters stirred up interest . . . Jerry Glassman, counter man at the Third Street Radio Depot, is reported doing nicely from abdominal surgery at Mount Sinai Hospital, October 23.

United, Inc., is now the State distributor for U-Mix-It coffee vending machines. According to Harry Jacobs Jr., the firm will operate as distribute the equipment. Plans call for a sales meeting of recently signed dealers next week at the United, Inc., headquarters.

DAVID ROSEN

when answering ads . . .

Say You Saw It in

Billboard Music Week

THE PRICE IS RIGHT

Guaranteed
Like New
12 MIDWAY SHOOTING GALLERIES
$345.00 Each
15 MIDWAY DELUXE SHOOTING GALLERIES
$395.00 Each
All Prices Quoted Firm F.O.B. Price
WIRE—PHONE—WRITE TODAY

when answering ads . . .

Say You Saw It in

Billboard Music Week

ATLAS... MUSIC -- VENDING

MUSIC—Reconditioned

SEEBURG 222 SH
A.M.I. 1400E
A.M.I. 2000
A.M.I. 1400C
A.M.I. 1000C
S.E.B. 1500
S.E.B. 1500C
S.E.B. 1000
S.E.B. 1444

VENDING—Reconditioned

WITTENBURG BE. 25 Cents: 5745
STEDMAN 3-500 COFFEE: 295
NATIONAL, LARRY 1-300: 295
NATIONAL, LARRY S-300: 295
NATIONAL, LARRY 1-150: 295
NATIONAL, LARRY 1-150: 295

HENRY, ROY 1-250 E.Cigarette: 175
CONTINENTAL CIGARETTE "20": 195

Distributors for

AMI—ROWE

1/25, 8th, Bldg, C.D.C., or Slight Gross

A Quarter Century of Service

DIV. OF AC AUTOMATIC SERVICES, INC.
3125 W. WESTERN AVE., CHICAGO 57, I.L., U. S. A.
Affiliates 6-8008

A PROPHECY

an endless chain of

profits shall be yours

with the

FABULOUS MOVING TARGET

HIT IT AND SCORE 50 OR 100 POINTS
"MISS IT AND SCORE 1 POINT
A REAL SKILL SHOT!

KISMET

4 PLAYER

with the

A PROMISE

Order today from your

Williams DISTRIBUTOR!

4242 W. FILLMORE ST. CHICAGO 24, ILLINOIS

BUY THE BEST—BUY WILLIAMS

Copyrighted material
Boost Bowling Profits!

Photograph shows true bowling performance of new Swivel-Action Pins. Ball drives No. 1 Pin sideways to hit No. 3 Pin, which in turn will take out No. 6 and No. 10 Pins. BALLY BOWLER full-round pins fly in any desired direction, depending on angle at which ball hits pins or pins hit pins, exactly as in real bowling. Action is one hundred per cent mechanical without electrical roll-overs—without magnets—without dangling chains. Hit pins are cleared off the alley with the snappy speed of real pins on a real alley—resulting in fast play, fast earning-power.

SCORING is by official bowling rules.

BALLS (3 supplied with each bowler): hard rubber, 4½ in. diameter.

DIMENSIONS: 10 ft. long, 4½ in. wide. Length may be increased to 21 ft. or 26 ft. with easily added 5 ft. alley sections.

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

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

AUTOMATIC BALL-RETURN is fastest, smoothest ever built into a bowling game.

BALLY BOWLER

BALLY MANUFACTURING COMPANY—2640 Belmont Avenue, Chicago 18, Illinois
Rock-Ola Solidly in Vending Business

CHICAGO — Rock-Ola planted both feet solidly into the vending business with its line of four new hot dog machines displayed at the big annual Merchandising Association Convention here last week.

Shown were a new single-cup, fresh-brew, hot-drink machine that also vends hot whipped chocolate and hot whipped soup; a single-cup, fresh-brew coffee and hot chocolate vendor; a batch-brew coffee and hot chocolate vendor and an instant coffee and whipped chocolate vendor.

The single-cup, fresh-brew hot drink vendor (Model 1400-S) vends coffee (four different ways), whipped chocolate and whipped hot soup.

It has a 428-cup capacity container, contains all dry ingredients, positive displacement water and brew systems and National or Coin Acceptors changers. Model 1400 is the same but without the hot soup feature.

Both have all metal construction, piano-hinged modular door, color-illuminated panel and metal appointments.

The single-cup, fresh-brew coffee vender (Model 1300) serves coffee and hot chocolate. It dispenses fresh refrigerated cream on a first-in-first-out basis from dairy-packaged containers (paper cartons and bottles). Also available is a Model 1000 that is the same as the 1300 but serves powdered cream and granulated sugar (no refrigeration).

Features Outlined

The units have a 269-cup capacity, National coin changer, hermetically sealed refrigeration systems than can be removed intact (Model 1300 only), positive displacement water system, and hold 5.5 pounds of roasted coffee, 4 quarts of fresh cream, 6% sugar and 8 pounds chocolate.

The batch brew machine (Model TRBL-M) serves coffee four ways, dispenses whipped hot chocolate, hot soup and uses fresh refrigerated cream.

The machine holds 600 square design cups or 750 slim cup cups, has gravity feed brew systems, refrigeration, National or Coin Acceptors changers.

The instant hot-drink vendor (Model 3400) serves coffee (four ways) and hot whipped chocolate. It holds 205 slim cup cups, has four commodity containers, each holding five pounds of dry ingredients. National coin changers is optional.

The instant coffee vender (3400) is not on under the Rock-Ola brand by the Fred Hebel Corporation, a subsidiary of Rock-Ola Manufacturing Corporation. The batch brew vendor and two single cup machines are part of under the JVI banner by the Rock-Ola IVI Corporation, also a Rock-Ola Manufacturing Corporation subsidiary.

Universal Vender

At NAMA Showing

CHICAGO — A multi-purpose merchandise vending unit that handles everything from frozen and hot food to pins and umbrellas was shown by Universal Match Corporation here last week at the giant NAMA display.

The unit combines a series of Witternburg "4000" modular vending machines with a National Re- jectors currency handling system that handles coins and paper money. Both Witternburg and National are subsidiaries of Universal Match.

The Witternburg venders have easily adjustable shelves and compartments and may be quickly changed to accommodate a variety of merchandise. The currency system can handle prices from 1 cent to $9.99. Each location can be differently priced.

The merchandise venders are available in heated, refrigerated, deep freeze and standard models. Any combination of models can be used.

GOTTLIEB'S

FLIPPER FAIR

Latest and Greatest of the Add-A-Ball Games!

Spectacular light box animation draws players like a magnet. Score additional ball and the clown in the light box juggles large white ball. Add-A-Ball extended play feature holds players interest for continuous repeat play. Result: More and more coins in the cash box. And remember, our time-tested cabinet design incorporates stainless steel moldings and chrome corners to provide a clean, "new game" appearance forever!

- Skilled play adds on unlimited number of balls to each game
- Each time 1 to 4 rollovers are made, player receives additional ball
- Each rollover lights corresponding pop bumper
- Target adds 1 ball when green and yellow spots are in line
- Scoring 2,000 points adds 1 ball

New "Hit Feature" penalty: 1 ball plus ball in play - then play continues

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION

D. Gottlieb Co.

1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Preferable to Operate Gottlieb Games!
Here is what the WURLITZER TEN TOP TUNES Musical Bargain did for us

"Collections have more than doubled"
Says Ted Foster, Owner

From Washington State Fireside Tavern Reports:
Collections Doubled on Installation — still Holding 8 Months Later
80-95% of Take in Half-Dollars

In February the Fireside Tavern on Highway 99 between Seattle and Tacoma, Washington, installed a Wurlitzer 2500 with Ten Top Tunes Play Stimulator. Immediately collections more than doubled — and have stayed at that high level ever since.
The take has never run less than 80% half-dollars and some weeks up to 95% in fifty-cent pieces.
Needless to say, Ted Foster (owner) and his son Bob (manager) are delighted. So is the operator, Walt Merritt, Manager of Hit Parade Music Co.

"And have stayed at that level for 8 months"
Adds Son Bob Foster, Manager

How about you? Want to give your location a shot in the arm? A Wurlitzer 2500 with Ten Top Tunes Play Stimulator will do just that.

See Your Wurlitzer Distributor

THE WURLITZER COMPANY
NORTH TONAWANDA, NEW YORK
105 Years of Musical Experience
LOOK TO WURLITZER FOR LEADERSHIP