November 13, 1961

50 Cents

Music-Phonograph Merchandising - Radio-TV Programming - Coin Machine Operating

DOT RECORDS SHOOTS FOR ALL-TIME GROSS IN 1961

HOLLYWOOD—Dot Records' 1961 gross sales will hit a reported $15,000,000, with President Randy Wood revealing exclusively to BWR that the projection is based on more than $13,000,000 sales gross as of October 31, with Dot having two more months in which to attain the predicted $15,000,000 all-time high for the firm.

By the end of October, Dot already had surpassed its previous year's total sales gross of $11,009,440. Wood is forecasting that the label's artist rosters, retail pricing structures, and the board of directors of Paramount Pictures, Dot's parent firm.

It is interesting to note that the projected $15,000,000 sales gross amounts to two and a half times the sales the label reaped during its first year under Paramount's ownership five years ago. The following (taken from Dot's U. S. income tax returns) shows Dot's gross sales and net profits since it had been acquired by Paramount.

<table>
<thead>
<tr>
<th>Year</th>
<th>Gross</th>
<th>Net Profits</th>
</tr>
</thead>
<tbody>
<tr>
<td>1956</td>
<td>$1,055,136</td>
<td>$666,274</td>
</tr>
<tr>
<td>1957</td>
<td>$7,547,247</td>
<td>$456,901</td>
</tr>
<tr>
<td>1958</td>
<td>$8,765,510</td>
<td>$615,057</td>
</tr>
<tr>
<td>1959</td>
<td>$11,009,440</td>
<td>$799,440</td>
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The U.S. income tax returns show Dot's gross sales and profits from 1956 to 1959.

Including the projected net profit for 1961, this shows Dot has delivered a total profit of $3,335,000 during the five-year period. It is interesting to note that the total net profits show that Paramount, after five years, has more than recouped its initial investment in buying Dot. The picture company reportedly paid Paramount less than $1,000,000 for the label.

At the time Paramount acquired Dot, the record company, based in Los Angeles, handled only 25 LP's in its catalog. Today Dot's album catalog contains more than 600 LP's (compared to 25), and the company's annual sales alone will exceed more than $10,000,000 during 1961. Approximately 75 per cent of Dot's LP catalog was recorded personally by Wood.

Tangle Over Cast Albums

NEW YORK—A price battle has broken out between the Karette chain and RCA Victor over the same cast album, "How to Succeed in Business Without Really Trying," acclaimed as the biggest hit since "My Fair Lady." Karette has placed the new album in the New York Times last Sunday (5), offering the $4.98 LP for $2.53 monaural and $2.37 stereo. RCA's ad in the same issue offered the album for $3.69, monaural and $4.29, stereo.

The Goody ad offered two other RCA Victor original-cast LP's "(Milk and Honey" and "Let It Ride" at the same price, and Capitol's new "Salute Away" original-cast Broadway show package for $4.29, monaural and $5.49, stereo.

Telling All RIAA Wides Disk Trade into Drive

NEW YORK—The Record Industry of America is quietly and effectively stepping up its campaign to give the record business proper recognition as a major, cultural force in American life.

The campaign involves more than publicity in the usual sense, for implicit in the planning is the creation of a true industry image to replace the one which is now obtained among some segments of the population. The current thrust, in some quarters, is that of an industry tainted with parole and incoherence. The fact that these aspects of the record business are representative of only a small part of the whole, is often overlooked.

Henry B. Riaa, executive secretary who is spearheading the drive with the aid of the RIAA board, is broadening the industry's lines of communication with daily newspapers, educational and cultural groups, etc. A mass of correspondence and newspaper clippings, testifying to the acceptance of the RIAA's institutional message, is already flowing into the KGA headquarters here.

The general campaign includes numerous small acts. In recent months, for instance, RIAA has kick started its efforts by issuing a new report on the record industry's place in American life.

(Continued on page 12)
New Rack Operation Will Push Sales of Hot Singles

Southern Jobbers Interested in Selling Beauty, Shoe Shops and Gas Stations

By REN GREYAT

NASHVILLE — A large-scale new rack-jobbing operation to cover locations throughout the

Maine Station Feels FCC Ire Over Programs

WASHINGTON — A Saabody, Minnesota, radio jobber of this year's all-news format to an all-news format was banned on the airwaves by the Federal Communications Commission last week and given a short-term renewal of its license. The FCC said the station's failure to follow programming with promises, was the first to be singled out on the music-news format issue.

The FCC said that after considering the variegated situation of the station's license for changing its original program proposal to a music-news format, it was found that the performance falls too short of the minimums of responsibility which the Commission has a "right to expect." The station's owner is Sabody, who also owns WSOO in Minneapolis and WSOO in Milwaukee.

SLOWER MPS. PLACE

BRIAN HYLAND DISK LEADS NEW SIDES

MINNEAPOLIS — The break-out single in the new format area was "The Night I Cried" by Brian Hyland. The original single was released last week and the release was successful. However, a new release by the same artist, "Remember Me," is starting to move up the charts.

Breakout pale

Lincoln has traditionally been a major city in the U.S., known for its education, culture, and history. It is also a major center for the arts, with several museums and theaters. However, despite its size and importance, the city's music scene has remained relatively small. While there are a few prominent musicians, the city's music industry is not as well-developed as that of larger cities. As a result, the music scene in Lincoln is often overshadowed by that of larger cities, such as New York or Los Angeles. Nevertheless, Lincoln's music scene has its own unique characteristics, and there are several talented musicians and bands who call the city home. The city's music scene is centered around the University of Nebraska-Lincoln, which is a major source of talent and support for local musicians. The city also has several music venues, including the Lincoln Center for the Performing Arts, which hosts concerts and other musical events throughout the year. Overall, while the music scene in Lincoln may not be as well-known as that of larger cities, it is a vibrant and active community that supports local musicians and nurtures a love for music among its residents.
Anka to Leave Am-Par Label

NEW YORK—Paul Anka’s long-drawn-out battle with the record firm that made him a star has finally ended. The 20-year-old singer-agitator has signed a contract to remain with the company for the next 18 months. The label has agreed to release the first album in the series this fall. Anka’s next album, titled “You and Me,” is due for release in the fall of 1962, and no singles (or any other label) will appear prior to January 1, 1963.

Commenting on contributions Anka has made to Am-Par over the years, building it from a label with a relatively small audience to one of the major labels, he said, “I really appreciate everything that’s been done for me. I feel very fortunate to be part of this company.”

Disk Crystals, Dreamlovers Sell On Philly Scene

PHILADELPHIA — Two new records broke strongly in Philadelphia last week. "There's No Other Girl Like My Girl," by Dizzy Gillespie and "Let Them Love" by the Dreamlovers on Mercury's label.

For the record label’s success, it will mean a lot to the company’s future growth. "The record industry is very competitive," said one industry observer. "But if we can keep up the pace we've been able to set, we'll be on our way to becoming one of the major players in the industry."
Capitol Puts Its LP's on View in Novel Packaging

HOLLYWOOD — Capitol Records has introduced today a new "Stardust for Stereo" LP series in a five-album release, and with it initiates a nationwide campaign to promote stereo packaging. This consists of all combinations of clear vinyl records and clear styrene from back and sides to allow a full visual of the album, to rest on a plastic spindle in a circular receptacle.

The package is an all-plastic box-like package open on plastic hinges, with a removable plastic hinge snap on the plastic hinge snap. The plastic polyethylene hinges have been durable tests of more than a million flexing.

The package was designed by Fred Rice, Capitol's national merchandising manager, and is being manufactured by Diamond Plastics Industries, Inc., Reno, Nev. Capitol holds two patents in its development.

Maximum Protection

On the surface, the record is designed to provide maximum protection for the record. The cover is dust-proof, and protects the record against dust and scratches. The record is placed on a polyethylene film that keeps the record from sticking to the polyethylene film beneath the record sleeve. Also, in resting on the spindle, the record will be protected from dust unless it is handled by someone who has handled the other side of the package. By resting on the spindle, the record is visible from both sides, thereby eliminates openings to the record, except for examining the disk.

The same package is designed to house two LP’s for use in double-disc releases. It is estimated that the package will reduce sales of roughly 60 cents per plastic package.

Riverside Issues 'Kean' Jazz Album

NEW YORK — Riverside Records is offering a new Verve score with a jazz release of "Kean", a record of the musical "Kean" which stars Alfred Drake.

Kean is a 12-inch Verve album, and offers the choices of a Soprano Saxophonist, a Trumbler, and a Trumpeter. It has been produced by Lee, Ernie Williams who have been reassigned by them.

DEEJAY VIEWS LOCAL SCENE

HOUSTON — The record buyer becomes more sophisticated, according to Program Director Ken Grant, KJUZ, here, who says that "the sound of 'Kean' in the Buzz Clifford's 'Driftwood' has the potential to catch the music of 'Elvis' in a different way. "

Kean is a major album and its potential to catch the music of 'Elvis' is in the Buzz Clifford's 'Driftwood' has the potential to catch the music of 'Elvis' in a different way.

Ricklin Buys Dale's One-Stop for 1006

HOLLYWOOD — Sammy Ricklin, owner of the new Dale's One-Stop, has completed the purchase of the Dick's store for $1006. Ricklin's new store is located at 1006-1008 10th Street and will be open for business in the near future.

Ricklin, who is well known in the music industry for his promotion of local talent, said that he plans to expand the store's music selection and add a variety of local artists to the store's roster.

Ricklin added that he is looking forward to working with the community and hopes to make the store a hub for local musicians.

Ricklin also noted that he is planning to open a second store in the near future and is currently searching for a location. He said that he is excited about the prospect of bringing more music to the community.
Look what's coming out of the hit show "Kean"!

"Drake is more than a star; he is a galaxy."—Time Magazine
"The performance of his life!"—N.Y. Mirror
"An exciting musical... imaginative, touching and gallant."—N.Y. Times

"The top singing actor of his time."—N.Y. Journal-American
"Non-pareil of musical performers."—N.Y. Times
"A colorful, flavosome, tuneful and stirring musical."—N.Y. Mirror

The hit album on Columbia Records

KOL 5720/KOS 2120*
FOLK TALENT & TUNES

By BILL SACHS

A new one-stop operation pushing country music hand in the New Mexico area is Lote One-Stop, 512 Delos S.W., Albuquerque, headed by Lolo and Dale Kelly, ... Vi Muszynski, of Bandera Enter-
prises, Chicago, has just completed negotiations with Enquire Records, Ltd., London, whereby the latter will release four of her masters in England and on the Continent. Bandera Records' new artist, Lloyd Brooks, of Alabama, has just cut his first two sides for the label "Silverton Train" and "Your Road of Love." He reportedly plays the Martin with a sera Cash sound.

... Jimmy Simpson, of Radio Alaska, Anchorage, Alaska, reports that Lefty Frizzell and Texas Bill Stengel are scoring handsomely on personals in the Anchorage area. Jimmy had them as recent visitors on his air show.

Barbara Allen is spotted each Thursday night on "Homestead Hoedown" on WXYC-AM, Norfolk, Va., the tab being picked up by the Home Furniture Company, that city. The new TV-fea-
tures c.w. talent from the area.... Jim Geno Mill Promotions, Richmond, Va., last week continued to furnish the grandstand attraction at the Wilson, N.C., Country Fair for the third consecutive year. The 1962 dates are September 28-29. On its recent tour, the "Domingo Banz Dance" unit, with Bar-
bara Allen, broke all attendance marks, Gemmill reports. ... Folk singer Peggy Seeger is set for concert appearances at University of Pittsburgh November 16, and Institute of Arts, Detroit, 17.

Johnny Flach, special promotion man on occasion for Tim Spencer, the Sons of the Pioneers, Smart Hamblen, Pee Wee King and others in the c.w. music field, made the WSM Country Music Festival in Nashville, armed with several new ballads of his own penning with which he hopes to garner the at-
tention of material-seeking artists. His first recorded song, "Lonely," co-written with Pee Wee King, with vocal duet by Reid Stewart, came in for a heap of attention at last year's Nashville gathering.... Wayne Davis, owner of the newly formed T-D Records, marked his entry into the music field by cut-
ting a number of masters in Nashville during the country music fest-
ival recently. Material for the initial session, which featured vocalist the Reaves of Grand Rap-
dids, Mich., included songs from the pens of Johnny Flach, Pee Wee King and Reid Stewart.

Country singers Frankie Miller, Lueken Williams and Johnny Mathis headed up a benefit show at the Majestic Theater, Fort Worth, recently for Parker Wilson, erstwhile jockey on KDCU-Dallas-Fort Worth, who has been forced to abandon all activity since he was taken seriously ill several months ago. A packed house took in the three-hour festival, which also paraded numerous c.w. acts, acts from the area.... The audience has just recorded an album of their show, which included "You Know Me When You Were Lonely," his first hit. "Mississippi Linda" is one of the songs, which he did on the show. "Jesse" and "Tin Pan Alley" were other favorites.

NASHVILLE — Country music continues to make new headway just as strong on two separate fronts. WSM's 10th annual Johnny Cash Festival was climaxd by a message of greatness from the White House. The President's message was directed to Louisauns Gov. Jimmie Davis and was read by BMI's Bob Burton at the Country Music Association's annual banquet (3) at the Hill Wood Country Club here.

The message stated: "I hope you will extend your personal greetings and best wishes to the national country music movement. Senator Kefauver, Congressmen Bass and Listerman, Governor Ellington and everyone participating in the meeting with you. I commend the public service and international friendship which you point out the meeting is promoting in the field of entertainment provided for millions of Americans. My best regards on your support of my "Frags for Peace" program as per the record, "Pray for the Day That Peace Will Come."" The wire was signed John F. Kennedy, President.

There’ll always be a...

...and always...those Great Recordings

BREGMAN, VOCCO and CONN, inc. — New York • Hollywood • Toronto

Copyrighted material
Come on and
"SMILE"
because
"SHE REALLY
LOVES YOU"
That's what
Timi Yuro
sings on her current
2-SIDED SMASH!
#55375

And here's Timi's big-selling LP—a "natural" for every Timi Yuro fan! It contains "Hurt"—as well as 11 superb standards.

LIBERTY
MAKIN' THE FORTH SOUND OF SOUND
**GIVE YOUR SALES AN ADDED TWIST WITH A TWIST OF LANIN**

Available now, a great new album by society's dance leader

**LESTER LANIN**

and his Orchestra

**TWISTIN' IN HIGH SOCIETY**

LN 3825 / BN 620

And from the LP... a hit single

**ORGAN TWIST**

**SWEET GEORGIA BROWN-TWIST**

5-9482

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**MUSIC AS WRITTEN**

**New York**

Verve Records in Florida are still being distributed by Record Distributors, Inc., of Miami, not by Gold Records, as erroneously stated in this column last week. . . . Berene Lawrence has signed with United Artists. . . . Jackie Wilson, according to manager Nat Tarnopol, broke all records at the Apollo Theater in New York last week. Show was emceed by Reggie Larrow of Station WWRL. . . . Time Records Promotion director Pete Spergo became the father of a daughter, Adrienne, last week. . . . Buddy Morrow's son Steve is a member of the Explorers, new group on Decca. . . . German film star Heide Brandt makes her first visit to New York on November 20. . . . Krammy Records has signed the Cowards. . . . Para nova Records of Buffalo is now handling the MGM and Cab labels. . . . Nat Fontenette is the new associate account executive at Columbia Records special products division.

Page Morton has been signed by MGM Records. . . . Coast distributor for George Darkness was named Mayor of Hidden Hills in California last week. . . . Bill Walsh is the new promotion chief for Bay State Record Distributors in Boston. . . . D. Kilpatrick marries Wally Rose's secretary, Mary Jane Adams on November 21 in Nashville. . . . A stag party was thrown for Stanley Mills last week by his many music business friends for his forthcoming marriage this month. . . . Joe Koshly's Diamond label has picked up the master of "What's Up" by the Detectives on solo. . . . Brook Benton opens at the Town Hall in New York on November 17. . . . Duke Ellington and ore will appear at Town Hall in New York, November 22. . . . Dan and Phil Everly enter the Marine Corps on November 25. . . . Jerry Blaine's Monarch Record manufacturing company in Los Angeles will manufacture toys and plastics. . . . Sammy Kohn and Ray Bryant open at the Jazz Gallery in New York November 14. On Monday, November 15, the club is holding a benefit for Booker Little. . . . Chimes member Pat McGuire was killed last week in an accident in Brooklyn. . . . Herb Mate, Miami Decca salesman for Brooks Distributors, became the father of a girl, Tracey, last week. . . . The Marathons have been signed to a managerial contract by Jerry Gubbi. . . . Clara Ward opens at the Village Vanguard in New York, November 21.

**Hollywood**

Capitol Records Club is considering taking on product issued by other labels. Heretofore, Capitol (along with the RCA Victor Club), has limited its offerings only to its own wares, while the Columbia Record Club had lured abroad a healthy array of other labels.

Skylla Records' Starla Kaye claims sales passing the 80,000 mark on "The Beach," currently enjoying its strongest sales in the Midwest. It started off to crawl here, but was crowded off the air by later entries, but in view of its Midwestian take-off, is being returned to station playlists in this area.

Christine Farnon was named executive director of NARAS' Los Angeles chapter, a post previously held by Stan Richardson who recently resigned. . . . Producer Frank Cappa signed Sammy Kahn and Jimmy Van Heusen to pen a little tune for his "Pocketful of Miracles" and will be entered in the upcoming Oscar Awards.

Doctee Williams claims counterfeiter cost him a $1,000,-000 in Reid Fox LP sales during the past two years as a result of some 100,000 bogus copies pressed and sold in the Midwest. Lee Zito

**Chicago**

Ralph Cox, formerly with Arnold Distributing Company, is new promo and sales head for Dot Records here. He'll work out of James H. Martin's (Dot's Chicago distributor) office. Bud Miller, Martin's promotion man, will continue to handle the distributorship's other lines. . . . Hugh Barrett, formerly with Madison Records, signed a pact with Lucky Four Records here. Madison folded last week. Lucky Four, owned by Lennie LaCours, is releasing Barrett's first disk, a &rt; &bcr; by Chuck Baker, of the Crash label. . . . Columbia threw a hugh bash for Tony Bennett at plush Maison Lafite to introduce his latest single. Bennett is appearing at the Living Room here and leaves in a week to Freder's in Minneapolis. He'll have a new album, "Tony's Greatest Broadway Hits," in February, . . . Columbia's Paul Cook made the radio station rounds with Bennett and the folks-singing Clancy Brothers (opening at the Gate of Horn). He'll do the same with Chico Hamilton next week.

Nichelle Nichols, of Kicks & Company fame, guested on this reporter's Saturday evening "Showcase of Sound" program on WSBC-FM. Chicago Sun-Times jazz columnist Gabe Favaleo held the spotlight the previous week. . . . RCA's Stan Pat pulled out all stops promoting Dick Schrader's coming McCormick Place Thanksgiving concert here. It's dubbed "Music in Motion"—themed after the RCA Sound Action "Floating music" sound package aimed at the joke market. First release, "Auld Lang Syne," on the Jay Jay label. . . . German folk singer Willie Schneider got feature coverage from the dailies on his recent tour here. It's his 26th recording year, the last 35 of which have been on Polydor, distributed by Decca here. . . . Cee Jay's K. G. Ahern, and impresario Art Scherlak hosted the record trade to the opening of their new Sutherland Hotel Jazz Lounge. Joe Williams (former Count Basie vocalist) and Harry (Sweets) Edison opened the bill. Nick Biro
Undoubtedly one of the biggest original cast albums in history.

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UNANIMOUS CRITICAL RAVES! It's the new smash hit musical with music and lyrics by Frank Loesser and book by Abe Burrows. Jack Weinstock and Willie Gilbert, starring Robert Morse and Rudy Vallee. Exclusively on RCA Victor in Living Stereo and Mono Hi-Fi. LOC/LSO-1066. Stock up now!
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The Cash Box

INCLUDED ARE THESE TRADITIONAL HYMNS

A Mighty Fortress Is Our God; Whispering Hope; Nearer, My God, To Thee; The Lord Is My Shepherd; Abide With Me; Onward, Christian Soldiers; Rock Of Ages; Eternal Father, Strong To Save; Beautiful Isle Of Somewhere; Jesus, Lover Of My Soul; Jesus, Joy Of Man’s Desiring; The Little Brown Church; The Holy City.

Mono: LL 3251

No Separate AM, FM Programming

WASHINGTON—The National Association of Broadcasters last week told the FCC that a proposed rulemaking which the agency would not require separate programming for FM stations would cut across the principles of equal protection and fairness in the FCC’s statutory mandate to achieve an orderly growth of commercial FM service and speed up processing of new outlets.

RCA Philly Distrib

Continued from page 2

words for all 13 hymns printed on inside of jacket

London Records

BILBOARD MUSIC WEEK

NOVEMBER 13, 1961

U. S. Reps Mull International Copyright Protection Treaty

Continued from page 1

casting Organizations, to give it its proper title.

Copyright Office chief Kamin
stein points out that this govern
ment has not yet had time to de
scribe on participation. Copyright
spokesmen predict that it will be
quite a long while before anything is
decided. Experts in government in
the industries involved want to
take a long look at all the possi-


- Royalty Would Be Shared

The treaty would have to be shared between manufac


This and every week you'll find new WORLD-WIDE PROFIT OPPORTUNITIES by reading THE INTERNATIONAL BUYERS & SELLERS EXCHANGE see page 24

Copyrighted material
THE TWIST, AMERICA'S NEWEST ADULT DANCE RAGE, IS HERE!! WITH
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ORDERS FOR OVER 100,000 ALBUMS IN THE FIRST 3 DAYS!

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as seen in...

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"Ed Sullivan Show"

"Variety"

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THESE "TWIST" ALBUMS AVAILABLE NOW!
4 BIG YEAR-END BLASTS FROM MERCURY

THE PLATTERS
"Song For The Lonely"
MERCURY 71904

BROOK BENTON
"Revenge"
AND
"Really, Really"
MERCURY 71903

CLEBANOFF and his orchestra
"Maria" from West Side Story
MERCURY 71905

THE GAYLORDS
"American 100%"
MERCURY 71902
**Bigger Than 50-Megatons of T-N-T!!!**

**Junior Parker's**

**NEW RELEASE**

"ANNIE GET YOUR YO! YO!!"

b/w "MARY JO"

* "TUBBY" *(Parts 1 and 2)*

**James Booker's**

Peacock 1908

**Duke 344**

**Duke-Peacock Records, Inc.**

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OR 3-2611
NEW RELEASES

MARV JOHNSON
IMMEDIATE ACTION IN ALL AREAS
"JOHNNY ONE STOP"
BACKED WITH "EASIER SAID THAN DONE"
UNITED ARTISTS RECORD 386

A NEWCOMER TO UA
ANNIE WILLIAMS
WITH A RAY CHARLES SONG HIT
"I’VE GOT A MAN"
AND
"PLAYBOY"
UNITED ARTISTS RECORD 374

A GREAT SWINGING DUET
JOYCE DAVIS
WITH
NELSON DUPREE
"I WANT TO MARRY YOU"
UNITED ARTISTS RECORD 323

1ST RELEASE SINCE
"YOU CAN’T SIT DOWN PART TWO"
PHIL UPCHURCH
"THE HOG"
AND
"THAT’S WHERE IT IS"
UNITED ARTISTS RECORD 385

BERNIE LAWRENCE
IN HIS RECORD DEBUT
"COLLECTING GIRLS"
UNITED ARTISTS RECORD 388

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UNITED ARTISTS RECORDS • 729 SEVENTH AVE. • NEW YORK 19, N.Y.
THE VOCAL VERSION DESIGNED FOR TEENS

JAY AND THE AMERICANS

SING

"TONIGHT"

FROM THE WEST SIDE STORY

*A SMASH IN NEW YORK

SKYROCKETING ON THE BILLBOARD CHARTS

United Artists Records

"TONIGHT" FERRANTE AND TEICHER

INSTRUMENTAL SINGLE BY
ENGLISH COURT FINDS FOR DOMINION VS. KASSNER

LONDON—Judgment for Dominion Music Company, Ltd., London, for $15,400, and costs, against Edward Kassner, of Toronto, Can., and Kassner Associated Publishers, Ltd., of London, in a royalty accounting dispute, was entered by an Official Referee Judge Sir Brett Cloutman, v.c., in the High Court here October 25. It was stated that an appeal would be considered.

The parties in the case were all music publishers. One of the witnesses was Michael Stewart, president of a New York group of music publishing companies which was referred to as the "consortium." Giving judgment, the judge explained that this group had catalogs of songs available, in the form of recordings and sheet music, to exploit. Edward Kassner, managing director of the defendant company, had a close association with music publishing companies in Italy, Belgium, Holland, Sweden, Germany, and Canada. In December, 1957, the "consortium," through Stewart, agreed with Kassner to exploit the American catalogs on the Continent and in Canada through the latter's associated companies on the Continent and in Canada through the latter's associated companies. Dominion Music was formed for this purpose.

By an agreement of December 20, 1956, the "consortium" assigned to Dominion Music publishing rights for an extensive territory, including a large part of Europe and Canada. Dominion was to pay to the "consortium" royalties amounting to 10 per cent for sheet music and 20 per cent of its receipts by way of royalties from sub-publishers abroad.

The new company (Dominion) subsequently entered into royalty agreement with its sub-publishers. But the "consortium" was to receive money, on account of their anticipated receipts by way of advance royalties, from Dominion amounting to $1,000 a month for the first year, and $1,500 a month for subsequent years. The company was to recoup these advances from the money it received from sub-sub-publishers in the licensed territories.

By a further agreement of the same date, Kassner Associated Publishers became Dominion Music, selling and managing agent and was entitled to retain 15 per cent of the new company's gross receipts after discharging specified obligations.

Kassner Associated Publishers advanced royalties to the "consortium" through 1957 and 1958 totaling $26,540, but the relationship between Stewart and Kassner did not develop happily and was ended by an agreement of December 31, 1958, between the parties and the "consortium," the judge continued.

The agreement called for certain accounts and it was on the structure of these accounts that the main issue turned. One of the provisions of the 1958 agreement was that Dominion Music was to pay to Kassner Associated Publishers three-quarters of the un-recouped royalty advances by the Kassner firm on its behalf. Dominion Music was to pay over one-half of its gross receipts "until such time as the amount determined to be three-quarters of the un-recouped advance was repaid to Kassner Associated Publishers."

The judge said Dominion Music alleged that Kassner Associated Publishers account was prepared on a completely wrong basis. Secondly, it was said by Kassner that Dominion's account was not balanced on general account. A third issue was raised by the defense contention that deficit was entitled to its management fee on 15 per cent of the gross receipts of Dominion Music and not merely 15 per cent on those receipts after certain expenses had been deducted.

Deciding these issues in favor of Dominion Music, the judge said, of one of this company's contentions was that Kassner's accounts might purport to show the accounting position between Dominion and the "consortium" but certainly not between Dominion and Kassner's.

Sir Brett Cloutman commented: "The amounts of the funds advanced to Dominion Music by Kassner's and the accounts of the royalty advances to the "consortium" by Dominion are undoubtedly the same. But the distinction between the rival accounts is important."

As to the term "un-recouped royalty advances," the judge said he had no doubt that Dominion's argument was right—that these advances were to be unencumbered from one account only as described in the agreement. That the account included the expenses properly chargeable and was to be credited with the royalties received from the sub-publishers.

"The whole situation has been bedevilled from the point of view correctly accounting by the creation of this entirely artificial entity, Dominion Music, standing between the "consortium" and the Continental sub-publishers," the judge added.

Another question in the case concerned the sum to be included in respect of Canadian royalties. The judge held that Dominion Music was entitled to the whole of admitted receipts of $8,922, but the account should be credited as earned during the currency of the agreement so that Kassner's could get their 15 per cent management charge and no more.

Dominion Music's counsel, Leonard Caplan, Q.C., asked for judgment for $15,400. Judgment in respect of $1,019 of the amount was to be suspended for 90 days to enable the defendant to vouch the Canadian expenses to the satisfaction of the court.

The court directed accordingly and also awarded interest at 5 per cent on $15,400 from March 1, 1960. A counter claim was dismissed.

Defending counsel J. C. Tatham said his client had paid $10,000 into court which would be applied in part satisfaction of the judgment.

A stay of execution was granted.

Many Top Radio Outlets Move Away From Rock 'n' Roll

*Continued from page 1

mittee (taxes and duties) still listens to everything released, but rejects all disks—even if they are best sellers—which are deemed irritating or tasteless. Bogart said this doesn't affect his rock and roll records, but any type of disk—jazz, novelty—will get on dialers now.

Station KALL, which pioneered Top 40 in Salt Lake City, has switched to "Swing-Along Sounds," featuring "big bands and big band vocalists—big bands sounds. However, "lush ballads and sweet strings" are just as taboo on KALL as rock and roll.

Station WCBY, Williamston, Va., has a new format which—according to operations manager Roy M. Aycock, Jr.—sweeps "but with taste and without rock, chart music, 'unusual' news and sports.

Big bands, sweet strings and smooth vocals keynote the new format at WWJL, Philadelphia, which features "a Wonderful World of Music" from 8 p.m. to 1 a.m.

The use of LP material doesn't apply only to pop stations. For example, veterans and country and western disc jockey Clarence Kaswell, WICH, Norwich, Conn., reports: "I find myself using more and more LP material in my programming. There is so much good music on the go. C.W.A.P.'s. The material is of better quality and a step lasting nature than most of the singles material. In the coming of the big hits which are released as singles are eventually included as LP releases, often as the title or lead tune."

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Practically all top local radio outlets have placed increased emphasis on news coverage during the past several months, including WNEW, New York; WLS, Chicago; KTEN, Denver; WYRE, Pittsburgh, and WINS, New York. Station WYRE programs a news item after each record.

Commenting on the situation, Joe Finan, program director of KTEN, said: "News is beginning to sell stations out. It seems to be a new trend in music. It seems to direct relationship to the softness of the singles market for the last two years, and, with the return to the airwaves (Continued on page 19)

Profitable Music-Industry Contacts all Over The World are to be found in the
INTERNATIONAL BUYERS & SELLERS EXCHANGE see Page 24

when answering ads . . .
Say You Saw It In
Billboard Music Week
YOU CAN CASH IN ON THE MASSIVE PRE-RELEASE PROMOTION - Walt Disney's 'BABES IN TOYLAND'
Backed by the most intensive BIGGEST campaign ever!

ANNETTE IN PERSON!
12 CITY PA TOUR
plus A MILLION DOLLAR TV SPOT SATURATION
plus MILLIONS OF BOOKS-RECORDS-TOYS

BABES IN TOYLAND PREMIERE EARLY DECEMBER
RADIO CITY MUSIC HALL, NEW YORK
The CHRISTMAS Attraction at Leading Theatres Everywhere
Dot® RECORDS proudly presents

BILLY VAUGHN

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EVERYBODY'S TWISTING DOWN IN MEXICO

b/w

MELODY IN THE NIGHT

#16295

ALBUMS BY BILLY VAUGHN

DLP 3396 Berlin Melody
DLP 3366 Orange Blossom Special and Wheels
DLP 3349 Theme From The Sundowners
DLP 3322 Look for a Star

DLP 3288 Great Golden Hits
DLP 3276 Theme From A Summer Place
DLP 3275 Linger Awhile
DLP 3260 Billy Vaughn Plays Stephen Foster
DLP 10500 The Big 100
DLP 3203 Golden Saxophones
DLP 3201 Golden Hits
DLP 3165 Blue Hawaii
DLP 3156 Billy Vaughn Plays

DLP 3148 Christmas Carols
DLP 3140 La Paloma
DLP 3119 Billy Vaughn Plays the Million Sellers
DLP 3100 Sail Along Silv'r Moon
DLP 3086 Music for the Golden Hours
DLP 3064 Melodies in Gold
DLP 3045 Instrumental Souvenirs
DLP 3016 The Golden Instrumentals
DLP 3001 Sweet Music and Memories

"THE NATION'S BEST SELLING RECORDS"
YESTERYEAR'S HITS

Change of tune programming from your Bluerella's shelves, featuring the discs that were the hottest in the land five years ago and 10 years ago this week. Here's how they ranked on Billboard's charts then:

**POP-5 Years Ago**

1. The Letter/Elvis Presley
2. Peace of Mind/Noel, Noel
4. Sittin' In the Sun/John Anderson, Columbia
5. Honey/Sonny Bono, Crichton

**POP-10 Years Ago**

1. Cold, Cold Heart/T. Bennett, Columbia
2. Because of You/T. Bennett, Columbia
3. Can't Help Myself/Thompson, Columbia
4. The Fourmost/Chick, Victor
5. I Git Along, Little Bird/I. Hart, Victor

**RHYTHM & BLUES—5 Years Ago—November 17, 1956**

Blueberry Hill/Imperial
Let the Good Times Roll/Buddy & Dee, Louie
In the Still of the Night/Hot Shot, Ember
Thank You, Mr. Nature/Alligator, King
I Put My Hand in Your Hand/Elvis Presley, RCA Victor

**RHYTHM & BLUES—5 Years Ago—November 17, 1956**

Blueberry Hill/Bennett, Imperial
Let the Good Times Roll/Becky & Dee, Louie
In the Still of the Night/Spas, Ember
Thank You, Mr. Nature/Alligator, King
I Put My Hand in Your Hand/Elvis Presley, RCA Victor

**Many Top Radio Outlets Move Away From R&R.**

*Continued from page 16*

of the "oldies," the news segments have grown. The excitement of the new record is little, if anything, the Stones are known for. The Hawks start and their careers are anemic compared to the late 1950s. Perhaps in modern times, people are concerned less with the image and more with what is happening to their city, county, State, nation and the world.

Hot Top 40

Not all broadcasters consider the swing toward "better music" and away from R&R. For example, Station WQOK, Greenville, S. C., recently switched to "a tight top 40" format, and added "healthy" music to the mix. The change, resulting in more hits on the chart, has warmed up the audience considerably.

Also on a new Top 40 kick is KISI, Gladiowater, Tex., hereafter a country and western outlet. New program director Dave Murray, who joined the station to supervise the format switch, describes the new format as a "rotation of popular music, excluding news, weather and sports.

Vice-President

Lionel F. Baxter, for radio and television, provides the station's "voice of authority." He says, "I think it's important to have a clear, steady voice on the radio, as well as a steady character on television." This is especially true in today's fast-changing world.

KENNY DINO

The Musical label, distributed by United Artists Records, is known for its wide range of talent, including the legendary singer Kenny Dino. Dino's debut album, "My Kind of Jazz," has sold over a million copies and is still a favorite among jazz enthusiasts.

Mercury recording artist Leroy Van Dyke is the latest in a long line of musicians who have found success with both country and western and pop charts. Van Dyke's current hit, "Walkin' in the Rain," has climbed to the No. 1 slot on the C&W charts for a record-breaking 24 weeks. The song is also doing well on the Hot 100. Van Dyke's vocal style recently showed his widespread popularity with the nation's country & western disc jockeys capturing two number one spots on both the C&W chart and the Hot 100. Van Dyke's song was chosen by Billboard as the "Song of the Year" for 1959.

For many top radio outposts, the move away from R&R has been a welcome change. Stations like WQOK, KISI, and others are finding that their audiences are more interested in the music and art that they have been publishing in recent years. This trend has led to a surge in listenership, and many stations are now seeing a boon in their bottom line.

For your programming use, here are pertinent facts about hot disc artists. If clipped and pasted in a 5 by 9 card, these biographies will help you build a convincing file of disc artists.

"I met a very nice fellow while driving through the desert," said Kenne. "I saw him as we were passing through a small town and couldn't resist the opportunity to talk to him. He turned out to be a music fan just like me!"
New Rack Operation Will Push Sales of Hot Singles

Continued from page 2

Records will be offered on the rack to consumers at 89 cents each. A number of record firms have already been approached on the deal, though there is no indication as yet to which have agreed to participate.

Among those who were queried this week, despite the fact that they were not too sure they wanted to

| Capitol Cast | LP's in Deal |

HOLLYWOOD — Capitol has wrapped up 18 of its original Broadway cast and movie sound track albums into a special sales program, offering dealers up to two free LPs for each 10 purchased. The program runs from October 16 through December 22, with pay ment due before January 10.

In addition, dealers are given a chance to accept a flat 10 per cent credit on their order, or buying under terms of Capitol's "controlled 100" credit plan. The latter provides varying limits on the selections up to which each dealer may qualify. In the albums offered in this program, the grouping and the two-free credits range from "Annie Get Your Gun" and "Piano Teacher" up to 100 albums fully guaranteed for exchange on "Sail Away." The product is divided into two groups. For dealers to qualify, they must purchase a minimum of 10 LPs from either group. Spill orders from both groups cannot be integrated. Capitol will send one free LP for each 10 albums ordered from the program for each 100 albums ordered. The records qualify for exchange on "Sail Away." The free packages must include at least 50 per cent of the lowest priced package included in the 100 packages purchased.

Selections included in the program are:
1. Oklahoma!
2. "West Side Story"
3. "Midsummer Night's Dream"
4. "The Music Man"
5. "Lady in Waiting"
6. "South Pacific"
7. "Brigadoon"
8. "The Sound of Music"
9. "La Cage Aux Folles"
10. "The Unshakable Molly Brown"

Ariola Builds New Disk Import Links

GUETERSLOH, Westphalia — Ariola World Import adds two new import subseries to its line by adding a branch for world music and jazz music. Among concerns with which IVW has negotiating agreements are Fonti - Cetra (Ermenegildo Zegna, Italy) and Huyssen-Victor (France), as well as the last to plug the widest possible foreign repertoire. As the oldest, it offers a complete library of traditional folk, dance, entertainment, and jazz music.

Ariola has added other albums of Cetra opera as one of the first products of AWI. Olga has just appointed Harro Roth, program director of the Holstein State Radio, as its chief producer. Roth's function will be to coordinate the work of the various Ariola production groups.

Phonograph Records

MINNEAPOLIS — Stereo speakers, concealed in decorative fixtures, are being installed in a series of large rooms of various styles are the latest developments introduced by Mono-Zay Associates.

The framed wall pictures are 16-inches high and 20-inches wide. They may be made of walnut, selected for fine sound quality, and can be ordered in any of the standard sizes, or offered in two sizes, 16 by 32 inches and 21 by 51 inches. The depth of the frame is 1 1/2-inches and is needed to house the compact speaker units. The work is done in paper-thin wood veneer, secured with a background of Moslem cloth, a coarse-woven tan fabric. This is the most useful at an earlier stage of the plot's life, when you are

Getting Hung Up Speakers

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Disk Deals for Dealers

A summary of promotional opportunities for dealers by manufacturers and distributors shows another result of special record offers. In the past, major dealers have started and expanded deals for specific drop dates as well as during special sales and special promotions for the entire week or the entire month. The basic balance of promotions continues to be found in the mid-week or in the weekend.

McCOMB—Expires December 31, 1961.
this little black box is money in your bank!

Webcor's new Slide Synchronizer—the brain that synchronizes voice and vision—advances slides on most remote control slide projectors—in sync with any of these 1962 Webcor tape recorders:

- REGENT STEREO-LITE-298 Stereo tape playback
- ROYALTITE II-3001 Stereo-equipped
- REGENT II-3005 Hi-Fi feature-loaded
- VISCONTII-298 Hi-Fi record/playback
- REGENT CORONET-287 Stereo record/playback

Even the new $99.95 COMPACT DE LUXE 2202 is equipped with a slide synchronizer jack.

WEBCOR IS BUILT with an ear to your future

WEBCOR, INC., CHICAGO, ILL. TAPE RECORDER, PORTABLE AND CONSOLE FONOGRAFS, RADIOS, COMPONENTS, DORMEYER APPLIANCES AND POWER TOOLS,
San Remo Festival Receives New Face

By SAMI STEINMAN
Piazza San Remo 1, Rome

San Remo has been given to the 12th San Remo Festival which will take place February 8, 9 and 10, with the opening date announced on February 18 after a repetition of the national lottery-known as Votefestival.

The festival may be submitted until November 30 with a remittance of $16 - instead of $24 - with each number. Two juries of eight men each will select the winners. All those receiving half of the nominations will be pre-selected to two additional juries of eight, each of whom will make their choices on a 1 to 30 basis. The top 14 will enter the event along with any others songs by the six composers for which works have been most successful in the past 11 editions of festival. Beginning in 1963, these 10 places will belong to the previous year's event. Each entry submitted by an additional $240. Each disk holder is limited to one artist in the semi-finals, while those who have won a multi-lottery of labels will be limited to six names as a maximum. Because of a difference over the new rules, Edo Randelli, director in 1960 and 1961.

While RAI has announced that the festival will only be held at the final night, a change in heart is possible because "Unconventionally," the RAI effort to establish a TV substitute for San Remo, has dropped more than anything else have of past years.

RAI's Channel 2 on UHF is now (Continued on page 42)

ARGENTINA

SICAMICARENA S.A. is proud to announce that it has been selected to distribute REPRISE RECORDS in ARGENTINA

Santiago del Estero 1460
Buenos Aires

ENGLAND

SILVER DOLLAR (19TH CENTURY) DOLLARS prcised. New Ed. (Bronze and Recommended by Dancing Teachers All Over The World = Ideal Dancing Trophy = World Famous Prizes = Unique Chal cover)

50 1911 LET YOURSELF GO (Selection of Goldkeys included) Featuring 'Byron Bay, Comic Silver Dollar, 1911)

50 1931 DANCING WITH TRUMPETS IN MY EYES (Selection of Waltz Collected as Waltz Classics Championship, Annoyance)

50 1931 THE VERY THOUGHT OF YOU (Selection of Two for Two Includes: Deep Purple, Boot 'N' Shoe)


IN ENGLAND Advertise in the NEW MUSICAL EXPRESS To reach your best record buyers For Information, write NEW MUSICAL EXPRESS 35 Denmark Street London, W.C. 2, England

SWEDEN

GEHRMANS

Prominent Publishers of Pop Music in Scandinavia for over 50 years!

Carl Gehrmans Musikverlag Vanagatan 46-50 S.O.B Stockholm 1, Sweden

ITALY

Doctora Dandridge Show

By JIMMY JUNGERMANN
101 Isoumarrel Street, Munich 27

The newly formed Dorothy Dandridge Show in West Germany December 1-31. Services are a TV performance, a tour of seven German cities, including Munich, Berlin, Hamburg, Frankfurt and Nuremberg. The show will be accompanied in Germany by Photographer Jack Packard and Grossinger. After Germany the tour will begin in Switzerland, Belgium, France, Italy and Portugal.

Through a special request from Connie Francis, Polydor produces German version of her new hit "Too Many Roles" with the German lyrics "Das Ist Zu Viel," with the slip off offer "Eine Insel Fur Zwei" by Charlie Newton. Publishing News

Peter Laczkosky in the Casella firm. This publishing house has two hits in the charts: "Blue Sea" by the Madisons, "My Baby" with Ria Valk, a top star in Holland and Belgium. Maria Zamora offers a new version of the standard "La Cucaracha," another Carrenco tune, on the Philips label. Covers

Radio Luxembourg's Silver Hit "Johnny, Nimm Den Heimweh Mix," published by the Teems, has sold 40,000 copies in West Germany, has four versions on the market. Including: Gita Dobler on Polydor, Lys Assia on Philips, Ilka Corell on Ariadne, and Hannesler Cremers on Polydor.

MEXICO

Conde Touring Latin Nations

By OTTO MAYER-SERRA
RCA's newly appointed Latin American vice president, Mariano Rivera Conde left last Wednesday (9) for San Paolo and Rio de Janeiro. On Tuesday (14) he will arrive in Buenos Aires, Argentina. Beginning in January, he will explore for six months the artistic possibilities and the public of the music of Latin American countries. One of his chief tasks will be to bring the leading artists of one country in all the others and help RCA's Latin American artists find their place. As one of his first tasks, he will examine the opportunities in the new studios of the company. Before Christmas he returns to Mexico, where he holds his position as vice-president of RCA Mexicanas.

AUSTRALIA

Kissin' Time' Gets Australian Lyric

By GEORGE HILDER
19 Paddington Street

E.M.I. are rushing a new version of Bobby Rydell singing "Kissin' Time" in Australia. "Kissin' Time" is an American classic in the song have been changed to the Australian score," according to Mr. Hilder. "They're also considering a Sydney, Perth and Melbourne too." As the original version was released here, this new arrangement with an American flavor is sure to be a hit.

Publishing

Locco Music acquired from (Continued on page 42)

GERMANY

Dorothy Dandridge Show

By BRITTON KEBB
Music Editor Automaten-Markt

Composer Musac Mesznikoff (Never on Sunday), who has his follow-up hit with "Who're Ros- sen aus Athen" by Nana Mouskouri. Nana is one of the young German publisher, Peter Schaeffer, is in the international instrumental, with next year's record and film production.

Bob Weil of Warner Bros. looked at Rolf Huisgen's and other music publishers during his short American tour in October. With Wieland, distributor of the label here, he discussed a special request from Maria Steier in connection with the motion picture "Funny Lady," Miss Steier is supposed to appear for a second time on German TV in January next year.

New Label

As expected, the Tempo Rec- cords of Munich, a follow-up of Tempo, has released a new golden区域性 single price of DM. 4. Deliver will be delivered shortly. The new label, named Oca, will open with five singles offering original compositions. Among the first records, are English songwriter, Laura Fraser, Charlie Tabor, and some of the most success made at the Tempo label, Two waxings with "I Love Germany" as well as internationally in "Babylonian Love." A contract for another release, has been signed with Maire Renne and an American singer, "Bobo/Melodie," by Charlie Tabor.

Reprise in Germany

Frank Frazee, new label is now available in Germany, concentrated on American music. Manager of Les Welnitz signed a contract with Germany's representative, Morris Oli- din, for distribution of Reprises by Artific.

NORWAY

Proton New Verve Distribut

By ESPEBRY ERIKSEN
Verdens Gang, Askerpean 34, Oslo

Begins a new more "Prestige" label, Proton. A.TSK over the right of repre- senting Verve in Norway.

Proton is a new label for repre- sented by Danish Gramophone Graphic AB, and the Norwegian company had Verve rights for Germany, Denmark, Sweden and the United States. Proton & Flogh represents MGN in Germany. Verve was represented by Egid Monsen.

Talent Record

The talent competition that Iversen & Flogh arranged with an Oslo newspaper has brought thousands of new artists to the Norwegian record market. The first of these has been that of "Marianne" (Song of Marriage) which is "Bremen" (Song of Marriage) which is "Bremen" (Song of Marriage) with "Finnish" and "Pfennige" by the Key Tune. "Baer" is the principal - translated from Germany.

The label "Marianne Musical" by the Highwaymen is selling miles ahead of any other label in recent days. The disk draws from two segments of the public, the first being that of a certain radio program and the second that of the public that buys religious records.
"WHEN I FALL IN LOVE" AND "SMILE"

#4658 IS THE GREAT NEW RECORD

BY THE LETTERMEN. IT'S A SURE-FIRE

FOLLOW-UP TO THEIR FIRST-CLASS HIT

"THE WAY YOU LOOK TONIGHT."
Firms Seek Dick Slump Answer

By GEORGE HILDER
19 Times Ave., Studio

In common with the Northern States, record sales in Victoria and Tasmania are off as much as 30 per cent for the period of July, 1960 through to June, 1961. Caused undoubtedly by the Australian Government's fixed policy in the control of credit, the slump was predicted by many. The slump has caused many problems for record companies.

Staff reductions and reduced release schedules have been the chief means used to reduce expenses. In some cases, pendidtude has turned very grim. Several record companies have had to lay off staff members. One company, however, has only been able to reduce staff by 20 per cent. This is because they are not able to get enough work to keep all their staff employed.

The Australian Recording Industry Association has released a statement saying that they are monitoring the situation closely, but that they are not able to predict how long the slump will last. They are encouraging record companies to find new ways to generate revenue, such as through live performances and streaming services. They are also urging record companies to continue to support local artists, which will help to ensure that Australia's music industry continues to thrive.

jet plane delivery

This brings a complete issue of Billboard Music Week to Europe—and most other parts of the world—at the same time. American readers are receiving their copies. Two and a half times more international readers are getting the vital news of worldwide music events from this issue than from all other U.S. music trade publications combined.

For full information on how to receive Billboard Music Week promptly each week—on new low cost—see coupon attached.
CAPITOL RECORDS
SHOW ALBUM PROGRAM

BUY TEN, GET ONE FREE!

Sail Away
Noël Coward

Original cast album

Music Man

Oklahoma!

Banan and Homerick's

BUY TEN, GET TWO FREE!

Carousel

Pall Joey

High Society

Rabellio!

Tenderloin

Plain and Fancy

Little Mary Sunshine

Kiss Me, Kate

ALFRED BRAKE

PATRICIA MORRISON

LISA KIRK

Capitol Records

CONTROLLED 100% EXCHANGE. DEFERRED BILLING. SEE YOUR CRDC REPRESENTATIVE FOR DETAILS.
<table>
<thead>
<tr>
<th>Title (Label)</th>
<th>(Streets) Rank</th>
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<tbody>
<tr>
<td>Mr. Lucky Goes Latin (RCA)</td>
<td>115</td>
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<tr>
<td>MUNCHI GUSTO (COL)</td>
<td>(13)</td>
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<tr>
<td>NEW PIANO IN TOWN (LIB)</td>
<td>118</td>
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<tr>
<td>Orange Blossom Special and Wheels (RCA)</td>
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<td>Pete Seeger (RCA)</td>
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<td>SATIN AFFAIR (CAP)</td>
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<td>TINA'S ATTIC (RCA)</td>
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<td>Twelve Months of Love (RCA)</td>
<td>137</td>
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<td>Thirty Days (RCA)</td>
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**Jazz**

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<td>WEARY SONGS (COLORFUL)</td>
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<td>LADIES WEARY OF LOVE (RCA)</td>
<td>103</td>
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<tr>
<td>SINCERITY (RCA)</td>
<td>104</td>
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**The Brothers Four Song Book** by composer group

**Classical**

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<th>Title (Label)</th>
<th>(Streets) Rank</th>
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<tr>
<td>BACH: THE FOURSUITES FOR ORCHESTRA (2-127)</td>
<td>158</td>
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<tr>
<td>CLEVELAND ORCHESTRA</td>
<td>160</td>
</tr>
<tr>
<td>Handel's Messiah (EMI)</td>
<td>175</td>
</tr>
</tbody>
</table>

**Handel: Messiah (2-127)**

Sutherland, Bumby, McKellar, Ward, London Symphony Orchestra, and Chorus

—This new recording of Handel’s "Messiah" is one of the outstanding recordings of the year. It will probably remain, for a long time, the definitive "Messiah." It is superb, American-born Grace Bumby, and Kenneth Delange, who are splendidly supported by the London Symphony Orchestra and Chorus under Sir Adrian Boult. A strong Christmas item.

**Rachmaninoff: Symphony No. 2 in E, Op. 27**

With the Cleveland Orchestra under Stokowski

—This is excellent, all the way. The very fine thing is the symphony's sound which comes through just as you would hear a symphony in a concert hall.

**The incomparable Bioerde**

Jawl, a pianist and composer born in 1886 (2-137) (2-137)

—The incomparable Bioerde is a giant among singers in his native Sweden, and is in great demand as a performer in Europe and America. His voice, a tenor in a coloratura style of singing, is one of the most beautiful and sought after in the world. He is also a composer of great talent, and his songs are often requested in both his native land and abroad.

**RICHARD RODGERS’ WINSTON CHURCHILL THE VAILANT YEARS**

Orchestra, Cond. Robert E. Dolan, ASC-PARAMOUNT ABCS 307 (Stereo & Mono)-This package is a magnificent undertaking by the two major recording and broadcasting companies. It provides a splendid representation of the variety of music that Churchill listened to and enjoyed during his lifetime. The quality of the recordings is remarkable, and the technical production is superb. It is a true tribute to the memory of Winston Churchill and his enduring legacy to the world.
NEW! GREAT ARTISTS RECORDED ON-LOCATION AROUND THE WORLD...

BY RCA VICTOR INTERNATIONAL

Glamorous, exotic, dramatic sounds of great singers and musicians recorded in France, Mexico, England and Italy... on the same label that also brings you the original soundtrack recordings of two prize-winning Italian film hits! Available in Living Stereo and Monaural Hi-Fi.

UNIQUE STORY-TELLING ALBUM COVERS SELL ON SIGHT!

Read 'em yourself, order, display 'em, profit!
# HOT 100

## For Week Ending November 19

### Artists and Labels

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
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<td>2</td>
<td>RUNAWAY SUE</td>
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<td>FOOL #1</td>
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<td>4</td>
<td>BRISBANE STAMP</td>
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<td>5</td>
<td>TOWER OF STRENGTH</td>
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<td>6</td>
<td>HIT THE ROAD JACk</td>
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<td>7</td>
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<td>9</td>
<td>PLEASE MR. POSTMAN</td>
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<td>10</td>
<td>GOODBYE CRUEL WORLD</td>
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<tr>
<td>17</td>
<td>CRAZY</td>
<td>4</td>
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<tr>
<td>18</td>
<td>UNDERSTAND (Just How You Feel)</td>
<td>9</td>
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<tr>
<td>19</td>
<td>BIG TOM</td>
<td>4</td>
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<tr>
<td>20</td>
<td>CRYIN'</td>
<td>9</td>
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<td>21</td>
<td>SWEETS FOR MY SWEET</td>
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<td>22</td>
<td>GOD, COUNTRY AND MY BABY</td>
<td>5</td>
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<tr>
<td>23</td>
<td>I Want to Thank You</td>
<td>10</td>
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<tr>
<td>24</td>
<td>MEXICO</td>
<td>14</td>
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<tr>
<td>25</td>
<td>SEPTEMBER IN THE RAIN</td>
<td>8</td>
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<tr>
<td>26</td>
<td>MY DREAMBOAT</td>
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<tr>
<td>27</td>
<td>JUST OUT OF REACH (1st My Two Open Arms)</td>
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### Hot 100 - A to Z (Publisher-Licensee)

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<td>MOON RIVER</td>
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<td>51</td>
<td>TAKE FIVE</td>
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<tr>
<td>52</td>
<td>FOOT STEPPIN' (Part 1)</td>
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<td>53</td>
<td>PLEASE DON'T GO</td>
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<tr>
<td>54</td>
<td>STAND UP</td>
<td>9</td>
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<td>55</td>
<td>LOOK IN MY EYES</td>
<td>12</td>
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<td>56</td>
<td>ROCK-A-YOUR BABY WITH A DIXIE MEDLEY</td>
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<td>57</td>
<td>LET THERE BE DRUMS</td>
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<td>STICK SHIFT</td>
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<td>YOU MUST HAVE BEEN A BEAUTIFUL BABY</td>
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<td>61</td>
<td>ANYBODY BUT ME</td>
<td>7</td>
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<td>UNDER THE MOON OF LOVE</td>
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<td>IN THE MIDDLE OF A HEARTACHE</td>
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<td>64</td>
<td>THE TWIST</td>
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<td>HAPPY BIRTHDAY, SWEET SISTER</td>
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<td>MORNING AFTER</td>
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### Bubbling Under the Hot 100

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<td>102</td>
<td>SOMEBODY ALONG THE WAY</td>
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<td>103</td>
<td>YOUR MA SAYS I CRY IN YOUR SLEEP LAST NIGHT</td>
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<tr>
<td>104</td>
<td>THE LAD WILL SLEEP TONIGHT</td>
<td>1</td>
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<tr>
<td>105</td>
<td>TOWN WITHOUT PITY</td>
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<tr>
<td>106</td>
<td>BRIGHT LIGHTS, BIG CITY</td>
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<td>107</td>
<td>HE OR ME AND MY GALL</td>
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<td>108</td>
<td>LANGUAGE OF LOVE</td>
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<td>109</td>
<td>THREE STEPS FROM THE ALTAR</td>
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<td>I'M NOT A BRIDESMAID</td>
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<td>COMMANCHECROW</td>
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<tr>
<td>112</td>
<td>IT'S ALL BECAUSE</td>
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<td>113</td>
<td>I CRIED MY LAST TEAR</td>
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<td>114</td>
<td>ROCK-A-NITE, MEL 414</td>
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<td>115</td>
<td>IT'S SOON TO KNOW</td>
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<td>116</td>
<td>TENNESSEE FLAT-TOP BOX</td>
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<td>W I T H A LITTLE HELP</td>
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<td>118</td>
<td>I WONDER</td>
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<td>DOOR TO PARADISE</td>
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<td>A CERTAIN GIRL</td>
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<td>121</td>
<td>I'M NOT A BRIDESMAID</td>
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<td>DOOR TO PARADISE</td>
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<tr>
<td>123</td>
<td>BUBBLING UNDER THE HOT 100</td>
<td>3</td>
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</tbody>
</table>

### Accidental Errors

- "GOD, COUNTRY AND MY BABY" should be "GOD, COUNTRY AND MY BABY"
- "I Want to Thank You" should be "I Want to Thank You"
- "MEXICO" should be "MEXICO"
**33\(\frac{1}{3}\) Thousand Hours Ago**

Nashville, Tennessee — August 21, 1958. Archie Bleyer records Johnny Tillotson’s first Cadence release, DREAMY EYES. A fabulous new talent handled with the usual Cadence attention to quality that later produced such outstanding hits for Tillotson as JIMMY’S GIRL and POETRY IN MOTION. Now — almost 33\(\frac{1}{3}\) thousand hours later — another Cadence release looks like it will reach the point of great return. DREAMY EYES is back! It has just moved into number one spot in K-POI’s (Hawaii) yearly Marathon of Hits tabulation. Last year it was number two and both years out-scored some of the nation’s biggest selling singles by Presley, Anka, Avalon, etc. in a poll of over 61,000 listeners. DREAMY EYES even topped Tillotson’s own POETRY IN MOTION (the number two record in the country — ran 298 in the K-POI poll.) This certainly proves sales appeal to us. For critical appeal, Bill Gavin says: “Hooray!” Dick Clark says: “Tillotson’s personal appeal plus the wonderful sound on DREAMY EYES could make this another top contender.” Neil McIntyre, Music Director, WHK in Cleveland says: “Everything going for it to make it a winner even though it is the second time around.” We like to think that a return engagement like this proves our point that the time and care we take to produce quality — not quantity — can pay off in listenable and saleable products for you. This same quality approach can make the new CADENCE LITTLE LP and those by other labels now in production, one of the hottest profit items in the industry — if you who are responsible for selling records — sell them. The profits are yours because the job is yours. DREAMY EYES proves to us again that the time and effort we put into producing fewer records can pay off in great return for you with the right selling effort. Now — or 33\(\frac{1}{3}\) thousand hours later!
SINGLES PROGRAMMING & BUYING GUIDE

TOP MARKET BREAKOUTS

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

NEW YORK
- PEPPERMINT TWIST
  Joey Dee, Roulette
- TONIGHT
  Jay and the Americans, United Artists

LOS ANGELES
- IT'S TOO SOON TO KNOW
  Etta James, Argo
- LITTLE ALTAR BOY
  Vic Dana, Dolton

PHILADELPHIA
- THERE'S NO OTHER
  Crystals, Phillies
- LET THEM LOVE
  Dreamlovers, Heritage

BOSTON
- EVERY LEAF THAT FALLS
  Cathy Carroll, Triplet

DALLAS-FORT WORTH
- A CERTAIN GIRL I CRIED MY LAST TEAR
  Ernie K-Doe, Mini

MEMPHIS-NASHVILLE
- IT DO ME SO GOOD
  Ann-Margret, RCA Victor

NEW ORLEANS
- IT'S TOO SOON TO KNOW
  Etta James, Argo
- SOMETHING YOU'VE GOT
  Chris Kenner, Instant

ATLANTA
- TENNESSEE FLAT-TOP BOX
  Johnny Cash, Columbia
- PUSHIN' YOUR LUCK
  Sleepy King, Joy

HOUSTON
- TENNESSEE FLAT-TOP BOX
  Johnny Cash, Columbia

SAN FRANCISCO
- FUNNY HOW TIME SLIPS AWAY
  Jimmy Ellidge, RCA Victor
- LITTLE LONELY
  Chad Allen, Smash
- GOD BLESS THE CHILD
  Eddie Harris, Vee Jay
- DONT WALK AWAY FROM ME
  Dee Clark, Vee Jay
- EVERYBODY'S CRYIN'
  Jimmie Beaumont, May
- NEVER, NEVER
  Jive Five, Belmont
- LITTLE ALTAR BOY
  Vic Dana, Dolton

BEST BUYS IN RECORDS

These records of all those on the Hot 100, Hot C&W and Hot R&B Sides charts, have registered sufficient national sales within the 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
- JUST OUT OF REACH (Of My Two Open Arms), SOLOMON BURKE
- MOON RIVER, HENRY MANCINI
- LET THERE BE DRUMS, SANDY NELSON
- WALK ON BY, LOREY VAN DYKE
- GYPSY WOMAN, IMPRESSIONS

COUNTRY & WESTERN
- BE QUIET MIND, DEL REEVES
- ONE GRAIN OF SAND, EDDY ARNOLD

RHYTHM & BLUES
- BIG JOHN, SHIRELLES
- IN THE DARK, LITTLE JUNIOR PARKER

REVIEW OF NEW SINGLES

The pick of the new releases:

SPOTLIGHT SINGLES OF THE WEEK

Strongest sales potential of all records reviewed this week.

Popp

CONNIE FRANCIS

WHEN THE BOY IS IN YOUR ARMS
(Pickwick, ASCAP) (2:40) - She's Miss Francis turns her warm style to a pretty, new romantic ballad and she handles it fine. The gal gets a pleasant twinkle and rhythm backing. This one should score. Flip is "Baby's First Christmas." (Franciscan, ASCAP) (2:20).

DAVE BRUBECK QUARTET

UNSQUARE DANCE
(Derry, BMI) (2:40) - It's A Raggy Waltz (Derry, BMI) (2:40) - The Brubeck crew has broken solidly into the pop fold with "Take Five" and here are two potential repeaters. Top side gets a sharp, hand-clapping rhythm behind the Brubeck piano while the flip is a colorful blues with a fine rhythmic pattern.

THE LETTERMAN

WHEN I FALL IN LOVE
(Northern, ASCAP) (2:15) - The group has scored heavily with "The Way You Look Tonight," and here's another solid standard rendition which could stretch the string. Familiar harmony style is mightily pleasing here. Watch it. Flip is "Smile." (Bourne, ASCAP) (2:04).

THE PLATTERS

SINGING FOR THE LONELY
(Joll-Tinker, ASCAP) (2:27) - Sonny Turner, The Platter's new lead, does a strong warbling job on a good piece of ballarded material, neatly arranged. Side can easily happen. Flip is "You'll Never Know." (Bregman, Voci & Cern, ASCAP) (1:55).

DUANE EDDY AND THE REBELS

THE AVENGER
(Laudanno, BMI) (2:15) - Duane Eddy has his best outing in quite a spell as he reverses to his old, down-to-earth sound. The solid guitarizing is applied to a hard-driving rhythm rocker which has a good chance. Watch it. Flip is "Londonderry Air." (Laudanno, BMI) (2:30).

JOSE JIMENEZ

SHINE ON HARVEST MOON
(Reimick-Vogel, ASCAP) (2:00) - The "Astronaut" kid has fazed again, this time with a hilariouis, sing-along session. Jimenez will never take any singing honors but he certainly packs a lot of laughs into these two grooves. Flip is "Sing A Little Jingle." (Bill Dunn, ASCAP) (2:00).

IKE AND TINA TURNER

YOU CAN'T BLAME ME
(Starrum, BMI) (2:05) - The catchy rhythm-rocker is sung by the duo with rock showmanship and verve. A strong dally market side with F&L appeal as well as pop. Flip is "Poor Fool." (Starrum, BMI) (2:25).

GLADYS KNIGHT AND THE PIPS

LETTER FULL OF TEARS
(Beahla) (2:45) - The throaty singer of heart and feeling on a moving rockabilly with muddy flip is another duet from the Pips leading by the Pips. Flip is "You Broke Your Promise." (Beahla) (2:45).

LINDA LAURIE

STAY-AT-HOME SUE
(Seabury-Dial, ASCAP) (2:20) - Here's an answer waxing to Dion's current hit "Runaround Sue." She explains why she hasn't been a stay-at-home. Gal sells it with verve and sparkle. Watch it. Flip is "Lazy Love." (Just Music, BMI) (2:22).

DON COLE

BORN TO BE WITH YOU
(Mayfair, ASCAP) (2:15) - The bluesy ditty, a hit by the Chantels a few years ago, is wrapped up in an interesting vocal treatment and catchy tempo. Flip is "Lie Detector Machine." (Rendu, BMI) (2:00).

DELLA REESE

WHAT DO YOU THINK JOE?
(Alexis, ASCAP) (2:18) - The wasn't gives a strong performance on an effective bluesy theme with good lyrics. A good ditty item which could work out. Flip is "Gone." (Alexis, ASCAP) (2:18).

RCQ Victor 7961 (Continued on page 36)
1. **SEVENTEEN FORTY-FOUR**
   - Composer: J.S. Bach
   - Instrumentation: Keyboard
   - Description: A clave piece for the 17th century.

2. **THE LADIES' TREATY**
   - Composer: Henry Purcell
   - Instrumentation: Vocal
   - Description: A treatise on the conditions of women's rights.

3. **THE TROYBROOK**
   - Composer: William Henry Smith
   - Instrumentation: Orchestra
   - Description: A symphonic work inspired by the Battle of Troy.

4. **THE CRICKET**
   - Composer: Beethoven
   - Instrumentation: String Quartet
   - Description: A musical representation of the chirping of crickets.

5. **THE CUMBRAS**
   - Composer: John Lennon
   - Instrumentation: Guitar
   - Description: A folk rock piece inspired by the Cumbran mountains.

6. **THE CRADLE**
   - Composer: Brahms
   - Instrumentation: Piano
   - Description: A lullaby for the cradle of a child.
ONE OF THE FASTEST BREAKING RECORDS IN YEARS!
OUT ONLY A FEW DAYS AND ALREADY A SMASH!

DEL SHANNON

HEY! LITTLE GIRL
an embee production
BIGTOP 3091

A NEW AND GREAT SOUND FOR SAMMY

SAMMY TURNER
singing
RAINCOAT IN THE RIVER
BIGTOP 3089

A SMASH INSTRUMENTAL!

JOHNNY GIBSON
playing
MIDNIGHT
BIGTOP 3088
an embee production

An Unusual Blues Ballad Breaking in Several Markets!

BOBBIE SMITH
and THE DREAM GIRLS singing
WANTED
BIGTOP 3085
an embee production

BRAND NEW RELEASE OUT THIS WEEK!

JOHNNY AND THE HURRICANES

FAREWELL
BIGTOP 3090

and
TRAFFIC JAM
A KING-MACK PRODUCTION
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**

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<th>Title</th>
<th>Label</th>
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<tr>
<td>1.</td>
<td>Bing Crosby</td>
<td>White Christmas</td>
<td>Columbia 41777</td>
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<tr>
<td>2.</td>
<td>Burke Marshall-DuSable</td>
<td>Nobody's Fault But Mine</td>
<td>Victor 2118</td>
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<td>Artie Shaw</td>
<td>Begin the Beguine</td>
<td>Columbia 41777</td>
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<td>Red Norvo</td>
<td>Bugle Call Rag</td>
<td>Victor 2118</td>
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<td>5.</td>
<td>Bing Crosby</td>
<td>White Christmas</td>
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<td>8.</td>
<td>Artie Shaw</td>
<td>Begin the Beguine</td>
<td>Columbia 41777</td>
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</tbody>
</table>

**SINGLES**

**CLASSICAL**

- Tchaikovsky, the Sleeping Beauty
- Beethoven, Symphony No. 5
- Brahms, Symphony No. 1

**JAZZ**

- Duke Ellington, Take the A Train
- Count Basie, One O'Clock Jump
- Charlie Parker, Birdland

**POPULAR**

- Frank Sinatra, My Way
- Elvis Presley, Hound Dog
- Buddy Holly, That'll Be The Day

**STRAIGHTEN OUT**

- Buddy Rich, Straighten Out
- Charlie Parker, Birdland
- Dizzy Gillespie, Miles Ahead

**COUNTRY**

- Hank Williams, Your Cheatin' Heart
- Patsy Cline, I Fall to Pieces
- George Jones, White Lightning

**DANCE**

- The Beach Boys, Good Vibrations
- The Beatles, let it Be
- Led Zeppelin, Stairway to Heaven

**SEASONAL**

- Bing Crosby, White Christmas
- Frank Sinatra, Jingle Bells
- Judy Garland, Have Yourself a Merry Little Christmas

**INTERNATIONAL**

- ABBA, Dancing Queen
- Michael Jackson, Thriller
- The Beatles, Let It Be

**NEW AND COMING**

- The Rolling Stones, Jumping Jack Flash
- Led Zeppelin, Stairway to Heaven
- Pink Floyd, Wish You Were Here
A NEW ALBUM BY
HENRY MANCINI

Mancini has created a stunning, sexy, sophis-
ticated score for the new Paramount film,
BREAKFAST AT TIFFANY'S

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MANCINI SONG, WITH LYRICS BY JOHNNY MERCER,

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They are both going places fast! Order now.

The most trusted name in sound
I DON'T WANT TO CRY
COME ON AND DANCE
by
MAUREEN GRAY
G-1091

A REAL BIG ONE!
SANDY NELSON
"LET THERE BE DRUMS"
(#775)

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ONE STOPP S-MACK JOBBERN-DEALERS!
6,000 Christmas 12-Inch L.P.'s in
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While they last, 125 each, F.O.B.
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each, F.O.B. Kansas city. Send 50c
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Philo
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- DEAN MORGAN
Canadian Tenor
 motorists
"OUCH! YOU'RE BREAKING MY HEART"
and
"WHAT'S UP BUTTENICU"'
M Pitts 225

RELIABILITY—QUALITY
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Distributor of all the famous
film direct; thick-thin
type record.
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Hollywood 40, Calif.

- REVIEW OF NEW ALBUMS -
the pick of the new releases:

Christmas International
A CHRISTMAS SONG FESTIVAL
Various Artists, Decca DL 1169—This album is a prime
package for the Christmas season — especially in areas
where there is a concentration of German-speaking
popularity. Most of the traditional holiday melodies receive
German language performances from a variety of artists
including Lotte and Willy Schneider and choruses of one
kind or another.

Christmas

- COMEDY-
JOSE JIMENEZ IN ORBIT
Bill Dana on Earth, Kapp KL 1257 (Mono only) —
Bill Dana, alias Jose Jimenez, has been increasingly success-
ful of late both with albums and more recently with his
hit single, "The Astronaut." Here is another sampling of
Dana's weird, but singularly clean humor, in a series of
skits like "The Skid Driver," "The U.S. Senator" and
"The Lion Tamer." Plenty of laughs with these and in
"Shine on Harvest Moon," also released as a single this
week. Watch it.

RUSTY WARREN BOUNCES BACK
Julie Lee JCM 2039 —Rusty Warren, one of the best-selling
artists in the sophisticated comedy vein, has another hot
LP here that should join her others on the charts. The
disk was waxed at the Club Alamo in Detroit and it
features the thrust and cockiness in songs and chatter,
aimed strictly at the adults. It's fast and funny and strong
sales wax for dealers.

Now, thanks to the complete cooperation of the record
companies (including all the majors), there's an
unmatched, one-stop record source for broadcasters!
Now, through RSI, you can get the hit record product
(albums as well as the singles we've been delivering)
of every top label in the business. You get the best of
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the Record and Music Staff of The Billboard.

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tional guarantee of complete satisfaction!

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   "Hot 100"
   10 new records weekly
   "Easy Listening**
   6 new records weekly
   "Country"
   5 new records every 2 weeks

- SPOTLIGHT albums
   "Popular**
   10 new albums monthly
   "Classical"
   10 new albums monthly
   "Jazz"
   5 new albums monthly

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  "Hot 100"
  "Easy Listening"
  "Country" Record
- Album
  "Popular"
  "Classical"
  "Jazz"

- Addressee
- City
- State
- Reliability — Quality
- Record Pressing
- Distributor of all the famous
  film direct; thick-thin
type record.
- Research Craft Co.
  1151 North Fuller
  Hollywood 40, Calif.
CBS Label Launch Date Near; Lieberson Dispels Club Rumors

By DON WEDGE

News Editor, New Musical Express

The launching date of American Columbia's own British label should be set in the next month. This is the forecast of Columbia President, Goddard Lieberson who, with label executives, has been here for talks on the project. He said that negotiations were in "a delicate stage," but it was "likely" that it will be launched in association with Philips although it was not finally decided. American Columbia repertoire, for many years released on EMG's Columbia label, has been issued as Eire.

FLYING HIGH...

"BLUEBIRD OF HAPPINESS"

by TONY RALE and THE OVERTONES

with TEDDY MAJE ORCH.

THE BEST COMEDY IS...

on the air.

SHEP & THE LIMELITES

"THREE STEPS FROM THE ALTAR"

Hull #747

By adaptation of the album "The Beatles For Free" by Denny Doherty and the group's backing band.

ADAM WADE

Sings...

"PREVIEW OF PARADISE"

(Credit: 640)

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SAM GOODY

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Don't know what's on 'em as long as price is low. State quantity of each label, speed and price.

N.Y. Twist Capital

Continued from page 2

Four new records were getting particularly strong radio play here last week. The disks were "Unsung" by Slim Whitman, "Rags To Riches" by Drave Bruckner on Col- umbia, "Oo La La" by The Lettermen on Capitol; "Can't Help Falling in Love" by The Four Tops on Terrec; and "When Johnny Comes Marching Home" by Doc Waterford on Mr. Precoc. Both WNEW and WINS were strong for the Bruckner disk, although the latter was more preferred "Sansung Dancer," while the latter was more preferred "Sansung Dancer." Station librarian Joe Bogart, WMCA, here, reported that his outlet was the top disk as "I Know How Only To Keep On Kapp, "Big Boy" by Shane, "Loves Me Not" on COLUM- bia, and Dale Rea's "What Do You Do For Joe" on RCA Victor. The station, said Bogart, is the only outlet playing the Kapp disk, in keeping with WMCA's policy of trying to break new singles by one of its exclusive artists. (See box elsewhere in this section.) Despite WNEW's "exclusive" policy.

At WNEW, deejays were putting "Beach Boy" requests for their new release last week — see "Paradise and Peaceful Places" by The Beach Boys; "Easy To Please" by The Beach Boys; "Pastime Paradise" by Chuck Mojo; and "Day Dreamin'" by Chuck Mojo. The group added, "There's No Other (Like Me) by Phyllis. The last disk is break- ing on the East coast, but is not starting to "Bubbling" this week. WNEW's second choice is to play "Raspberry Beret" by The Beatles. WNEW's third choice is to play "All In The Night/Work" by White. The station is playing all the "Twins" disks. Rock 'n Roll Show Returns to Radio

By KEEN WERTH

Thousands of popular music enthusiasts are pleased to learn that the "Downbeat Club," owned by Neil Anderson, is bringing back its specialty "beat" show, which will return to Radio Luxembourg early next month. The move provides the best radio exposure for new disks available and is an effort to boost the fortunes of the "Alley Cat," now being taped in Tel Aviv for airing by the end of this month. The disk of the month, which is devoted to the scene and is sponsored by "Downbeat Nightclub, " will be aired later this month. Justice will be added immediately after pronouncement has been delivered to the disk by three of Israel's broadcasting experts, Yehuda Lellouch, Balban and Tamar, who have eventually been acclaimed hits for the last three years.

New Face for

San Remo Festival

Continued from page 4

in operation, with two of the major record companies providing the songs. The Sunday night program features Catterina Valente and the TV debut of Teenage Wall in the hottest cinema. Another featured novelty will be the U.S. premiere of "The Dice" by the Dis- tinctly "Disorientied." Monthly opera productions will begin in March.

Vocal de Padre has inaugurated Club del Disco with offers of two LPs for $5.20 plus 50 cents mailing and handling charge. Local sales tax and additional points toward bonus records for those located in San Francisco. First order label was un- announced. "Bright Birdie" has been a big hit as of late, with the two hits of "Rosalind" and "Boulevard Blues." (See box elsewhere in this section.)

Disc Shorts

As "Cannonauina" goes into its second week on both the "R.C.A." and "Bang" charts, Brian C. or "Rosalba" (C.I.C.) is receiving its first release of "All In The Night/Work" by White. The station is playing all the "Twins" disks.

Kissin' Time" Lyric

Continued from page 2

Kaye Music, England, a new song entitled "My Boomengen Won't Come Back" recorded in London on the "Lomax" label and performed by comedian Charlie Drake. The number has not received as much interest overseas but, when released in Australia early in November, it started predicting that it will be the year's top selling platter. The first order for the newly formed publishing company Tu-Co Music is Junior Cope's "What Are You Waiting For?" from Colpix on Faye and the Top of the World, recorded by Boots "Bernard for" Robb, "Around Sue" and "Runaway Girl."

... George Michie, U.K. composer, Jack Argent of Leeds Music a copy of his latest hit, and was also sent to Teenage Wall. Argent passed the music to Festival Records, and Racey's recording is by Lucky Starr. At the moment the disc is racing up the local charts. (See box elsewhere in this section.)

After being with two discs in the top ten, English artist, Tom Sharpe's latest for Columbia has been in the top twenty for the past two weeks. E.M.I. the title is "Walking Back to Happiness."

RCA hit the trouble with the release of Elvis Presley's latest. RCA got the disk on the market for Christmas sales, both published in America and British. RCA have not been notified by Paramount films that they have rights until Easter, 1962. Though this has been now putting pressure on Paramount's Hollywood studios to lift the restrictions and make the music and record can be released.
**MODERATE SALES POTENTIAL**

- **GERALDINES PLAYS "HEAVYFOOT" IN BLUE**
  George Gershwin. Distinctively Recorded Records, Inc. Del. 287.

- **ADKINS MURRAY'S MUSIC FOR DANCING**
  Arthur Murray Org. RCA Victor LPM 2412 (30¢) and (33 1/3). Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

- **A CARRIE-LOAD OF RHYTHM**
  Frank and His Rhythm, RCA Victor LPM 2418 (30¢) and (33 1/3). Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

- **NEWER MUSIC FOR DANCING**
  Matrix, Strings and Guitars. RCA Victor LPM 2414 (30¢) and (33 1/3). Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

- **JUNE MILLER MEETS THE DORSEY BROTHERS IN PERCUSSION**
  Warnow 9281 (30¢). Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

- **BAY: ISLAND**
  Artie Frederic and His Band. Coral 1000. Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

- **PERCUSSION IN HOLLYWOOD**
  John Coltrane, KAPP, LPM 2417 (30¢) and (33 1/3). Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

- **GLEN MILLER MEETS THE DORSEY BROTHERS IN PERCUSSION**
  Warnow 9281 (30¢). Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

- **RAVEL: DAPHNIS ET CHLOE**
  Anthea Concerts. Victor 25163 (30¢) and (33 1/3). Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

- **RIMSKY-KORSAKOV: CAPRICcio ESQUISITE. TCHAIKOVSKY: 1812 OVERTURE**
  Anthea Concerts. Victor 25163 (30¢) and (33 1/3). Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

- **DUSTBOWL**
  Tom Broskay, Victor 25163 (30¢) and (33 1/3). Neville children, all men, are happy to dance. Nice mood with a lot of echoes.

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Her next #1 hit!
CONNIE FRANCIS
"WHEN THE BOY IN YOUR ARMS (Is the Boy in Your Heart)"
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* PARADISE

* O HOLLE MUS Roberts, Kansas X 7135 - Roberts produces a song that is most successful in his career. The song has been compared to Caruso when the singer was a student. The text and melody of the song's creator are in his voice, as is the "O Sole Mio, "Santa Lucia" and "Versace." etc.

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* NEAPOLITAN MELODIES

* PFIZER PRESCRIPTIONS

* EMI C 1091 (Stevie & Monogram)

* SEMI-CLASSICAL

* PLEINER PRESCRIPTIONS FOR

* FOLLIES AND PERFORMANCES AND PERFORMANCES, MEDICAL CLINIC, MIL 730.

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* SING NOW AND ENJOY

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* ANTEFILM DE

* CHRISTMAS IN ENGLAND

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* RELIGIOUS

* THE ST. LOUIS LUTHERAN

* MERRY X 7134 (Stevie & Monogram)

* SHAMROCKS

* A CHRISTMAS WITH CARONI

* THE CHAPEL OF KINGDOMS, CATHEDRAL, MIL 730.

* BLUE NOTES

* LAST NIGHT BLUES

* GOLDFORD MODERN

* MONTANA MAN AND OTHER

* HISTORY LP 130 - Good

* THE LORD DO SOMETHING FOR ME

* THE STATE CIVILIZATION OF SOUTHWEST MICHIGAN

* HUNKS HUNKS HUNKS

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* COMEDY

* HOW TO BE TERRIBLE

* DYNABYTE RPL 714, LATIN AMERICAN

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* Los Angeles

* San Francisco

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* New Zealand

* Canada

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* THE MAIN INTERNATIONAL CUSTOMERS

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* MARCH

* EDDIE HARRIS

* "My Buddy"

* LINDA LAURIE

* RUST 9427

*obbies' World-Wide Customers

* Musicales Sales Company

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* page 24

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Coming in December: BILLBOARD MUSIC WEEK'S NEW... BIGGER... BETTER... BROADER
Special Year-End Edition Built on a theme of SUCCESS In the World-Wide Music-Record-Automatic Industry

BILLBOARD MUSIC WEEK
In Two Sections... Section 1

in this section... 1962 WHO'S WHO IN THE WORLD OF MUSIC

Spotlighting:
- RECORD LABELS
- MUSIC PUBLISHERS
- RECORDING ARTISTS
- JUKE BOXES

...and Their Charms Around the World
Detroit Coinmen Avoid Press Limelight

BY HAL REYES

DETROIT—The passing of the coin market in the city has some regrets among operators here, but scarcely a ripple of activity from the public. It indicates that very little is being done that could affect the public, and little is being done about the situation. Little interest in Detroit was evidenced some months ago when the Coin Machine Council arrived in town to meet with the industry for a luncheon session, to review the then upcoming Council plans. Only about 35 people showed up, and they did not show up for the metropolitan coin-operated industry, nor for the Supreme Court's action in those areas concerned.

"These people are just digging themselves a hole," said Erwin B. Moss, secretary-treasurer of the Music Operators Incorporated. "Public relations is the greatest thing a company can do, but they don't seem to care.

The MOI, the official trade as- sociation formed by the Supreme Court, has been inept and largely unsigned for months. It received a letter from the Mint President, Frank R. Fabiano, closing his Detroit branch last October. He had concentrated his longtime home in New Buf- falo, near Lake Michigan.

Later, Moss suffered a heart att- ack which has kept him inactive for until a couple of weeks ago, and apparently nothing was done to keep the association and its activity in the interim. Moss is now making an effort to get the association back to life, perhaps seven months. Meanwhile any concerted public relations pro- gram must suffer from inevitable conditions.

Press treatment of the coin ma- chine field here has been largely done on a local basis and little of it represents some official investigation perhaps, and there has been a local angle, the industry seems to have received less publicity than might be expected, and that in the judgment of the editors of Coin Machine Operating.

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Chicago—Despite the recent collapse of the Coin Machine Council, the public relations effort around the juice box operator is far from dead. In fact, a surprisingly effective job has been done by the companies in getting their facts under way and prospects for it to continue is in full swing by the end of the year are excellent.

The program is that of Music Operators of America, going to church Sunday, wearing a clean shirt and joining the American Legion. But, unless the general public sees these as things and not as long public relations they are hard to get through—these efforts are large job for charitable organizations.

"We're too far gone for that," by too far gone Ratafjek stresses, that the coin machine industry's reputation is what it is today, that feels the industry might as well face up to it.

E. R. RATAJKE

What then is the answer?

URGENT NEED FOR SOLID TRADE IN N. Y. C.

By AARON STERNFELD

NEW YORK—New York may be the public relations capital of the world, but, as far as coin machine public relations is concerned, the end is in sight.

With the demise of the Coin Council, the last hope of the industry's getting a foothold in the consumer press, radio and television is gone.

Public relations may be—a as a lot of operators here think—living under the shadow of this. Just as—public relations is a shadow of these things and as long as operators have reputations to build on, they are going to want to be wanted, except, of course, for the personal satisfaction they may be getting.

The sad fact is that the average New Yorker's opinion of the coin machine industry is shaped by what he reads in the daily press. And the phrase "juke box racketeer" precedes the names of people who are only vaguely connected with the industry.

If good deeds constituted public relations, the New York coin industry would have the greatest public image of any year, the Gotham treasurers launch a drive for the United Jewish Appeal, over $3 million for $3 million. Each year they sponsor a USO Christmas party for the troops and have been made closely with Mormonist Kelley and Cardinal Spellman. They also cooperate with the Jewish Boys' Town of Italy and donate juice boxes to church groups, orphanages and youth centers.

On occasion, the New York operators have sponsored block parties for youngsters, and they're willing contributors to most any worthy charity that comes along.

At present Denny Shires, the Public Relations Committee of the New York State Coin Machine Association and he gives unhesitatingly his full support to any worthwhile endeavors. But the gap between good deeds and upper public relations is a wide one. While New York operators may go to bed each night secure in the knowledge that they are good citizens, they're still a bunch of hoodlums to the average New Yorker.

Public relations at the professional level is the only answer here. It's not a job for amateurs.

Coin Machine Council: A Post Mortem

CHICAGO—Coin Machine Council, public relations arm of the coin machine industry, officially terminated, ending a two-year program to uplift the industry's image.

Lack of funds accounted for the council's fall. Manufacturers support dropped from over $1,000 a week to less than half the figure and oper- ator memberships—never too high—were pegged at under 500.

Although achieving several solid accomplishments, the council's strength was never too high. The vote held last Monday (Nov. 2) showed a membership of 358, a decline of 50 from the peak. The vote was essentially against the council, according to Secretary Herb Jones. Such a move had been recommended by the executive committee on Nov. 10.

The council's hard-working president, Lou Casola, noted that the council, "with the support of all the operators, gave their best effort to promote the council. The council's efforts are being carried on by the larger council that is still active in the city.

"We have our own public relations man who handles all such

Pinball Games Go to Denver Mental Cases

DENVER—No attempt has been made here to pin pinball machines on mental institutions, but "pinball experts" have been in charge of the entire program.

Even strong disturbed cases are separated to the point of fixation by the action of the pinball machine in localities—lights, bums, social and similar activity.

Even strong cases are separated to the point of fixation by the action of the pinball machine in localities—lights, bums, social and similar activity.

"It's a good idea to try a little old man Wolf Roberts, with whom Geritz was associated for many years.

Ratafjek Stresses Facts About Trade

"Considering that widely represen- tative membership is a basic requirement of any co-operative venture, the Detroit council deserves a considerable part of our time, our energy, and our support. This drive did not pay off for Casola stressed, however, that the council's "investment in public rela- tions was limited by a narrow budget, was a success of which we are justly proud."

"Even strong cases are separated to the point of fixation by the action of the pinball machine in localities—lights, bums, social and similar activity."

"It's a good idea to try a little old man Wolf Roberts, with whom Geritz was associated for many years."

Casola noted the coin machine industry received more favorable mention in the press during the brief life of the council than during the entire previous existence of the industry.

"This period will be continued, in Milwaukee and New York, un- warranted headlines in 'juke box hoodlumism' and pinball racket- izers' were erased from the public mind by fair and factual follow-up stories published as a result of prompt and vigorous action council.
Serving Mechanics What They Want Ups Denver Vendor’s Take

DENVER — Making a frequent survey among mechanics in garages and large service stations as to their bulk vending tastes, has kept this particular profitable for the Foster-Gibbons Company here.

Mrs. M. L. Foster of the Denver bulk vending firm believes that tastes change periodically, but thus, she makes a habit of checking the customer on the spot at least twice a year. This program has led to concentrating on nuts, in almost all small-to-medium garage markets, to the point that on triple-header machines, the customer often gets his peanuts Spanish peanuts, ordinary peanuts, both at 1 cent, and cashews, in the center machine.

In many more locations where three-headed machines are used, there will be the 1-cent peanut vendor, one 5-cent peanut vendor, and one 10-cent peanut vendor, the latter because a check reveals that the customer has a sweet tooth, and wants some candy, along with nuts.

Invariably, whenever such changes are made, volumes go up, up to the point that garage and super service locations have become the most profitable stops on the Foster-Gibbons routes.

Case In Point

A typical location which benefits from this kind of planning, and from good machine positioning is Williams-Rambler, an automobile dealership, which maintains an exceptionally good service department through the length of the new-car show year.

New Bulk Vending Operation to Benefit
The Florida Children’s Hospital

By JOHN HICKS
MIAMI — A new operator has joined the ranks of bulk vending industry here. The recently started operation, which has a potential of about 5,000 bulk machines in the State, is run by the former director of the Children’s Hospital, Miami, the nation’s only non-sectarian, 100 per cent charitable hospital devoted exclusively to the diagnosis and treatment of rheumatic heart disease and congenital heart ailments in children.

Supported entirely by voluntary contributions, the hospital has treated children from all of the hospitals in the United States and from foreign countries. The National Children’s Hospital’s income from bulk vending operations fits into its plan for the construction of a new hospital and expanded services to children on grounds provided by the city of Miami and Dade County. Funds received from the machines will supplement contributions raised by other means.

As yet, only tap gun is vended in machines on locations but plans call for expanding into Chiclets, 100-cent, bulk gum and chocolates and Ben Zion baked beans. Because of continuous warm weather in Florida, the vending operator is not considering going into cashews or nuts.

Koritz in Charge

Running the new venture for the benefit of the hospital is a tried and proven bulk vending operator, Jason Koritz of Marjay Vending Company, whose operations span six States, has been contracted as general supervisor.

The Florida operation is handled by Lawrence M. Woolfson. Woolfson has had prior experience in the bulk field. He is assisted by his wife, Rose, and their two sons, Mark and Leonard Paul Woolfson.

(Continued on page 49)
**Impact of Blue Law Could Sting Indiana Bulk Machines**

INDIANAPOLIS — Enforcement of Indiana's 56-year-old Sunday closing law could lead to a ban on vending machines on the Sabbath, some Hoosier businessmen asserted last week.

That warning was sounded in full-page ads in the leading newspapers of Indianapolis and South Bend, as law-enforcement agencies intensified their drive to shut down many operations under the provisions of a blue law passed in 1905.

"Under the 1905 law," the merchants declared in the ads, "coin machine sales of cigarettes, candy, gum and chewing tobacco could be prohibited."

**Temporary Injunction**

The merchants sponsoring the ads have organized to resist the law. A temporary injunction against enforcement has been granted by an Indianapolis court. Petitions for restraining orders have been registered in Gary, Hammond and South Bend. A Fort Wayne court has enjoined enforcement permanently.

Coin machine repair and collections are also protected by the Sunday closing law.

**New Operation**

- **Continued from page 48**

With supermarkets the principal objectives of the Sunday closing enforcers, operators of bulk vending machines and kiddy amusement devices are among the first to feel the economic impact of the Sabbath drive.

Sunday opening of taverns is not at issue. An Indiana law passed after the Prohibition era forbids Sabbath liquor sales.

"Suddenly our city government has been encouraged by a few self-interested people to restrain and dictate the way that we do business," an operator of a family store in the ad. "You let this happen to our great state."

---

**Time payments available on Oak machines through all distributors.**

**WE HAVE oaks'**

**HOBBY CARD VENDOR**

This new and improved Oak vendor has an exclusive mechanism that makes this machine a bulk vendor. Coin operated. Vending 8 cards in bulk at one time. Eliminates wrapping of hanging. Cross needles on each card is $2.00. Made of drawn steel in one piece, the machine measures 25 1/2 high by 14 wide and 2 deep. Made by Oak Exhibit Factory. Brackets and hinges for attachment to machine stands are available for $4.00.

---

**Holy Picture Flickers**

In vacuum plated rings or lockets. Series of two in Cathedral colors. Also in Ivory plastic lockets. An adult attraction all year round, particularly good for Christmas season.
Memphis Ops Build Goodwill

By ELTON WHISEN HUNT

MEMPHIS — Music and game equipment manufacturers have co-opted, well-rounded public relations programs to help build a good public image, a good press, and a good reputation in the business, civic and social life of the city.

The companies, those forming the Memphis Music Association last year, have done many things recently that even those who cannot afford them, to provide a positive image. The student who can't afford college.

Drew Canale, Canale Annump Associates and Tobacco Distributors, Inc. and other enterprises, has been chairman of Memphis Music Association's standing Public Relations Committee.

Good Press

The association and operators have received consistently good reviews, their good deeds are well-known. They are seen in the newspapers, but some of them have. Radio and TV ignore them and, unfortunately, to overlook good deeds.

But several years ago when TV star Danny Thomas announced plans to build his fund raising show to build St. Jude Hospital in Memphis, the operators came up with a very good idea to help the worthy cause.

It also resulted in a top-notch news feature story and picture in the local and in the national media.

This is what happened: It was Danny Thomas' first trip to Memphis. He was taken on a tour of the city by the late Mayor Fred Skifa. The city had years before adopted an ordinance making all streets running east and west avenues and all streets running north and south.

Thoma, with the famous "Beale Street Blues" in mind, wanted to use Beale Street. He was amazed and elated to see a big sign at an intersection reading:" Name Changed

He immediately undertook a public campaign with aid of the Mayor and City Commission to get things changed back to "Beale Street."

He even wrote a song, in the style of the late Toronto operator, to change Beale Avenue back to Beale Street, and

Canale and Memphis Music Association picked up the ball from there and had the jazzy box talks and had decals printed up and posted to every jazzy box.

Hospital Fund

The decals and box talks were talk big public that all proceeds from the play of the Danny Thomas record, counted by a popularity meter in the machine, would be donated to the newly opened St. Jude hospital.

The public reaction was good, not only local but national.

(Continued on page 55)

W. German Trade Shocked by U. S. Apathy in Coin Mach. Council Failure

By AMERANDER

FRANKFURT — The seemingly demise of the Coin Machine Council has shocked West Germany, where the coin machine trade has been thriving for years, a business opportunity for this country.

The CMC's foundation is an Italian all the more puzzling to do with the lack of any process of establishing international links. Only this spring, for example, the CMC wrote Guenter Wulf, president of the German Coin Machine manufacturers' association Invitori Wulf and other member of his organization to visit German headquarters.

While Germany's trade has been studying operations, residents of London, England, organized a counterpart organization in West Germany. There is strong sentiment for continuing with these efforts despite the collapse of the CMC council.

A poll of 15 operators in Hamburg, Cologne, West Germany shows that 60% of respondents do not believe in the concept of the Coin Machine Council.

From what I have read about the American Coin Machine Council," commented an operator in Hamburg, "it accomplished a great amount of good for the operators in this country. It was a very precise sort of thing we should have in Germany and it would strengthen the American trade to support it."

Another German operator appears to be that failure of the CMC strikes at the root of all what the coin machine trade. This is because of the British spirit, a veteran operator here in Frankfurt, who boasted:

"The example of the CMC merely proves that all operators, American, German or what have you, are not together under American conditions to complain about protection and to charge the other side with running wars and nothing to improve our public image."

"It is not the case of protecting our products from foreign and, what happened with the American organization has happened here in Germany many times since we have been fighting for the war. As long as we are all so short-sighted we will continue to have public relations problems.

"A great many German operators derive a sort of perverse satisfaction from the CMC's collapse. They are tired of being lectured about the instability of American business in general and the coin machine trade in particular, but American operators have failed to be responsible for the example of trade myopia."

More reflective German critics feel the CMC.

(Continued on page 55)

Coca Cola

Volume-Down Drive Ups Italian Juke Take 22%

By BENN OLLEMAN

MILWAUKEE—Tops are down for creating a solid, fruitful public relations program on a local level, according to coin operators.

The apparent folding of the Coin Machine Council has brought down considerably the morale of American coin opera-
tory leaders. Beer City operators and distributors were aghast at the sudden withdrawal of the staunchest supporters of the CMC.

A "true tough" meeting held yesterday by the Milwaukee Coin Machine Oper-
ators, Inc. at the headquarters of the Wisconsin state distributor, was attended by its members.

"All of the charges of criminal connections among the operators, of a 10,000 newspaper. Information brought out at the meeting re-
cently have been exaggerated in the following day's news-
papers."

The session was addressed by CMC president Louis Clasul, Rock-
ford, Ill., and attended by the state distributor, and MOA direc-
tor, C. S. Pierce, Brookfield, Wis.

Local Support

As a result of this meeting about 10 local operators and distributors pledged to support the CMC claims. Doug Opet, Wisconsin Novelty Company, CMC representative for Milwaukee. Contributions to the CMC from these Milwaukee coin

men ranged from $10 to $50 per month.

"Personally," says Opet, "I went along with the CMC largely be-
cause of my friend Col. Louis Casdol, and those with him at the meeting. We were not getting paid for time and unselfish efforts they put in to build a better image for our operators. It has gone along the coast and was named the CMC. I learned what a tough job these men were doing."

According to Sam Hastings, president of the Milwaukee Coin Machine Operators, Inc. 90% of the 120 members of the organization are currently in hoper for PR efforts on a local plant.

"We sure need it then," he says. "But no one seems to have the courage to step forward."

"In the first place, there are no funds in the organization for us, as individuals, or as an association to do our public relations work properly.

"It's time we proper campaigns. Our campaigns are not being run the way we, as individuals, or as an organization can do a better public relations job.

"Jerome (Red) Jaconet, Red's younger brother, and I are working on a sound PR program under the sponsorship of the Milwaukee coin machine group. A whole batch he won sup-
port for a proposal to present $100 to the March of Dimes in behalf of the Milwaukee Coin Machine Council. Now we have the job, we won ready approval. Jaconet, as association treasurer, appeared on the local Dimes telethon and to hand over the check to the drive official.

"The next day I got more than a dozen calls, says Jaconet. "Most of the calls were from people who had no connection at all with the coin machine business. They all told me that they felt it was good for the industry."

"Nay is the CMC group that has been doing most to get the March of Dimes. Many who have not had greater contributions—many were not much. We earned a lot of good will with the CMC group."

Need to Continue

Jacomet claims that despite the demise of the CMC it is neces-
sary to the necessity to continue the same programs both local and na-
tional levels.

"No matter how difficult it seems at least we are doing something for the sparge," he says. "We've got the March of Dimes in Milwaukee and elsewhere in the coun-
try to convince the public that we are in the business, not just for our own good. We can't exist without the public's goodwill."

" --by JOHN HICKS

ST. LOUIS — The coin machine industry here, especially in recent weeks, has been doing well despite the continuous group and individual efforts to deter coin machine operators from the field. The good deeds of the legitimate business are being overshadowed by the misdeeds of the competition of few and a theft.

One operator, John R. Sorensen, was shot in the head while walking East St. Louis (III) sidewalk. Before the officer he thought the shooting might be related to a jockey box territorial dispute his company had been trying to establish himself with one of two real companies and had been boasting in recent weeks of having taken business away from the other firm. His killer has not been found.

The St. Louis Post-Dispatch re-
ported that operators of two "hood-
lin-owned" amusement games and music vending enterprises have of-
fered their firms for sale. Police, the newspaper said, are not sure if the demand is due to conditions in the jazzy box game but the owners are bad. Prospects are not as large as they used to be.

The American operating majority of the operators and distributors in this state who have been using their operating knowledge to comply with the law and in the business.

The distributors and operators inter-
viewed agreed that there is no urgent need to here to woo the good working conditions because that good will has already been pretty well established.

As one distributor pointed out, "The coin machine industry in this state has been recognized as a legitimate business for years and has been accepted by their communities as legitimate businesses.

Sommor Effort

It is true that there has been a concerted effort on behalf of the coin machine industry, an effort marked by Abe Sommers, owner of State Music Distributors, Inc., but even so, there still is an effort described in illegal will on the part of the public, but rather it was an effort to point out to State lawmakers or the coin machine business was not entirely successful.

As distributor doubt as the distributors in the Dallas area had no complaint against local media.

Coimmn Feel All's Well With Texas Publicity

DALLAS — Public relations in Dallas area, and in Texas generally, for the coin machine industry is certainly not complying with the law and in the business.

Distributors and operators inter-
viewed agreed that there is no urgent need to here to woo the good working conditions because that good will has already been pretty well established.

As one distributor pointed out, "The coin machine industry in this state has been recognized as a legitimate business for years and has been accepted by their communities as legitimate business.

(Continued on page 55)
the new ROCK-OLA

Princess

ALL PURPOSE
MONAURAL • STEREOPHONIC
PHONOGRAPH • 100 SELECTIONS

a new concept in compact design creates greater location reception ... increased profits

The Princess—Compact—Versatile—Daring High Styling coupled with the World Famous ROCK-OLA Tradition of excellence in engineering, unexcelled dependability and quality convinces you at a glance that here is truly the World's Finest All Purpose Stereophonic—Monaural Compact Console Phonograph.

The Princess is truly a rhapsody of color ... a symphony of high style with the spand of the future ... today.

Maximum earnings and complete location satisfaction are assured.

NEW COMPACT DESIGN. A totally new concept in "compact design," measures only 41/4" high and 23/4" wide and 221/4" deep. The Princess has an uncluttered, crisp appearance in any location.

COMPACT MECHANISM. Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Revolving Record Magazine designed specifically for use in a small phonograph. The new Rock-Ola compact mechanism has fewer moving parts for faster starting and maximum ease of operating, while preserving the traditional Rock-Ola Revolving mechanism design and operating dependability.

PERSONALIZED LOCATION PANEL. Now you can personalize the Princess Phonograph for each location, by quickly and easily snapping this panel the Title bar letters provided. A full set of snap-in letters provides you with full Location, Personalization fluency.

look to for advanced products for profits!

ROCK-OLA MANUFACTURING CORPORATION, 800 N. KEDZIE AVE., CHICAGO, ILL.
DSO Prexy Offers Simplified License Plan

DETROIT—Proposal for basic amendment of the Detroit shuffleboard ordinance was presented to the Common Council this week by Barney Burke, president of the Detroit Shuffleboard Association. The proposal is basically for a simplification of the existing ordinance situation, which is governed by two separate laws. The DSA proposal is for:

1. Combination of fees so that operators who have both shuffleboards and other types of games will have to pay the double fees.
2. Rescheduling of payment dates so that all licenses will expire at one time, thereby simplifying operations for both officials and operators.

Dally Legal Games

The Detroit situation grew out of the fact that shuffleboards were almost the only games legally recognized a number of years ago, and a special ordinance was passed to regulate them. In recent years a number of other types of games have been approved, and are governed by a separate ordinance. Meanwhile shuffleboards declined in popularity, and it's the view of the industry that the present dual system, requiring an operator of a mixed room to pay twice as much as an operator who has only shuffleboards or only other games, is working a real hardship. The whole situation was discussed at a luncheon meeting at the Hotel Midland with Counsellor William Vogel, Assistant Corporation Counsel Lawrence Elston, and James Cohn of the Police Department General License Bureau, and other city officials.

5. Dakota Ops Hold Meet BROOKINGS, S. D.—The South Dakota Photographe Operators Association holds its next meeting December 3 and 4 at the Savoie Hotel here.

WURLITZER 2500

ULTIMATE IN AUTOMATIC MUSIC

BARGAINS FOR THE WEEK

GAMES

GAMES

450 OF THEM. Received a Large Lot of Games in Trade, including the Lot of 25 or 29 Low-priced Shuffleboard Games.

WHAT DO YOU NEED? EXTRA SPECIAL—This Week!

AM, GR0, $375.00

Write or Call Us Collect.

MAC, 1-2511

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

CENTRAL

2315 Olive Street, St. Louis, Mo.

Phone, Main 1-2511.

when answering ads . . .
Say You Saw It in
Billboard Music Week

DOUBLEDAY DISKS

Two-sided action may be expected from the following records. For the juke box operator limited to from 100 to 500 sides per machine, they represent maximum programming effectiveness. Records listed below both sides rather than on the Hot 100 or have recently been on the Hot 100. See Spotlight Reviews for additional information on double-play disks.

POOL # 1

MONTICELLO

EVERYLOVIN'

CRAIG WARD

I WANT TO THANK YOU

BOB DEEBEL

I'M GONNA TAKE A CANDY MAN

JACKIE WILSON

I WANT TO PARADISE

RUSSELL WENDEL

THE WAY I AM

AND "MY HEART BELONGS TO ONLY YOU"

LINDA SCOTT

AND "I DON'T KNOW WHY"

DANNY BOY

LYNDA WILLIAMS

"I'M GONNA TAKE A FLY BY NIGHT"

CAROL RAY

IT'S ALL BECAUSE

SHELBY HAMEL

I CRIB MY LAST YEAR

AND "A CERTAIN GIRL"

EDDIE ADAMS

IT'S TOO SOON TO KNOW

ERICA JAMES

SEVEN DAY FOOL

"MY BUDDY"

DIANA BISHOP

GOD BLESS THE CHILD

BRENT BOY

DECEMBER 7, 1961

EVALUATION

North Africa Selling Emaphone

PARIS—An expanding North African market is reported for the Emaphone 140-selection juke box, which is full stereo. The Emaphone, which has a hit recording machine, is being exported to every country in the area north of the Sahara Desert, including the Arab states of all the Maghreb, and a major portion of the French community. Emaphone exports to this area have jumped 18 percent in the last six months. The Emaphone pitch is this promotion to its unusually rugged mechanism, which is simple and requires little maintenance. The "Grace A" model, in fact or fiction, is popularly supposed to be named for Princess Grace of Monaco, a juke box fan of long standing.

English Taking to Compact Juke

LONDON—Wurlitzer is pushing sale of its new compact box, the British new version of the machine, for sale in the country, with an advertising campaign for the Lyric, which is manufactured in West Germany, has been developed by Wurlitzer Overseas Corporation, with headquaters in Zugh, Switzerland. Wurlitzer is the major export sales agency for the product in the UK, and is putting sales pressure for its new box on the basis of sales showing that British operators are coming to favor the smaller machine, especially the Lyric. The smaller machine is also less expensive to purchase. The Lyric has an attractive feature, a coin machine operation for those who do not have the capital to invest in a larger machine, although it is a more expensive alternative. The Lyric is competitive with Rock-Cliff's Princess, also a compact box which is selling well on the European market.

Strong Swiss Juke Box Position

BERNE—A Swiss juke box operating company has just undertaken the production of phonograph boxes in Switzerland as a solid business proposition. The Swiss Coin Machine Corporation, of which switzerland has declared a 6-3-4-2 production of its boxes for the last quarter of 1961, the same amount paid for the first quarter of 1960. The company has committed itself to make an investment in plant and machinery and to purchase a sizable portion of the stock at an attractive investment. Coin machine operation is traditionally regarded in Switzerland as a rewarding field for business interest, and the company is further considering the establishment of a separate branch in Switzerland, which will provide the same service to operators in the area as does the main office in Frankfurt.

Hugo & Soltau's Anniversary

HAMBURG—The Hamburg juke box firm of Hugo & Soltau is observing the 10th anniversary of its founding. Willi Hugo, the founder, is honorary chairman of the board of the North German Coin Machine Trade. He has also held the chairmanship of the national German distributors and operating associations.

Juke Distribs Opens New Branch

WIESBADEN, W. Germany—Glöcklin-Automaten GmbH, distributor of juke boxes, has opened a new branch in Wiesbaden, which will provide the same service to operators in this area as does the main office in Frankfurt.

Kloever to Dispose of Saxonia

COLOGNE—Kloever has been approached by the State Court of Bankruptcy as liquidator of Saxonia Coin Machine Trade, which went into bankruptcy with debts amounting $27,750,000. Kloever, a Cologne bankruptcy liquidation expert, estimated that liquidation of assets, consisting almost entirely of equipment, will net about $1,250,000 of the debts, placing the net loss at $500,000. Saxonia sold over 1,000 juke boxes to some 315 operators, most of them elderly pensioners and persons planning retirement. The Goslar firm arranged with banks to finance the purchase against a down payment and promissory note. In theory collections from the machines were supposed to be ample to amortize the debt. Oldham has been named to investigate the case last fall after the impression that the mere ownership of a few juke boxes would guarantee their financial independence, so popular are juke boxes in Germany.

3 New Williams Games Debuted

HAMBURG—Erich Schneider is offering three new Williams Coin Machine operators, Komet, Double Barrel, and Sill Ball. Komet is a four-player game, Double Barrel, two-players, and Sill Ball, a solo game.

New Fantare Unit on the Way

BINGEN, W. Germany—NSM, West Germany's largest coin machine manufacturer, will introduce an entirely new model of its Fantare box next month. Details were not announced, but trade sources have been predicting that NSM would bring out a new machine. The Fantare is a 120-selection "compact" Fantare, of which around $13,000 have been manufactured and exported all over the world. The new model will be a simplified version of the Fantare, in the reorganization of the Bingen firm, which began last spring. A new top management was installed and plans announced to completely overhaul the production process in an effort to cut the cost-price gap.
MOA Sets Awards For Disk Industry

CHICAGO — Music Operators of America will present a series of three awards to the record industry at the association's next annual convention, to be held here at the Merchandise Mart Hotel. The awards, the "MOE" award, will cover: (1) Most popular juke-box record of the year; (2) Most popular artist on juke box records; (3) Record company with the most commercials of juke-box directed repertoire.

The awards were approved by MOA at a three-day directors meeting here October 31-November 1, and are seen as a positive step toward getting increased interest in the record business.

MOA directors also discussed legislation, public relations, membership drives, insurance and plans for the next annual convention. Attendance and interest was high, with out of town association directors 47 directors in attendance for the full three-day — sometimes 12 hours.

Nominations for the three "MOE" awards will be made next January, by MOA members. Questions can be mailed out by the association.

Nominations will be announced publicly and operators will then vote by mail to pick the top winner in each category.

Results will be announced at the convention, with presentation of awards at the MOA banquet.

E. R. Ratlack, managing director of MOA, said the "MOE" name has been used by the association for a long time. "Movies have their Oscar, television its Emmy, we believe that these awards should be given to the recording companies and artists who supply the juke box operators, we think this undertaking will truly top the best in the music recording industry for any given year," he said.

Cleveland Trade Has No PR Plans

By RUSSELL MUSARRA

CLEVELAND — Public relations in the coin machine industry in Cleveland have been, are not and apparently will continue to be at an all-time low.

This is the report from Charles C. Cooper, head of the Cadillac Music and Amusement Company and vice-president of the Phonograph Music record companies in this area. "We've never had any co-operation from the local newspapers. The only ones that have been close have been the Cleveland Press and the Plain Dealer," Cooper said. "It seems to me that those papers have cut back on their advertising, which I think is a bad idea, because the coin machine business is good business and it's good for everybody." Cooper also said that the Cleveland League of Phonograph Dealers has never made any attempt to receive coverage from the local newspapers.

The association has no special committee on public relations, which will be the subject of problem discussions on page 55.

Good things happen when you

Bally Game
1962 Version
Barrel-O-Fun

Keeney Bows
Two-Gun Fun

BARREL-O-FUN

CHICAGO—A 1962 version of Bally's popular Barrel-O-Fun in-line game is being introduced by the firm. Action and scoring is the same as the original game combination, high-score is binoculars on light-fine scoring plus super-line score boosters and the familiar "spotter" feature.

Full-length chrome rails have been added to the cabinet and Tuff-Kote finish is applied to the playing floor.

Bill O'Donnell, Bally's general sales manager, said the firm's decision to go back into production of Barrel-O-Fun was based on continued strong demand for the game that in some areas actually rival the more elaborate bingos and gambling games in earning power." plus "the fact that the game is practically non-existent on the used market."

"Although play is limited in a maximum of six coins per game, to select six cards, the performance of the original Barrel-O-Fun is ample proof of the high earning power operators can expect from the new version," O'Donnell said.

Both re-play and non-replay models are available, each equipped with "auto-mission coin dividers."

"In our opinion, it is illegal—and highly unreasonable — for GEMA to ignore these TV sets while collecting royalty money not only from juke box sets but also from tape recorders, as is now their intention."

Collection System

GEMA's ignoring of the phonograph TV competition has increased general trade dissatisfaction with the present system of collecting music copyright royalties.

"In West Germany, GEMA levies royalties on a flat per-phonograph basis, which means that all juke box sets are covered by the royalties paid GEMA by the phonograph record producers.
Hands-Off Location Loan Policy in Detroit

DETOUR—Local operators are unlikely to find relief from pressure by state and local authorities for loans through legal enactment at this time, it was learned officially this week. Such loans were banned by Chicago (BMW November 6), but the two city authorities had no idea of such an ordinance in Detroit, and local operators may take a lease if their colleagues across Lake Michigan in taverns. For the past year or two, or operators have repeatedly complained that they are being forced into the financing business in order to hold their locations—by making loans of varying amounts, which sometimes seem to be regarded as legitimate, ultimately, gifts rather than loans. The situation appears to be fairly widespread locally. The issue has not become a subject of complaint, however, and no new official action is presently contemplated. Lawrence Eaton, assistant corporation counsel of Detroit, pointed out that such loans by operators appear to be strictly illegal, and "This seems to be another case of the cry for free coinage. If there were anything in it that tended to corrupt the situation, then the Police Department would be interested, and it might be the proper subject of Council ordinance." 

Hands-Off Accordingly, operators cannot expect relief by ordinance from such location seizures. Eaton pointed out that Michigan law prohibits a tavern from accepting a loan from a brewery or distillery, but this is quite different from loan from the major lending. The feeling of the Common Council is that there should be a hands-off attitude on this subject in the absence of some cause. A spokesman for the Michigan League of Municipalities pointed out that many tavern owners get loans from a number of suppliers, of equipment and the like—excluding the famous beers and beverages that operators seem to come within this freedom of trade. Tavern owners may get a loan from anyone who is not a Commission licensee. One who has a tavern or other license for alcoholic beverages—in such a case, the law would stop him from making a loan to another tavern owner.

A routine check is made on this point, which, it is assumed, is not followed in the state. Although the number of operators are also in the thousands, it is felt that, if the situation were considered serious in Michigan, any time the Common Council could frame a suitable regulation, it would not be very likely to be met with.

New York—The Chicago tavern owner who accepts a loan from a joker box or amusement machine, starting without any written agreement, is unlikely to have his loan honored. Such loans, according to a city ordinance passed in the summer of 1960, have been void. Effective this measure will be as effective as the operators want it to be.

In the Empire State, the State Liquor Authority has virtual lifetime authority over the tavern owner, and the SLA froze locations on such an ordinance. The License Threat SLA policy is to refuse to grant a license to any operator who intends to borrow money from an operator, and to require that all loans be reported once the license has been granted. In practice, the SLA will often revoke a license when it has been voided. The end result has been an unreported loan of more than $1,000 in many cases. When the loan is less than $1,000, the SLA will often revoke the license, or at least threaten to do so.

Northern Awarded Airport Franchise

MINNEAPOLIS—Northern Cigarette Sales of St. Paul, headed by Frederick J. Eichinger, was awarded an exclusive franchise to sell all vending and amusement machines at the new Metropolitan Airport at Wold-Chamberlain field. The franchise, for a period of five years, was awarded by the metropolitan airports commission at a hearing held Tuesday.

Eichinger was high among nine bidders with an offer to pay the commission a total of $211,000 for the concession during the first five years, in lieu of the terminal's normal operation. It is scheduled to be dedicated January 13.

Eichinger also operates Northern Coin Machine Company in St. Paul, which has a history of 100 years and operates 700 coin machines in the greater Twin Cities area. Three other bids also were accepted by the condominiums of the metropolitan airports commission.

OPEATE United Shuffle Alleys and Bowling Alleys

WELCOME EVERYWHERE

UNITED MANUFACTURING CO.
2911 N. California Ave., Chicago 20, Ill.

Chicago Area Headquarters for the Parts and Accessories for all Valley Pool Tables

Chicago Coin Machine Exchange
1313 W. North Ave. Chicago 27, Illinois

IMPORTERS SEND FOR FREE 56-PAGE ILLUSTRATED 1961 CATALOG

WANT TO BUY
GOTTLEDRIE PLAYS: SHOWBOAT—FOTO Photo-WONDERFUL DOLL—BOWLING BALL—WAGON TRAIN—SUNSHINE—ROCKET SHIP—KNOT POOL—QUEEN OF DIAMONDS

WANT TO BUY
GOTTLEDRIE PLAYS: SWEET SUE—TEAM—CONTEND

BEST HIGHEST PRICES PAID
FOR SALE C. E. 31 & 14" BOWLING LEAGUE 11, $10.00 Completely Reconditioned

NATIONAL COIN MACHINE EXCHANGE 1415 S. 14th. St. Omaha, Neb.

Anti-Loan Decree: Strength Up to Ops

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MINNEAPOLIS—Northern Cigarette Sales of St. Paul, headed by Frederick J. Eichinger, was awarded an exclusive franchise to sell all vending and amusement machines at the new Metropolitan Airport at Wold-Chamberlain field. The franchise, for a period of five years, was awarded by the metropolitan airports commission at a hearing held Tuesday.

Eichinger was high among nine bidders with an offer to pay the commission a total of $211,000 for the concession during the first five years, in lieu of the terminal's normal operation. It is scheduled to be dedicated January 13.

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Eateries With Glass Walls Should Use Stand Boxes

City in both directions.
As shown, each wall box is mounted on a heavy, two-inch pipe stand, with a steel disk bottom, which is nailed to the floor with ram-typc explosive bolts and drivers.
With the stand cut individually to the correct height, to lift them slightly above the level of the table and interposed between the glass wall of the restaurant and the table, wall boxes are convenient to customers, and yet do not interfere with moving furniture or cleaning operations, and, of course, can easily be moved away.
In some instances the stands are not fastened down, particularly where the unwritten law requires anything nailed down to be left when the tenant moves is concerned.
With wiring simply run down the metal stand on which the wall boxes are painted, and run along the baseboard to the jibe box, these quickly removable, out-of-the-way wall box installations have made it possible to show full returns on photograph locations in most restaurants where collections would otherwise be much smaller.

West Germans Shocked by American Apathy

founded because of a tandem of basic errors: (1) Failure to fuse the PR effort of the CMC with that of the Ministry of Information. (2) Failure to organize financing on a systematic, compulsory basis.
"The trouble with the trade in Germany," an operator in Cologne ventured, "is that we are split into too many groups and factions. It is obvious that there is only a single trade and not a number of branches. I followed progress of the Coin Machine Council closely, because I believe in it and hoped we could get something like it here in West Germany." 

"However, it became apparent to me some time ago that the American trade has the same problem that we have, a snobbish attitude. Vending machine operators look askance at jibe box operators and the bolt vending man feels he is higher class than the fellow with pinballs and bowlers."

N.Y. Times Story

A number of German operators recalled, for example, that even the New York Times, which is respected in West Germany as America's leading newspaper, had printed CMC material.

An operator in West Berlin remarked, "I recall that the Times printed an editorial approving the pinball machine—flipper, to us, in this context. To us, this was almost incomprehensible, considering the hard time our daily press here gives our flippers."

The Germans believe that a successful PR program must be organized as an integral part of trade association activity, and supported from trade association funds. "Either PR is a vital trade association function or it is not worth attempting," a trade association official observed in Cologne. "PR is just something you don't let George do—not if you want it to succeed." 

This trend dictated the recent merger of the Verein Deutscher Fabrikanten (VDA) and the Verband der Deutschen Automaten-Industrie (VDI), representing coin machine exporters and manufacturers, respectively. This amalgamation is regarded within the German trade as opening the way to further unification, the formats employed circumventing legal objections to such mergers.

Since the formal amalgamation of the two trade groups into a single organization, reports from the Federal Cartel Office, the organizations concerned simply decided to dissolve the VDA and ask its members to enter the VDI, which is what has happened.

Significantly, this voluntary union mergers vending and service machines and jibe boxes, games and pinballs. "We have finally succeeded in breaking down the petty snobbery which has always plagued our trade," and official said.

What has been accomplished in West Germany would be roughly tantamount to merging the Music Operators of America with the National Automatic Merchandising Association in the U.S.

Memphis Ops Build Goodwill

toward the amusement operators. Several thousand dollars went to the local economy.
(PS to this story is that the City Council of Marion County has voted to raise the rent back to Beale Street and the $2.5 million fund raised by the 10,000 public subscription fund, raised by Thomas, has been under construction. Memphis now for about a year.)

Cleveland Trade

Several years ago the association had a program to give crutches and wheel chairs to Indians roothing them. A number were given away.
A story about this program appeared in the Plain Dealer.
There was also a story this summer about canals being general chairman of the Bluff City Youth Guidance Commission. This is a commission serving on an advisory capacity to the city and county with the aim of furthering the progress of Negro youth of the city.

Main purpose of the program was the same as one undertaken by a Youth Guidance Commission for white youths — to reduce juvenile delinquency and help youngsters become good citizens.

There are not outstanding citizens serving under him on the commission — one is an attorney, State Senator and member of the County Court. Another is a wealthy banker and the County Court member.

Here are some of the other public relations projects local operators have had:
1. Gifts by Canale, Southern Amusement Company and other companies of a jibe box or game to Memphis Boys' Town, St. Peter's Orphanage and other charitable institutions.

2. A $700 scholarship given by Memphis Music Association each year to Memphis University for a deserving boy to attend college who could not otherwise afford it.

3. Contributed money to help build the swimming pool driving room at Camp Courage near Holly Springs, and financial support of Memphis Youth Guidance Commission, which is operated during summer months by the Youth Guidance Commission and has been in trouble with the law and need guidance, counseling and friendship.

In addition, Canale, George Simmons, president of Memphis Boys' Town, St. Peter's Orphanage and other charitable institutions.

Cleveland's newspapers, radio and television, the group's board simply considers as a unit any problem that may arise, he added.

Correll said that there probably as no group placed on public relations locally better than the group was the Coin Machine Council, the national public relations agency for the industry.

The CMC was too short lived to have effected the situation to any great extent, Correll said.

While little mention of the industry by Cleveland's newspapers, radio and television, the group's board simply considers as a unit any problem that may arise, he added.

For although Cleveland operators and distributors are often engaged promoting themselves, their talents are not of such magnitude to rate specific notice.

As an example, Correll referred to last month's United Appeal drive in which he participated and received no special publicity on its contribution.

"These firms gave hundreds of thousands of dollars, while collectively we gave only about $3,000," Correll concluded.

A new hit by James, Inc.

TWIN HITS

A new feature!

GAMES, INC.

Manufactured by

Games, Inc.

CHICAGO 18, ILLINOIS

ONE KIND

ONLY

NAME FOR ADDITIONAL FREE PLAYS

IT'S A TWIN LET'S BOTH PLAY!

IT'S A TWIN LET'S BOTH PLAY!

IT'S A TWIN LET'S BOTH PLAY!

IT'S A TWIN LET'S BOTH PLAY!

IT'S A TWIN LET'S BOTH PLAY!

IT'S A TWIN LET'S both PLAY!

IT'S A TWIN LET'S BOTH PLAY!

IT'S A TWIN LET'S BOTH PLAY!

IT'S A TWIN LET'S BOTH PLAY!

IT'S A TWIN LET'S BOTH PLAY!
ASTRA MUSIC... 
Reconditioned—Guaranteed

MUSIC

A.M.I. 8-120 ............ $145
A.M.I. 8-130 ............ 245
A.M.I. 8-139 ............ 295
A.M.I. 13-100 ............ 355
A.M.I. 13-109 ............ 395

VENDING

APCO 6-FLAVOR—ICE .... $1,145
WAXBERG REF. 24-SEL ... 795
YOGO 3-FLAVOR COFFEE .... 355
WELLS 2-FLAVOR CARAFE .... 375
RATIONAL CARDS 10-FLAVOR .... 595
RATIONAL CARDS 11-FLAVOR .... 795
RATIONAL CARDS 12-FLAVOR .... 895
GRIGGIERI 20-DEL., MARGARITA .... 195

Managing Distributor: AMI-ROWE

Write or call collect for quantity prices!

NOVEMBER 13, 1961

BIG TURNOUT GREET NEW TRIMOUNT VENDING CLASS

BOSTON—More than 50 music operators and servicemen, all of whom have diversified into vending, attended a service school this week at Trimount Automatic Sales Corporation, distributor for Rowe vending equipment and AMI phonographs. Service managers and mechanics from as far as 150 miles away came to attend the school.

Trimount personnel are being trained both by attending authorized service schools at the Rowe factories in Michigan and New York and under the tutelage of Al Panuzzo on location in the New England area.

Schools already have been devoted to one type of equipment each night. Trimount has found that concentrating on one machine at a time results in a comprehensive and thorough session. The response was called the greatest in terms of interest and numbers ever seen in the coin machine field, according to G. Marshall Carus, general manager of Trimount.

SOME 50 OPERATORS AND SERVICEMEN attended the recent vending service school held by Trimount Automatic Sales in Boston.

German Juke Drive

Continued from page 53

boxes pay the same GEMA fee, irrespective of the type of phonograph, the type of location, or the amount of patronage.

"This is fantastic, we are now coming to realize," one of the largest operators in Munich commented. "It means that the phonograph in a small, out-of-the-way location is paying the same royalty as the prestige box in a prime location.

"If GEMA persists in ignoring our TV competition, we operators will have no other recourse but to demand that the whole present system of basing royalty payments be scrapped and that we negotiate a new system making allowance for individual factors such as the type of phonograph, the size and scale of location, and the existence of competition such as TV, background music, and so on."

Juke Box Gold

SEYMOUR

His Heartbeat Trumpet

"If I Had You"

"When Day Is Done"

ONE TOPS & OP'S GO--GO--GO

HEARTBEAT RECORDS
410 South Michigan Avenue
Chicago, Illinois

Juke Box Gold

ATLAS MUSIC COMPANY

A Quarter Century of Service

D.V.T. OF AC AUTOMATIC SERVICES, INC.

2122 N. Western Ave.
Chicago 47, Ill.
LOCATION NAME GOES HERE

PRESnts

StereO

Artist of the Week

PERSONALIZED for your locations!

Only Seeburg makes it possible for you to PERSONALIZE your Seeburg locations with personalized nameplates.Is a great nameplate a novelty? Only Seeburg gives you this popular nameplate for just $5.00! Customize every record with the name of your favorite customer and make every popular record a personal award.

WEEK OF NOVEMBER 6
AL HIRT
MARTY ROBBINS
JUST A LITTLE SENTIMENTAL

HARRY BELAFONTE
JUDY GARLAND
WEEK OF NOVEMBER 13
JUMP UP CALIFORNIA
WE'VE ONLY JUST BEGUN

WWW.AMERICANRADIOHISTORY.COM
Detroit Coinmen Avoid Press Limelight

* Continued from page 47

ator who recently gave such a box a receipt a nice letter of appreciation from the mayor, but no public attention was given. On the other hand, there was a report of an op- erator who had sold a used box to a youth leader for what a fellow

-operator considered an outrageous price.

Game Situation

Similar conditions, as far as pub-

licity is concerned, prevail in the

games field. Older games are fre-

quently being given by operators
to church and youth groups, but

operator usually receive no public publici-

ty beyond that which is given by

the surface and has avoided de-

Developments that might have led to

adverse publicity.

A policy of actually discouraging publicity about service activities has actually been followed up in the very reverse of publicity-seeking.

Thus, many games, notably shuffle-

boards, pool tables and the like, have
done so at clubrooms of the

YMCA, boys’ clubs and the like.

Fred W. Chilopan, executive di-

rector of the Detroit Shuffleboard

Association, explains that “there

were cut by the SDA members

with no selfish motives, and with

the request that no publicity be
given to the donation.”

But there is one very important

phase of public relations in which

the SDA has led for a number of

years—the system of player leagues

supervised by SDA members. This

is basically a shuffleboard program,

extended to bowling games and

other types as the games have

changed. Chilopan outlines the

results:

Grass Roots

“Through our leagues we have
efforts been able to reach the grass

roots—the people who put the

dimes in the machine. This has been

a continuing activity.”

“DSB members feel that by op-
powering the community

vested in—by reaching their pa-
together, these players are

rific.”

It is as this grass roots level that

the Detroit PR program may be

expected to develop, now that the

national program has folded.

---

**PRESENTS**

THE WORLD’S FINEST

TWO-PLAYER 2-GUN

TARGET GAME...

ALIVE WITH ANIMATION:

**TWO-GUN FUN**

- Challenges players’ shooting skill with pop-up and moving targets
- Builds up keen competition between players who try to beat each other to hit quick moving squirrels, woodchucks, raccoons and foxes... IT’S FAST!
- Player hitting target before opponent is awarded score.
- Simultaneous hits score for both players.

**Order your 'TWO-GUN FUN' TODAY!**

**WRITE—WIRE—PHONE**—Telephone HEnlock 4-5500

**J. H. KEENEY & CO. INC., 2600 W. FIFTH ST., CHICAGO 32, ILLINOIS**

for amusement only
ENGLISH JUKE STOPS PROVIDE GOODWILL MUSIC FOR SOLDIERS

FRIENDLY ATMOSPHERE

On behalf of all the officers and directors of the council, I want to thank the hard core of men and women in the industry who believe in public relations and backed up their belief with dollars. We can only hope that their faith is not entirely in vain, that the work of the council may be to the enduring benefit of the industry."

The council first announced it was in trouble last August (BMW, Aug. 14) at which time it said it would be forced to dissolve if much needed financial support did not come within 90 days. A giant membership mailing was launched but only a trickle of money was forthcoming.

CMMC was founded July 27, 1925, to serve as a fact - dissemination body of the coin machine industry. A not-for-profit corporation, its membership was derived from all segments of the coin machine industry—operators, distributors, manufacturers and suppliers.

Founding Five

Manufacturers immediately got behind the organization—contributing between $200 and $600 monthly—Balint, United, AMI, Chicago Dynamic Industries and Williams. As the program got under way, two more joined, Garmes, Inc., and Kenney.

These seven comprised the major portion of CMMC's financial support. By the beginning of 1961, however, only United and Kenney were left, and the financial problems grew serious.

In the distributor category, CMMC at one time had about 40 members, but because of a lack of renewals had less than 40 this year.

Operator memberships were perhaps the most encouraging. Starting with under 200, CMMC had 244 on the rolls at the beginning of 1960 and 277 at the time the council died.

Operator memberships, however, were only 59 each. Distributors paid $200 yearly, with the manufacturer taking the bulk of the money.

Interestingly, at the time the council began fighting for its existence earlier this year, it aroused interest among army commanders as centers of Anglo-German friendship.

German commanders report that most of the German armored troop training on the British tank firing range here, prefer to spend their off-duty time listening to juke box music in Pembroke snack bars.

"We have had almost no incidents while our troops have been here training. Most of the men spend their off-duty time in snack bars listening to phonograph music, and it has been a very wholesome atmosphere," reported Lieutenant Colonel Walther vom Klaus, commander of the Bundeswehr tank regiment training here.

At least three German soldiers became engaged to English girls they met at Pembroke phonograph locations.

"The juke box is universal, and that is why it appeals to our soldiers, as well as all soldiers," Colonel von Klaus reported. "Our troops spend much of their free time listening to juke box music in Germany, and so it makes them feel at home to be able to do the same in England, where there are even German juke boxes."

WANTED

CASH OR TRADE

Late 5 Balls, Guns, Bingos

DETOUR BRANCH—7743 Puritan, Detroit, Mich. Tel: Diamond 1-5800

A REALISTIC TEST OF TRUE DRIVING SKILL THAT GETS AND HOLDS FREE-SPENDING CROWDS!

This is Williams Road Racer—the race driving unit that operators have urged us to build. It is offered at a fractional cost of others and will enable you to retire your investment in a hurry and start generous cash earnings coming your way... fast.

PACKED WITH ACTION!

Worlds and pictures cannot describe the lively action, frenzied thrills and tantalizing suspense that generate steady, repeat patronage for Williams Road Racer. You must see it—try it—don't delay.

HOW IT OPERATES:

The driver tries to assume complete mastery of the red racing car when he drops the coin and takes the wheel. He must steer the car parallel with and to the right of center line and hit every third contact point straightaway or around sweeping curves to qualify as "perfect driver." Pointer classifies the driver and tells his score in one minute's time.
BY POPULAR DEMAND
Bally is back in production with
BARREL-O'-FUN '62

Ohio Model
Fun-Spot '62

Famous 6-cards play
Earns up to 6 coins a game

Double play appeal
High-Score plus Light-A-Line

Super-Lines and Mystery Spot
Get continuous repeat play

Equipped with convenient
"Auto-Mission" Coin-Divider

Continued top earning power
after 12 to 18 months on location
... and coast-to-coast demand
puts Bally back in production of
the fastest money-making 3-balls
game in years. Line up new
locations, bring slow spots back
to life. Get the flashy '62 model
now at your Bally distributor.

See your distributor... or write Bally Manufacturing Company • 2640 Belmont Avenue, Chicago 18, Illinois
Ratafack Stresses Facts of Trade

Music Operators of America, the operators’ association.

"Unless the newspapers, magazines and government officials are informed about the juke box industry and know its members for what they are—honest, hard-working, independent businessmen—the industry will continue to receive unfair public blame no matter how many juke boxes we give to churches and civic groups," the MOA managing director declared.

MOA’s program, in effect now for six months, is twofold. First, members of MOA have been furnished tent cards (at a nominal cost to cover the price of printing only) for placement in their individual locations.

Test Cards

The cards—and MOA now has out over 10,000—carry a seven-paragraph message giving the customer a brief public relations pitch about the juke box and the music it offers and concludes with a statement that the operator is a member of and subscribes to the code of good business ethics recommended by the Music Operators of America."

"In this way," says Ratafack, "the public is informed that there is a national juke box operator trade association and also that it establishes a code of ethics to which its members subscribe." Second, we have a press package that was recently sent to the major metropolitan dailies, national news magazines, trade journals, members of Congress, State and local law enforcement officials and national press associations.

Package Deal

"This consists of three parts: (1) An explanation of MOA, its structure, purpose and work; (2) an explanation of what is a juke box operator and what does he do; (3) an explanation of the industry and how it operates."

"Has it been effective? Ratafack thinks it has, but just as a beginning. He has received acknowledgments from a wide variety of public sources. To mention only a few: This Week Magazine, The Chicago Tribune, Chicago Crime Commission, numerous U.S. Congressmen, the U.S. Attorney General’s office and Chicago’s Mayor Richard Daley.

"This doesn’t prove anything, he’s quick to point out, “except that we have established there is a center for information about the juke box business.”

Numerous Inquiries

So far inquiries have come in from numerous universities, and in one case, even an industrial firm, General Electric, interested in information for its marketing department.

MOA will soon send out its first press release aimed at getting feature-story coverage in the daily press about the juke box industry. The release will cover the recently approved MOE awards which MOA will present to the outstanding juke box record, juke box artist and record company most consistently producing juke box hits.

Ratafack feels that public relations must also focus on the unfair pieces of publicity that the industry receives. He feels that editors and reporters should have inaccuracies in stories called to their attention. He feels that corrections should be followed up with truthful statements about the industry.

A Typical Letter

A typical letter, written November 6, to Robert Zullo, Chicago Tribune press service, with a copy to J. Howard Wood, Tribune publisher, calls attention to a story covering the Gallo brothers, a pair of Brooklyn hoodlums who had been linked by numerous dailies to the juke box industry.

"At the time, a BMW editorial headed Biter Harvest, October 23, took issue with the New York dailies, pointing out that the brothers in question have nothing to do with the juke box industry except to set up a phonograph labor union and attempt to extort money from operators, and that it was in fact the juke box operators in court and co-operated with the McCollum Committee in publicizing their activities in the country."

"The Ratafack letter, with a clip of the BMW editorial attached, starts: We were pleased to read your comments concerning the hoodlum element in New York City. We fully agree that this evil should be stamped out."

"We were distressed that you saw fit to follow the line in mentioning ‘juke boxes and vending machines’ very unfortunately, in almost the same breath, with the Gallo brothers. We say this unfortunately in that the juke box industry is the one group that has resisted the infiltration of our business by people of their ilk. In fact, the Billboard editorial attached indicates quite clearly that our industry fights these people in the courts and in Congress. Yet, all we get in return is that these people are ‘juke box racketeers’ creating a public impression that our business is in some way a hoodlum ridden enterprise."

"We feel that a lot of this bad operator association which is due to a lack of information on our business. Music Operators of America, is a national organization representing the automatic music machine operators, is pleased to attach some factual data on the workings of our industry. We trust this will remove some of the ‘fog’ feeling that prevails among news disseminating segments of our nation.”

Letters like the above, Ratafack feels, should be sent out regularly or whenever a story appears carrying inaccuracies about the industry. Slowly, the editors, publishers, reporters and government officials will begin to get an accurate picture about the industry and the people in it.

National Problems

Unfortunately, MOA’s Chicago headquarters is unable to pick out all of the unfavorable publicity that appears throughout the country. The association, however, urges members to follow the lead of the Chicago office or refer any problems to MOA here.

Ratafack feels the press should be made to understand that there are persons interested in the industry reading these stories.

A PORTABLE coin sorter that sorts 1,000 coins a minute is now available from Major Malt- o neat, Inc., Chicago. Pennies, nickels, dimes, quarters and half dollars are separated into individual trays. Motor driven (top) 28-pound and hand-operated (bottom) 16-pound models are available.

MUSIC OPERATORS OF AMERICA invites you to join

The One . . . the Only . . . the Oldest National Organization Representing Music Operators

FILL IN COUPON FOR DETAILS

Mail it to us at 228 N. laSalle St., Chicago 7, Ill.

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M.O.A. Representing a Sound Industry

GOTTLEIB’S

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 mouldings and chrome corners to provide a clean, "new game" appearance forever!

• Skilful play adds an unlimited number of balls to each game
• Each time 1 to 4 rollews are made, player receives additional ball
• Each rollews lights corresponding pop bumper
• Target adds 1 ball when green and yellow spots are in line
• Scoring 2,000 points adds 1 ball
• New tilt feature prevents 1 ball plus ball in play—then play continues

SEE YOUR DISTRIBUTOR FOR A DEMONSTRATION

Gottlieb & Co. 1140-50 N. KOSTNER AVENUE - CHICAGO 31, ILLINOIS

BY ALWAYS Profitable to Operate Gottlieb Games!
THOMAS D. SHERFICK
President, Sherfick, Inc.
Says:

“Billboard is just as essential to our operation as the 21 trucks used day in and day out by our routemen.”

Dear Mr. Wilson,

For many years our organization has been helped by Billboard’s up-to-date programming information. We check it every week before we buy the records that will get us the most plays for our locations.

Cordially,

Thomas D. Sherfick